

Women in Government Contracting

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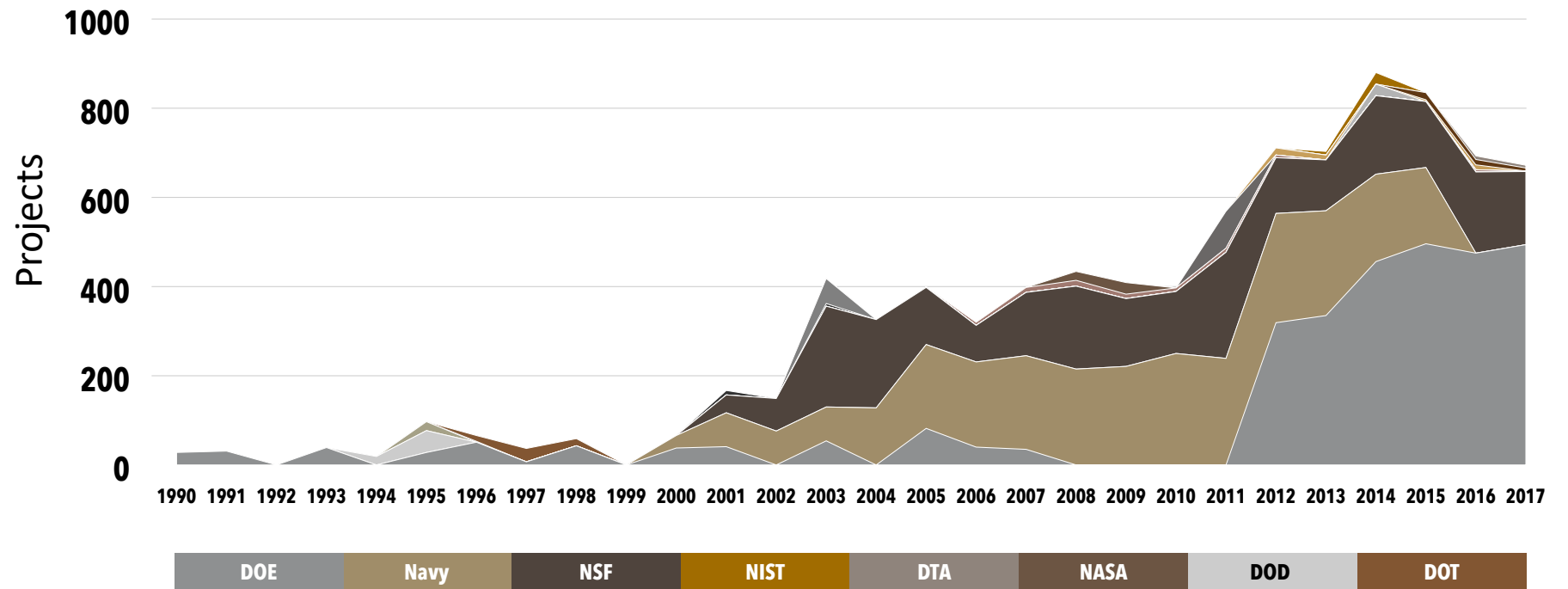


DAWNBREAKER

the commercialization company



- Founded in 1990
- Located in North Chili
- Government contractor to 10 agencies
- Provided support to over 8,600 SBIR/STTR projects
- Companies secured over \$3B in Phase III funding



Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs

DOE Phase 0 Program

	Applicants	Accepted	Submitted proposals	% submitted proposals
FY15R2	205	69	47	68.1%
FY16R1	152	57	41	71.9%
FY16R2	172	60	32	53.3%
FY17R1	135	60	38	63.3%
FY17R2	139	78	66	84.6%
FY18R1	173	81	52	64.2%
FY18R2	113	47	39	83%
FY19R2	236	100	70	70%

Since 2015 we have assisted ~ 600 women-owned and socially and economically disadvantaged (SED) firms prepare DOE Phase 0 SBIR/STTR applications



What went right? Lessons learned

- **General Services Administration (GSA) schedule**
 - This enabled us to grow
 - We had the relationships – but not the vehicle
 - Seek assistance with developing the proposal - it's hard
- **Economically Disadvantaged Women-owned Small Business (EDWOSB)**
 - 3rd party certification from NWBOC
 - Effective October, 2015 eligible for sole source contracts in certain NAICS

What went wrong?

- **Early years**
 - Getting the rate structure correct
 - Knowing when to add staff
- **Most recent years**
 - Changes in government contracting does not favor incumbents
 - Turn-over in government personnel leads to loss of contracts
 - “Best value”
 - Tactics of competitors when the contracts are large



Thank-you

Optimism is the faith that leads
to achievement

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