



News Release

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SBA Launches New Online Training Course: Winning Federal Contracts – A Guide for Women Entrepreneurs

WASHINGTON — Women who own small businesses will be able to use a new online U.S. Small Business Administration training course to learn how to identify and take advantage of federal contracting opportunities. The new training course, *Winning Federal Contracts: A Guide for Women Entrepreneurs*, is part of an ongoing government-wide initiative to promote opportunities for women-owned businesses in the area of government contracting.

This free online tutorial is a practical and easy to use guide that walks a woman-owned small business through the contracting process. SBA is committed to ensuring that women-owned businesses receive at least 5 percent of federal contracts and believes better training opportunities are central to meeting this government-wide goal.

“Federal contracts can provide unique opportunities for women entrepreneurs and small business owners to grow their businesses and create jobs, particularly during these tough economic times,” Administrator Karen Mills said. “It’s also a win for federal agencies, by contracting with women-owned small businesses; they are working with some of the most innovative and dynamic companies in the country.”

The SBA’s Office of Women’s Business Ownership oversees a national network of more than 100 Women’s Business Centers (WBCs) that provide education and training to help women start and grow small businesses. In addition, the SBA has 68 district offices and other resource partners throughout the country available to train and counsel women-owned small businesses and entrepreneurs seeking government contracts.

“This online training course makes critical information and training available to an even wider array of women entrepreneurs and small business owners,” said Ana Harvey, assistant administrator for SBA’s Office of Women’s Business Ownership. “SBA wants to help ensure they have the tools and resources they need to compete for and win federal contracts.”

The *Winning Federal Contracts* course is designed to help women entrepreneurs learn about the federal procurement process and to prepare them to compete for contracting opportunities. The self-paced guide uses audio and script to provide information about contract rules, how to sell to the government and where to find contracts.

The *Winning Federal Contracts* course is available on SBA’s Web site at www.sba.gov or directly at www.sba.gov/fedcontractingtraining. It is indexed by subject matter, and includes direct links to additional contracting resources.

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