

# DIVERSITY...

what it means to the government

## Woman Owned Office Furniture Manufacturer

Known for innovation and forward thinking, Neutral Posture is the great American small business story. Started in 1989 by the mother/daughter team of Jaye Congleton and Rebecca Boenigk, based out of their garage, today Neutral Posture is a recognized ergonomic leader with numerous product and design patents. As the only certified Woman-Owned Seating Manufacturer, Neutral Posture is proud to be the top diversity supplier for seating and workplace accessories to the US Government and Fortune 500 companies worldwide. Neutral Posture has a packaged office contract that includes many great manufacturing

partners. We are also willing to team with other manufacturers to help support strong GSA Dealers and meet the needs of our customers.

## WOSB Federal Contract Program

The U.S. Small Business Administration (SBA) has issued the Final Rule to amend its regulations governing small business contracting procedures. The SBA has increased the emphasis and awareness of contracting mandates regarding Woman Owned Small Businesses (WOSB), similar to those already in place for 8a, SDV and HUBZone businesses.

Access info and updates on our website, as well as complete SBA Ruling at

[www.NeutralPosture.com/WOSB\\_SetAside](http://www.NeutralPosture.com/WOSB_SetAside)

## Overview of WOSB Set-aside

- The Set-aside effective February 4, 2011
- SBA Mandates 5% spend with WOSB
- Set-aside is for NAICS code 337214 for Office Furniture Manufacturing



## PACKAGED OFFICE

### Neutral Posture's Packaged Office Contract

Under GSA contract #GS-27F-0014Y, we offer a Packaged Office contract which

- Enables dealers to bid and sell multiple product lines under our contract, where the GSA customer gains 100% credit for all sales as WOSB
- Strategically picked manufacturers are on our contract, but we remain open to working with other manufacturer's on a project basis using a teaming agreement
- Packaged Office Partners include: Appenx, Artline, Datum Filing Services, Kimball, National, People Signs, Virco and Wright Line

### Teaming

Neutral Posture has many teaming partners and we are willing to team with other manufacturers for specific projects.

- Some of our Teaming Partners include: AIS, Allsteel, DarRan, DIRTT, ESI, Haworth, Herman Miller, HON, Hoover, Inwood, Knoll, Paoli, Tayco, Teknion, Trendway, Versteel and Wright Line

### Federal Acquisition Regulations (FAR)

The Final Rule has been published and was effective February 4, 2011. The 5% mandate started in the 2011 government fiscal year.

- 83 NAICS codes have been identified as underutilized by the government for WOSB
- 38 NAICS codes, of the total 83, were categorized as "substantially underutilized"
- NAICS code (337214) **Office Furniture Manufacturing** is "substantially underutilized", which means the WOSB does NOT have to prove economic disadvantage. This means a contracting officer can set-aside any project for WOSB without limitation or restriction.
- The rule mandates a spend of 5% with WOSB compared to a 3% mandate in place for other small business categories
- Neutral Posture is one of the few woman-owned furniture manufacturers that qualifies for this set aside

Interested in becoming a manufacturing partner, Neutral Posture GSA Dealer, or purchasing Neutral Posture® products?

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