

As a Woman Owned Office Furniture Manufacturer, 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.

Women Owned Small Business 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 HUB Zones businesses.

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

www.NeutralPosture.com/WOSB_SetAside

Overview of Woman Owned Small Business Set-aside (WOSB)

- The Set-aside is effective February 4, 2011
- 5% mandate starts in fiscal 2011 (Oct. 1, 2010 through Sept. 30, 2011)
- SBA Mandates 5% spend with WOSB
- The Set-aside is for projects valued at up to \$6.5M per award
- Set-aside is for NAICS code 337214 for Office Furniture Manufacturing

Below are some of our Partners
(complete listing on back)



Kimball® Office

Knoll



wright · line



Neutral Posture's Packaged Office Contract

Under GSA contract #GS-28F-1125C, we now 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: AIS, Appenx, Artline, Datum Filing Services, ESI, Inwood, Kimball, Knoll, Magnuson Group, Mayline, National, People Signs, SIS and Wrightline

Teaming

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

Federal Acquisition Regulations (FAR)

The Final Rule has been published and will be effective February 4, 2011. The 5% mandate will be included 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 a project valued up to \$6.5M for WOSB
- 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 will qualify for this set aside

If interested in becoming a manufacturing partner, Neutral Posture GSA Dealer, or purchasing NP products, please contact:

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