

# Supplier Diversity-UK

## Creating Contract Opportunities for Women

### Information For Women Business Owners

#### What is Certification?

Being certified as a WBE means that your business has gone through a rigorous and stringent certification process to confirm the business is owned, managed, and controlled by a woman, or women. This is very important to multi national corporations who want to demonstrate and measure diversity in the contracts they award to small and medium size businesses.

#### What is a WBE?

WBE (Women's Business Enterprise) is an independent business concern that is at least 51% owned and controlled by one or more women and whose management and daily operation is controlled by one or more of the women owners.

#### Why Certify?

- Certification as a Women Business Enterprise (WBE) is primarily about accessing contract opportunities.
- Supplier Diversity-UK will facilitate opportunities for you to meet with procurement officers from our member corporations.
- Your business details will be placed on our database – an important business contact source for our members as they seek new suppliers to work with.
- Certification will be an important marketing tool for expanding your company's visibility among decision makers in corporate supply chain diversity and procurement.
- National and Multi National Corporations are actively seeking certified WBE's to participate in their contracting efforts.
- They understand that a diverse pool of contractors brings greater choice, better value and equal representation of society.
- Whilst you must still be competitive in price, quality and delivery, WBE Certification will differentiate your business and ensure access to contract bidding opportunities that until now have been difficult to identify.
- You will also be able to develop business to business trading opportunities as well as the creation of partnerships to enhance bidding capacity.

#### What is involved in the certification process?

The certification is robust but simple:

1. on-line application supported by documentation and non-refundable fee.
2. on-site visit to verify ownership and control of your business.
3. Review of application by certification committee

4. If certification is granted you will be notified by e mail and a Certificate will be sent to you in hard copy. You will then be placed on the Supplier Diversity-UK contacts register. This is an online data base used by our corporate members searching for potential suppliers. You will also be eligible to attend our market match meetings, growing your relationship with our corporate members.

#### **How long does my certification last?**

- The certification lasts for one year.
- You will be required to self certify in years two and three
- In year four a full certification process and site visit will be necessary.

#### **What is the cost?**

The cost of certification depends upon the size of your company:

**For those accessing certification through the JIVE project this certification is waived.**

#### **Annual Certification Fee Table**

<b>Turnover</b>	<b>Certification Fee</b>
<b>£65,000 - £250,000</b>	<b>£500</b>
<b>£250,001 - £500,000</b>	<b>£750</b>
<b>£500,001 - £1 million</b>	<b>£1000</b>
<b>£1 million - £10 million</b>	<b>£1500</b>
<b>£10 million - £25 million</b>	<b>£2000</b>
<b>£25 million - £50 million</b>	<b>£3000</b>
<b>£50 Million +</b>	<b>£4000</b>

(This table of fees is valid only until 1 April 2008 when certification costs will be reviewed. All WBE's certified before this date will have their certification fee 'protected' for the first four years)

#### **Which companies are Supplier Diversity-UK Corporate Members?**

- Microsoft
- Accenture
- Bank of America
- Pfizer
- New Technology Steel
- Act One
- Mastercard

Our list of corporate members is growing rapidly and we will keep you updated of new members as they join.

Supplier Diversity-UK, Prowess, Lion House, 20-28 Muspole Street, Norwich NR3 1DJ  
Tel: +44(0) 1603 762355 +44 (0)8456 187 302 E: [s.lawton@supplierdiversity-uk.org](mailto:s.lawton@supplierdiversity-uk.org)

The JIVE (Joining Policy and Joining Practice) Development Partnership is part funded by the European Social Fund under the EQUAL Community Initiative programme.



PROWESS Ltd is a Company Limited by Guarantee  
Registered in England and Wales No 4301829