

# SCORE and Diverse Supplier Certification

## By SCORE

WASHINGTON—Of the 1.1 million minority-owned employer businesses in the United States, 99.9 percent are small businesses. But not all of these businesses are certified as diverse suppliers, despite being eligible. Getting certified as a diverse supplier offers small business owners the opportunity to expand market share, grow their companies, discover new partners, and create new revenue streams, according to SCORE, a resource partner of the United States Small Business Administration. To take advantage of these benefits, SCORE encourages diverse supplier certification for those that qualify.

### What is a diverse supplier?

A diverse supplier is a business that is at least 51 percent owned and operated by an individual or group that is part of a traditionally underrepresented or underserved group. The federal government aims to award up to 23 percent of its prime contract dollars to certified small businesses. In some cases,

it exceeds this allocation. For example, in 2019, it awarded up to \$132.9 billion in federal contract dollars to small businesses, representing 26.5 percent of prime contract dollars.

“Supplier diversity is a strategic way of making your supply chain more inclusive,” explains Towanda Livingston, a SCORE mentor and expert in DEI and supplier diversity. “Organizations diversify their purchasing and contracting activities by facilitating pathways for minorities, women, and marginalized groups to not only gain access, but actually win contracts and opportunities.”

### How can small business owners get certified?

To qualify as a diverse supplier, in most cases, a small business must be in business for a minimum of two years. Any company that wants to do business with the federal government must register on the System for Award Management (SAM) and keep its account active. A SCORE mentor can help small business owners to navigate the certification process, including how to get started and find potential opportunities.



“The first thing to do is look at who is buying your product or service today,” said SCORE mentor Karen Williams. “Because if they’re a larger business and have some social responsibility, they will have a supplier diversity program.”

Small Business Exchange • Voice of Small, Emerging, Diversity-Owned Businesses Since 1984 [Click to read more](#)

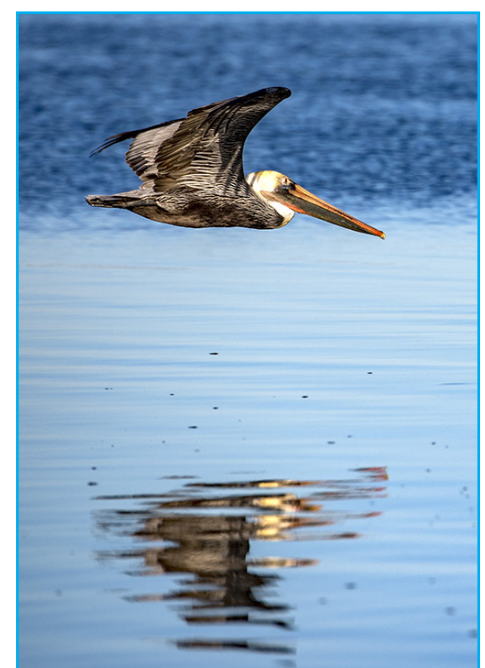
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**Selling to the Federal Government Webinar**  
Thursday, September 12, 2024, 12:00 pm–3:00 pm CDT Online  
Main Sponsor(s): US Small Business Administration  
Contact: George Tapia, 610-382-3086, [george.tapia@sba.gov](mailto:george.tapia@sba.gov)  
Fee: Free; registration required  
Did you know that the federal government is the largest purchaser of goods and services in the world? Interested in learning how your business can market your services or goods to the federal government? Register on line at <https://www.eventbrite.com/e/how-to-sell-to-the-federal-government-tickets-21790713611> SBA helps to ensure small businesses get fair opportunities to share federal government prime contracts. Topics will include: How to Register, Small Business Certifications, Finding Opportunities, Marketing Your Firm, Federal Supply Schedules, Getting Paid, Tips to Prepare Your Offer, How to Seek Additional Assistance. All training sessions are held via Microsoft Teams Meeting. Participants must ensure Microsoft Teams is functioning.

**Federal Contracting: Woman-Owned Small Business (WOSB) Program Webinar**  
Tuesday, September 17, 2024, 1:00 pm–2:30 pm CDT Online  
Main Sponsor(s): US Small Business Administration  
Contact: Patrice Dozier, [patrice.dozier@sba.gov](mailto:patrice.dozier@sba.gov)  
Fee: Free; registration required  
Welcome to the WOSB webinar series! Are

you a woman owner of a small business? The federal government’s goal is to award at least five percent of all federal contracting dollars to woman-owned small businesses each year. Join us for training on how to register for SBA’s Woman-Owned Small Business (WOSB) program, which helps eligible small businesses to qualify for federal contracting opportunities. The monthly sessions will include an overview of the self-certification process, as well as a discussion of the NAICS codes that qualify as WOSB or EDWOSB. Register for this free webinar at <https://www.eventbrite.com/e/woman-owned-small-business-wosb-program-tickets-817459181417>

**8(a) Orientation and SAM Registration Webinar**  
Wednesday, September 18, 2024, 9:30 am–10:30 am CDT Online  
Main Sponsor(s): US Small Business Administration  
Contact: SBA Illinois District Office, 312-353-4528, [illinois.dbo@sba.gov](mailto:illinois.dbo@sba.gov)  
Fee: Free; registration required  
Join the Small Business Administration (SBA) Illinois District Office for a virtual workshop providing an overview of the 8(a) Business Development program, eligibility requirements, and program benefits. Also learn how to increase your potential for federal contract opportunities through System for Award Management (SAM) registration, including information that you need for the registration process. SBA presenters will offer additional tips, address FAQs, give directions on where to get further assistance, and answer your other questions. To register for this free webinar, visit <https://www.eventbrite.com/e/8a-orientation-sam-registration-tickets-518989961947>

**CERTIFICATION**

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is **DBE** certified by the Louisiana UCP.

