



WOMEN PRESIDENTS'
Educational Organization.

For Immediate Release

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**WPEO-DC REGION ANNOUNCES AWARD WINNING DONE DEALS™
COMPLETED THIS YEAR
WITH WOMEN BUSINESS ENTERPRISES**

-- Business Opportunities Have Increasingly Turned Into Signed Contracts --

New York, NY (November 7, 2017) -- A total of 11,583 contracts worth over \$84.4 million, completed with certified Women Business Enterprises (WBEs) in the Washington, D.C. region, were announced today at the Breakthrough Breakfast held by the Women Presidents' Educational Organization (WPEO). This annual event showcases winners of the Done Deals™ challenge, representing deals completed from April 2016 through March 2017. It also helps measure the impact WPEO has achieved in increasing business opportunities and contracting activity between WBEs and WBEs, as well as WBEs and WPEO Corporate Members.

Being officially certified as a woman-owned diverse supplier can result in opportunities previously inaccessible to women's businesses. WPEO provides WBENC certification, the most widely-recognized and respected third-party certification in the U.S. WPEO serves two northeast regions: WPEO-DC (Washington, D.C., Maryland and Virginia) and WPEO-NY (New York State, Northern and Central New Jersey -- through Trenton -- and counties on the Southern Connecticut shoreline -- including Fairfield, New Haven, Middlesex and New London).

"The number of Done Deals this year and the total spend reported represent only a portion of the contracts awarded in the region," said Sandra Eberhard, Executive Director, WPEO-DC.

The 2017 WPEO-DC regional Done Deals Award Winners are:

- **Corporate Opportunity Award – Freddie Mac**
- **Corporate Champion Award – Capital One**
- **WBE Connection Award – Soft Stuff Distributors**
- **WBE Champion Award – Eighth Day Design**
- **Public Access Partner Award – Montgomery County**
- **WBE Public Access Award – BTI Security**

WPEO Board Chair Eliseo Rojas, Vice President and Chief Procurement Officer, The Interpublic Group, said "The theme of this year's Breakthrough Breakfast focuses on the impact that disruptive technology is having on the supply chain and procurement. Diverse women-owned

companies who offer the flexibility to adapt to transformative changes underway are the partners with whom we want to do business.”

Dr. Marsha Firestone, WPEO President and Founder, said, “The continued growth in the number of contracts signed this year validates the increased opportunities for certified women-owned businesses.”

WPEO-DC gratefully acknowledges the support of the following Breakthrough Breakfast Event Sponsors:

Dominion Energy; AARP; Ampcus; Avis Budget Group; Capital One; Interpublic Group; Microsoft Corporation; Wells Fargo; Hilton Worldwide; The Hamilton Group; JDC Events; New Kent Coatings; Strategy and Management Services; Soft Stuff Distributors; Exhibit Edge; The Sutter Group.

About The Women Presidents’ Educational Organization:

The Women Presidents' Educational Organization (WPEO) is a regional affiliate of the Women's Business Enterprise National Council (WBENC), the nation's premier third-party certification organization for women-owned businesses. The mission of the WPEO is to create increased access to business opportunities for WBEs. Its programs develop skills and knowledge for WBEs, advocate in the public and private sectors, foster relationships between WBEs, corporations and the government, and provide certification services.

WPEO provides full service third-party certification to women entrepreneurs in the New York, Northern New Jersey, Southern Connecticut and the Washington, DC, Maryland, and Virginia areas. WPEO is incorporated in the state of New York and is recognized as a 501(c) (3) organization. For more information please visit www.wpeo.us. Follow us on [Twitter@WPEONYDC](https://twitter.com/WPEONYDC); like us on [Facebook@TheWPEO](https://facebook.com/TheWPEO).

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