



News Release

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XIO Strategies Certified as a Woman-Owned Business

May 24, 2004 McLean, VA - XIO Strategies, a strategic consulting firm located in Vienna, VA, has been certified as a business owned and controlled by a woman by the National Women Business Owners Corporation (NWBOC). The goal of the certification program is to streamline the certification process and increase the ability of women business owners to compete for contracts at a national level.

“Certification provides a marketing opportunity for women business enterprises to participate in outreach programs,” says Mary Ann Wagner, President and CEO. In addition, this program will enable XIO Strategies (“XIO”) to develop relationships with larger companies and create opportunities for future partnerships with them and public and private companies.

“As a sister organization to the National Association of Women Business Owners (NAWBO) and the Center for Women’s Business Research (CWBR), NWBOC seeks to increase the ability of women business owners to compete for corporate and government contracts,” says Janet Harris-Lange, president of NWBOC. “At the same time, NWBOC also hopes to decrease the number of front operations participating in corporate and government outreach programs.”

NWBOC, a national 501(c)3 not-for-profit corporation, was created in response to needs identified by the Procurement Special Interest Group of NAWBO. The study revealed that the public and private sector had not received nor recognized the benefits of contracting with women suppliers. This has prevented purchasers from obtaining the best value in their procurements and it has limited women business owners from penetrating these markets, which has hindered their growth. NWBOC seeks to provide more corporations with the opportunity to better their procurement practices, and for women suppliers, the opportunity to compete.

As a woman-owned small business, XIO provides strategic consulting services to the technology, defense transportation and logistic markets. XIO develops and implements strategies that enable clients to build, manage, and create changes in business processes. XIO focuses its own energy and creates its own success, in a limited yet diverse market. As a company, XIO counsels its clients to think strategically about where their organization is within the marketplace and helps them chart a path for growth by defining what is perceived or considered the best use of their assets to help them achieve their

greatest possible revenue goals, or improve their organizational growth. XIO was founded on the principle of building the most effective strategic programs possible for its clients.

For more information about XIO or its services, please email staff@xiostrategies.com or visit www.xiostrategies.com.