



4341 State Street Road
PO Box 220
Skaneateles Falls, New York 13153-0220

SMALL BUSINESS DEVELOPMENT POLICY

It is the policy of Welch Allyn to actively solicit- minority-, women-, disadvantaged-, veteran-, service disabled- and HUBZone-owned businesses to participate as suppliers and subcontractors. Our Preliminary Supplier Questionnaire provides a vehicle by which a supplier or subcontractor can indicate its current business classification.

Small Business Federal Definitions

Small Business: A “Small Business Concern” means a concern, including its affiliates, that is independently owned and operated, not dominant in the field of operation in which it is bidding on government contracts, and qualifies as a small business under the criteria and size standards in 13 CF\$ 121.

Small Disadvantaged Business: A small business that has received certification as a small disadvantaged business concern consistent with 13 CFR 124, Subpart B, and no material change in disadvantaged ownership and control has occurred since certification.

Women-Owned Small Business: A small business concern that is at least 51% owned by one or more women, or, in the case of any publicly owned business, at least 51% of the stock is owned by one or more women. In addition, one or more women must control the management and daily business operations.

HUBZone Small Business: A concern that has been certified by SBA as a HUBZone Small Business.

Veteran-Owned Small Business: A small business concern that is at least 51% owned by one or more veterans (as defined in 38 USC 101(2)), or, in the case of any publicly owned business, at least 51% of the stock is owned by one or more veterans. In addition, one or more veterans must control the management and daily business operations.

Service Disabled Veteran-Owned Small Business: A small business concern that is at least 51% owned by one or more service disabled veterans (as defined in 38 USC 101 (16)), or, in the case of any publicly owned business, at least 51% of the stock is owned by one or more service disabled veterans. In addition, the management and daily business operations must be controlled by one or more service disabled veterans. In the case of a permanent or severe disability, the spouse or caregiver of such a service-disabled veteran may control the management and daily operations.

