

NEW YORK STATE MWBE FORUM THE STATE OF BUSINESS OPPORTUNITIES

THURSDAY & FRIDAY, OCTOBER 1 & 2, 2015

EMPIRE STATE PLAZA CONVENTION CENTER / ALBANY, NY



OPPORTUNITIES START NOW!

Agenda

- How to do Business with NYS
- Existing IT Contracts:
 - HBITS Contract
- New IT Contracts:
 - PBITS Contract
 - Umbrella Manufacturer Based Contract
 - Umbrella Distributor Based Contract
- Helpful Resources

Today you will learn about:

- Who we are & what we do
- Where to find IT contract opportunities & how to get on contract
- How to contact us

Who We Are & What We Do

We are the state's central procurement office responsible for establishing and managing contracts for goods and services needed by government entities across New York.

Imagine the possibilities.



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General Services

How To Do Business With NYS

1. Get certified

- NYS MWBE certification offered by Empire State Development. Learn more at: www.esd.ny.gov/MWBE/Certification.html.

2. Sign-up for the NYS Contract Reporter

- State agencies must advertise bid opportunities at: www.nyscr.ny.gov.

3. Look for reseller opportunities

- Contracts may allow for reseller, distributor, or agents.

4. Find discretionary spending opportunities.

- For purchases made below legally established dollar amounts (usually \$50,000), agencies don't need a formal competitive bidding process. This threshold increases to \$200,000 for certified MWBE businesses – make sure to get certified!

Common Procurement Terms

Here's are a few terms you will hear today...

- **PBITS:** Project Based IT Services.
- **Solicitation:** Opportunity to bid.
- **Authorized User:** NYS government organizations (including state agencies, local government, and school districts) who are eligible to use OGS centralized contracts.

Get our complete glossary at:

www.nyspro.ogs.ny.gov/taxonomy-glossary-view

Where to Find Existing IT Contracts

- Communications equipment
- Communications services
- e-Learning
- IT services
- Microcomputers
- Printers
- Software
- HP, IBM, Unisys
- Enterprise systems
- Systems peripherals (storage)
- IT equipment
- Miscellaneous

Search our IT contracts at:

www.nyspro.ogs.ny.gov/content/procurement-services-contract-portal

HBITS: Overview

What It is

- HBITS: Hourly Based Information Technology Services (HBITS).
- Is used for staff augmentation for up to two years.
- There is no periodic recruitment.

The Benefits

- Get services quickly.
- Creates competition resulting in lower costs.
- Increases MWBE participation.

HBITS: How to Get on Contract

- Existing HBITS contracts are the result of a best value Request for Proposal (RFP) that started November 2012.
- It was awarded for 5 years and will expire October 31, 2017. Renewal options available.
- Interested vendors may directly contact the current HBITS contractors for possible subcontracting opportunities.

Learn more at: www.nyspro.ogs.ny.gov/content/hbits-0

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HBITS: How It Works

1. Contract users complete a task order request.
2. Contractors respond with available candidates.
3. OGS and contract users evaluate the responses and notify contractors of decision.
4. Selected candidate(s) begin work.
5. Monthly reports and performance evaluations are submitted by the contract user.

Learn more at: www.nyspro.ogs.ny.gov/content/hbits-0

HBITS: MWBE Statistics

Let's Break It Down

- 17 of 25 vendors are MWBE:
 - 8 WBE
 - 6 MBE
 - 3 MWBE

As of September 2015

- 1,604 candidates have been selected from MWBE contractors:
 - 24% have been from WBE contractors
 - 38% have been from MBE contractors
 - 17% have been from MWBE contractors

Overview of the New IT Suite

Project Based IT Consulting Services

- Technical architecture & business analysis
- Proprietary software development
- Data information management
- Disaster recovery/business continuity & testing
- Project management/project support
- Data categorization

Umbrella Manufacturer Based

- Software (on premise, maintenance, installation)
- Hardware (maintenance, installation)
- Cloud
- Implementation services

Umbrella Distributor Based

- Software
- Hardware

**This means
new
opportunities
for you!**

**Let's take a
closer look at
each.**

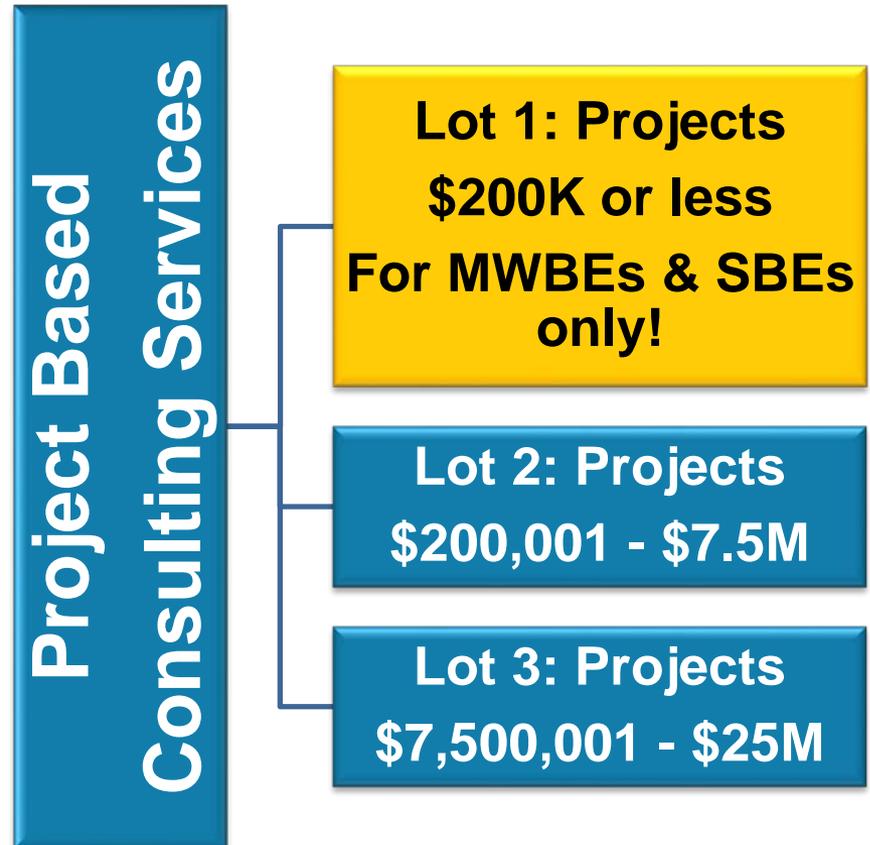
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PBITS: Overview

Authorized users can get IT professionals to help with things like analysis, data classification, design, development, testing, quality assurance, security and associated customized training for IT applications.



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PBITS: How to Get on Contract

- Solicitation 22772
- Contract awards commenced in September 2015.
- It includes periodic recruitment.



Make sure to sign-up on the NYS Contract Reporter at www.nyscr.ny.gov to receive notifications for periodic recruitment!

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PBITS: How It Works

Key Process Components

- Mini-bid process.
- Periodic recruitments will allow for new vendors to join this contract.
- Lot 1 limited to MWBE and SBEs.

What does this mean for MWBEs?

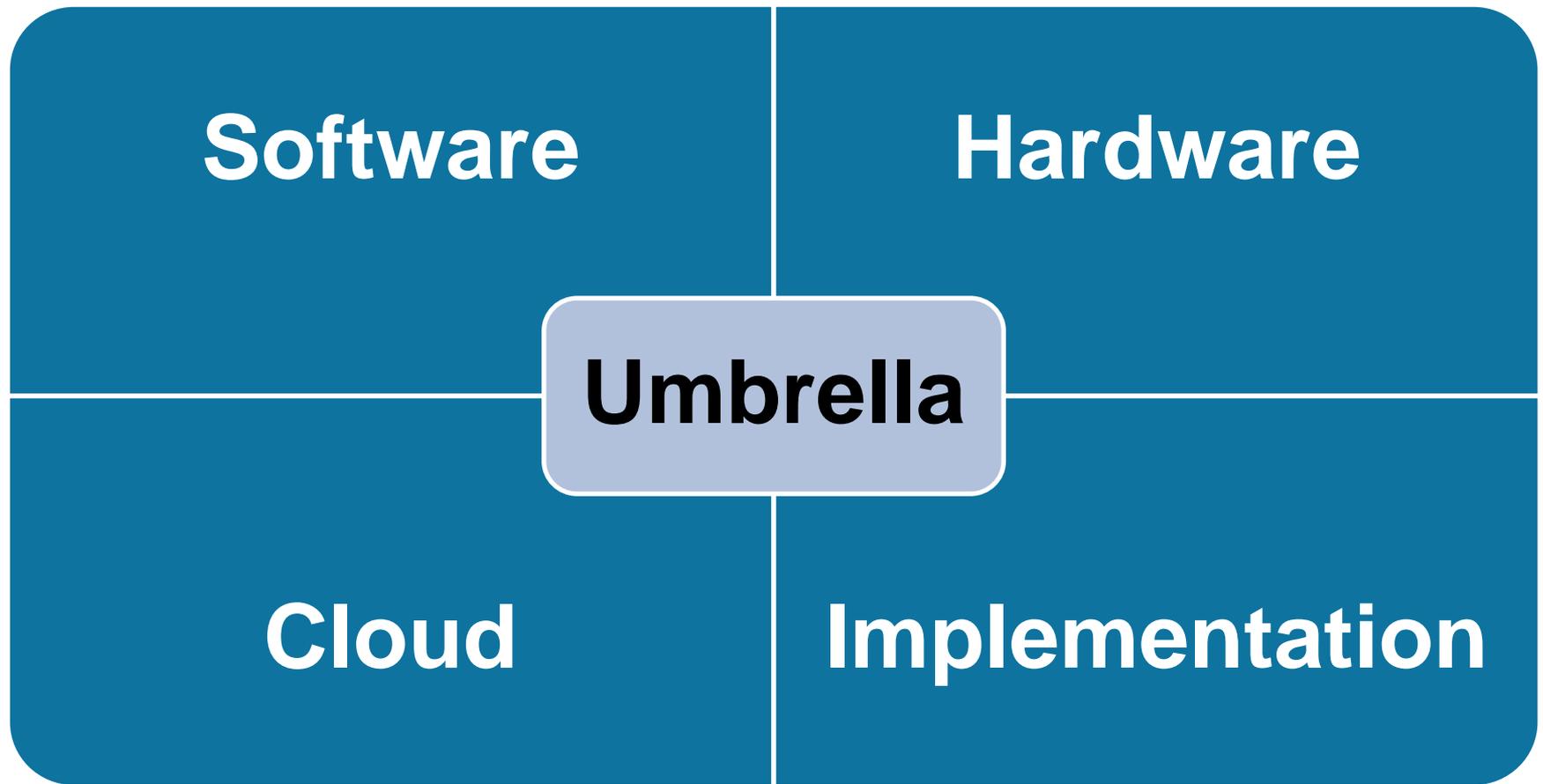
- Greater involvement:
 - Lot 1: Project costs up to \$200,000 limited to MWBE and SBE contractors with 20% or greater MWBE goals set at time of transaction.

PBITS: MWBE Statistics

By the numbers...

- Lot 1
 - ****Limited to MWBE & SBE businesses****
 - 88 submissions received
 - 39 MBE | 31 WBE | 63 SBE
- Lot 2
 - 155 submissions received
 - 31 MBE | 21 WBE | 34 SBE
- Lot 3
 - 35 submissions received
 - 3 MBE | 2 WBE | 1 SBE

Umbrella Manufacturer Based: Overview



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Umbrella Manufacturer Based: Overview

- Solicitation 22802
- Enables contract users to purchase software, hardware, and cloud services directly from the manufacturer or their resellers.
- It also includes implementation services.
- Bids received.
- Response evaluation in progress.



Umbrella Manufacturer Based: How to Get on Contract

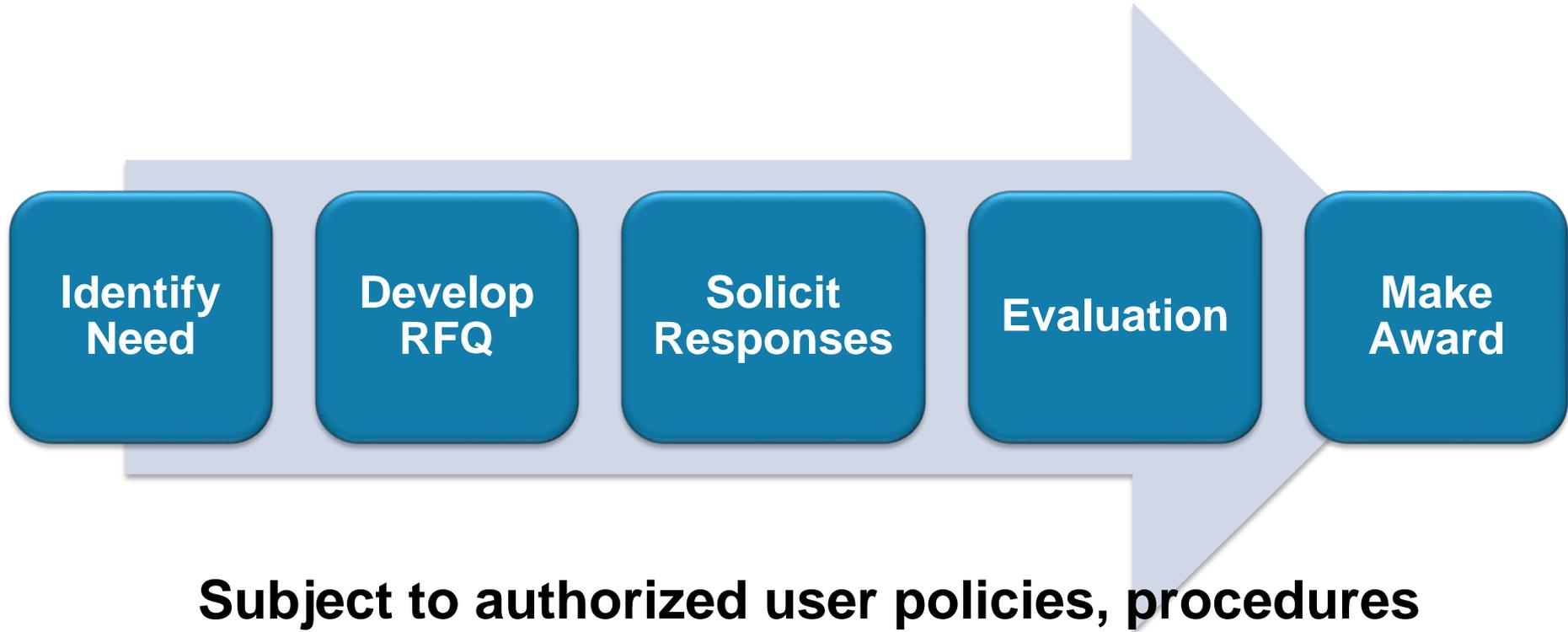
Key Process Components

- Manufacturers on contract can add subcontractors and resellers at any time.
- It includes periodic recruitment which means if you missed the first round of awards, businesses will have the opportunity to make a submission in the future.

What does this mean for MWBEs?

- Greater involvement:
 - Lot 1 Software 20% MWBE goals
 - Lot 2 Hardware 20% MWBE goals
 - Lot 4 Implementation 30% MWBE goals
- Resellers participation is encouraged.

Umbrella Manufacturer Based: RFQ Process



Subject to authorized user policies, procedures and approvals.

Umbrella Manufacturer Based: MWBE Statistics

By the numbers...

- 125 total bid responses received.
- 32 vendors received approval on their MWBE utilization plans.
 - 127 certified MWBE vendors named on the 32 approved MWBE utilization plans.

Umbrella Distributor Based: Overview

- Solicitation 22876 is under development and is subject to change.
- Will be lot structure and multi-award:
 - Miscellaneous software
 - Miscellaneous hardware

Key Components:

- Open to distributors of hardware and software only.
- Manufacturers are not eligible.
- Mandatory competition.

Remember: Sign-up at www.nyscr.ny.gov to receive bid notifications!

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Contact Information

Project Based IT Consulting Services:

Email: ITSProcurement@ogs.ny.gov

IT Umbrella Manufacturer Based:

Email: PS_SW_ITF@ogs.ny.gov

IT Umbrella Distributor Based:

Email: OGS.sm.SSTTechnology@ogs.ny.gov

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Contact Us Today

We are here to help!

Contact Customer Services

Call (518) 474-6717

customer.services@ogs.ny.gov

Check out our website:

www.nyspro.ogs.ny.gov



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