

# 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!**

# Panel 1: New York State Office of General Services

Workshop C: Commodities

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# 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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Office of  
General Services

# Who We Are & What We Do

New York State's centralized contracts are valued at over \$18.4 billion; one of the largest in the nation.



- Over 1,300 contracts
- Technology is 25% of our contracts, but accounts for almost 50% of the total contract value.
- Commodities contracts make up 64% and account for 32% of the total contract value.

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# How To Do Business With NYS

1. Get certified.
2. Sign-up for the NYS Contract Reporter.
3. Look for reseller opportunities.
4. Find discretionary spending opportunities.

## We will also provide:

- Example contracts with MWBE goals
- Helpful resources

# How To Do Business With NYS

## 1. Get certified.

- As a minority or women-owned business (MWBE) there are many advantages to being certified with New York State.
- Empire State Development offers certification, training, and other resources.
- Visit [www.esd.ny.gov/MWBE/Certification.html](http://www.esd.ny.gov/MWBE/Certification.html) today for more information.

## Why get certified?

NYS MWBE goal is 30%. OGS contracts include MWBE goals, encouraging businesses to work with you.

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# How To Do Business With NYS

## 2. Sign-up for the NYS Contract Reporter ([www.nyscr.ny.gov](http://www.nyscr.ny.gov))

- State agencies, authorities, & public benefit corporations must advertise bid opportunities here.
- Get email notifications about opportunities.

NEW YORK STATE

Services News Government Local

Opportunities posted today: 36  
Opportunities posted in the last 7 days: 179  
Total available opportunities: 732

The New York State Contract Reporter  
NYS official source of contracting opportunities  
Bringing business and government together

I want to find contracts to bid on | I want to advertise opportunities | Learn about the New York State Business Registry

I want to find contracts to bid on | I want to advertise opportunities | Learn about the New York State Business Registry | Learn about doing business with New York

Site Links

- Find Contracts
- Advertise Opportunities
- NYS Business Registry
- Doing Business with NYS
- Create/request an account

Empire State Development | NEW YORK STATE Contract System | STATEWIDE FINANCIAL SYSTEM

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# How To Do Business With NYS

## 3. Look for reseller opportunities

- Contracts may allow for resellers, distributors, or agents.
- Search our contracts today!



## Tips for Searching Our Contracts

[www.nyspro.ogs.ny.gov/content/finding-ogs-contracts](http://www.nyspro.ogs.ny.gov/content/finding-ogs-contracts)

# How To Do Business With NYS

## 4. Find discretionary spending opportunities

- For purchases made below legally established dollar amounts, agencies don't have to use a formal competitive bidding process.
- In most cases, this is \$50,000 for state agencies, but it increases to \$200,000 for purchases:
  - From a NYS small business or certified minority or woman-owned business enterprise (MWBE).
  - For commodities or technology that are recycled or remanufactured.
  - For food (including milk and milk products) that are grown, produced, or harvested in NYS. This is the Buy NY initiative.

# Responding to Bids

## **As you respond to bid opportunities, here's a few things to keep in mind:**

- Participate in all pre-bid activities.
- Carefully review the specifications and delivery instructions.
- Make sure to review any solicitation updates and amendments.
- Contact the designated contact with questions.
- Take advantage of post-bid debriefings.

# MWBE Business Opportunities

## Solicitation 22790 – Miscellaneous Office Supplies:

- Contract value \$125 million - Three (3) year term.
- Single award.
- MWBE goals of 20% (10% MBE, 10% WBE).



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# MWBE Business Opportunities

## Award 22872 - Hazardous Incident Response Equipment (HIRE):

- Includes all types of hazardous equipment like decontamination showers, protective gear, and air quality test kits.
- Overall value \$125 million - Five (5) year term.
- 45 contractors, manufacturers & authorized distributors.
- 18 Categories; 5 categories with MWBE goals of 20% (10% MBE, 10%WBE).



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# MWBE Business Opportunities



## Awards 22843 & 22955 – 2015/2016 Road Salt Contracts:

- Includes treated and rock salt.
- Contract value \$205 million.
- Awarded by county.
- MWBE utilization goal of 10% (5% MBE, 5% WBE) was established on 29 of the 62 counties.

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# MWBE Business Opportunities

## **Award 21988 – Equipment Maintenance Program:**

- Includes maintenance coverage on various types of agency equipment, ranging from simple office equipment to complex fire alarm systems.
- 5 year contract extension value - \$60 million.
- Single award – Remi, LLC.
- MWBE goals of 10% (5% MBE, 5%WBE).

**Get tips for searching contracts at:**

**[www.nyspro.ogs.ny.gov/content/finding-ogs-contracts](http://www.nyspro.ogs.ny.gov/content/finding-ogs-contracts)**

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# MWBE Business Opportunities

## **Solicitation 22918 – Industrial & Commercial Supplies:**

- Includes power tools, hand tools, electrical, material handling, HVAC, and lighting.
- Contract value \$135 million per year.
- MWBE goal of 20% (10% MBE, 10% WBE).
- State spend accounts for approximately 20% of spending, or \$27 million per year.

# MWBE Business Opportunities



## **Award 22819 – Floor Coverings & Related Services:**

- Includes several types of floor covering products such as broadloom carpet, carpet tile, and vinyl tile, as well as services like installation and recycling.
- Contract value \$2 million per year.
- MWBE goal of 10% (5% MBE, 5% WBE).
- State spend accounts for approximately 75% of spending, or \$1.5 million per year.

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# MWBE Business Opportunities

## **Award 22788 – Lamps, Ballasts & Lighting Equipment:**

- Includes a variety of lamps, ballasts, and lighting equipment that fall under NYS EO4. specifications for compact fluorescent lamps.
- Contract value \$3.4 million per year.
- MWBE goal of 20% (10% MBE, 10% WBE).

# Helpful Resources

## NYS Purchasing Forum & Trade Show



### Learn More Online

- Get online training & learn more at:  
[www.purchasingforum.ogs.ny.gov](http://www.purchasingforum.ogs.ny.gov)

### What It Is

- Showcase your company.
- Participate in Meet & Greet.
- Attend classes designed just for you.
- Expand your customer base.
- Meet your contract administrators.

# Helpful Resources

## Get Free Help at Procurement Technical Assistance Centers (PTACs)

- They can:
  - Help you register with the right groups.
  - See if you are eligible for any special certifications.
  - Research past contract opportunities.
  - Help you identify bid opportunities.
  - Measure your contract performance.
  - Assist with contract audits.
- There are more than 300 local PTAC offices in the US.
- Find your local PTAC today at: [www.sba.gov/tools/local-assistance/ptac](http://www.sba.gov/tools/local-assistance/ptac)

# Contact Us Today

**We are here to help!**

**Contact Customer Services**

Call (518) 474-6717

[customer.services@ogs.ny.gov](mailto:customer.services@ogs.ny.gov)

**Check out our website:**

[www.nyspro.ogs.ny.gov](http://www.nyspro.ogs.ny.gov)



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