

CALIFORNIA DEPARTMENT OF GENERAL SERVICES



Office of Small Business
and Disabled Veteran
Business Enterprise Services

I'm Certified, Now What?

CALIFORNIA DEPARTMENT OF GENERAL SERVICES



Office of Small Business
and Disabled Veteran
Business Enterprise Services

Instructor

Darvin Manuel

Business Outreach Liaison
Office of Small Business and DVBE Services
California Department of General Services

(279) 946-7983

darwin.manuel@dgs.ca.gov

Overview

- ◆ Cal eProcure Profiles
- ◆ Keywords and UNSPSCs
- ◆ Contract Opportunities
- ◆ Research Past Purchases
- ◆ SB/DVBE Advocates
- ◆ Reciprocity Partners
- ◆ Emergency Contracting
- ◆ Commercially Useful Function



Cal eProcure Profiles

Business Information

- ◆ Business Name
- ◆ Email
- ◆ Addresses
- ◆ Keywords
- ◆ UNSPSCs





Keywords and UNSPSCs

- ◆ Describe goods and services
- ◆ Allows buyers to find businesses
- ◆ Used for Cal eProcure system notifications
- ◆ Can edit at any time

Keywords

- ◆ Keywords describe a good or service, such as *concrete*, *environmental*, or *legal*
- ◆ Buyers can find your business through keyword searches
- ◆ **You** pick the keywords



Keyword Tips

- ◆ Individual words, not sentences
- ◆ Singular *and* plural
- ◆ Common words *and* technical jargon
- ◆ Broad words *and* specific words
- ◆ Use synonyms (garbage, trash, waste, etc.)
- ◆ Multi-word keywords as appropriate (Information Technology)
- ◆ Copy keywords from competitors





UNSPSCs

- ❖ “United Nations Standard Products and Services Code”
- ❖ Eight-digit number and a written description
- ❖ Identifies a good or service *not* an industry

UNSPSC Example

Hierarchy	Code	Description
Level 1	14000000	Paper Materials and products
Level 2	14110000	Paper materials and products – Paper products
Level 3	14111500	Paper materials and products – Paper products – Business use print & writing paper
Level 4	14111507	Paper materials and products – Paper products – Business use printing & writing paper – printer or copier paper





Using UNSPSCs

Bidder Profile

- ❖ Not publicly displayed
- ❖ System notifications
- ❖ Can be aspirational

Certification Profile

- ❖ Publicly displayed
- ❖ Used by buyers to find businesses
- ❖ Must be accurate to what your business *currently* does

Selecting UNSPSCs

- ❖ Search in Cal eProcure Registration and Certification
- ❖ Search on DGS website *not* UNSPSC website
- ❖ Find codes through the hierarchy
- ❖ Use relevant codes from any level
- ❖ Copy codes from competitors



Q&A



Update Cal eProcure Profiles

➤ www.caleprocure.ca.gov



California State Government Marketplace

Your home for California's State Procurement and Certification Programs

California State Contracts Register (CSCR)

Search Bid Opportunities

Q START SEARCH

How do I...

Sell to the State



Register in Cal eProcure to receive bid notifications. Search for bid opportunities in the California State Contracts Register (CSCR).



Get Certified



Learn about California's Small Business (SB) and Disabled Veteran Business Enterprise (DVBE) certification program and apply for SB/DVBE certifications.



Find Public Procurement Information



Access records on what state agencies have purchased. Search for SB/DVBE suppliers, state contracts and bid opportunities.



Find Training and Resources



Learn how to do business with the state of California. Access training resources, watch instructional videos, attend an outreach event.



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California State Contracts Register (CSCR)

Search Bid Opportunities

START SEARCH

Welcome to your WorkCenter

Manage your account, certifications, and bid activity

User ID
TEST7

Bidder/Supplier ID
BID0056770

Show Less -

LOUISE KURASHIGE

Outreach Test Co
OSDSHELP@DGS.CA.GOV
916/375-4940

[Edit Bidder Account](#)

Certifications

Cert. ID 2008705

Certification Type	Application Date	Status	From	To
DVBE	2021-02-16	Approved	2021-12-27	2023-12-31
SB-PW	2021-02-16	Approved	2021-12-27	2023-12-31
SB(Micro)	2018-01-02	Cancelled		
SB(Micro)	2018-01-02	Cancelled		

[View My Public Certification Profile](#) [Manage Certification](#)

My Account

- [Edit Account](#)
- [Manage Notification Profile](#)
- [Manage Diversity Information](#)

Certification

- [Manage Certification](#)
- [Certification Profile](#)



Manage Notification Profile

Add or update notifications associated with bid opportunities and SB/DVBE sub-contracting

Outreach Test Co (BID0056770)

SB/DVBE Sub-Contracting Notifications

[More Help](#)

Manage notification associated with the State of California Small Business/Disabled Veteran Business Enterprise (SB/DVBE) certification

Would you like to receive SB/DVBE Sub-contractor listing notifications?

Yes

Notification Contacts

Enter the Email address(es) to receive SB/DVBE Sub-contractor listing notifications. Contact emails from this account are already listed below. All emails listed here will receive notifications unless you opt-out by answering "No" to the SB/DVBE Sub-contracting Notifications question.

California State Contracts Register (CSCR)

Bidding opportunities from the California State Contracting Register (CSCR) will be emailed to you if you select "Yes" to the event notifications question. You can identify the types of bid opportunities you receive by selecting the Service Areas and United Nations Standard Product and Services Code(s) (UNSPSC) that interest you. You can choose to opt out of receiving these notifications by selecting "No" to the event notifications question.

Would you like to receive event notifications for CSCR bidding opportunities ?

Yes

Notification Contacts

Enter the Email address(es) to receive event notifications for CSCR Bidding Opportunities. Contact emails from this account are already listed. All emails listed here will receive notifications unless you opt-out by answering "No" to Event Notifications question.

advocate@dgs.ca.gov (inactive)

✓ Activate

custserv@dgs.ca.gov (inactive)

✓ Activate

+ Add New Email Address

Service Areas (Optional)

Customize the CSCR bidding opportunity event notifications received by selecting the service area code(s) covering your area of operation and interest. If no service areas are selected, you will receive notifications for all services areas Statewide.

For Services Statewide, click here:

page 1 of 1

Download

Area Id

County



+ Add New Service Area

UNSPSC Selection

Select all UNSPSC that match goods and services provided by your firm. Interest notifications are automatically sent when User UNSPSC match bidding opportunity UNSPSC. Bidding opportunity UNSPSC can be viewed on the event detail page. For help with UNSPSC selection email HelpUNSPSC@dgs.ca.gov

UNSPSC

Search

UNSPSC
Description

Search Result

1 of 1

Download

UNSPSC

Description

+ Add Selected

My Notification UNSPSC Selection

1 of 1

Download

UNSPSC

Description

x

Select All

Deselect All

x Delete Selected

Cancel

Save

UNSPSC Selection

Select all UNSPSC that match goods and services provided by your firm. Interest notifications are automatically sent when User UNSPSC match bidding opportunity UNSPSC. Bidding opportunity UNSPSC can be viewed on the event detail page. For help with UNSPSC selection email HelpUNSPSC@dgs.ca.gov

UNSPSC

Search

UNSPSC
Description

Paper

Search Result

1-10 of 218

Download



Last

UNSPSC	Description
<input type="checkbox"/> 11141604	Non metallic waste and scrap - Paper wastes
<input type="checkbox"/> 11162118	Fabrics & leather materials - Paper yarn fabric
<input type="checkbox"/> 12164600	Chem & Bio Chems - Additives Paper plastic & fabric modifiers
<input checked="" type="checkbox"/> 14110000	Paper products
<input checked="" type="checkbox"/> 14111500	Business Use Printing & Writing paper
<input type="checkbox"/> 14111501	Business Use Printing & Writing paper - Onion skin paper
<input type="checkbox"/> 14111502	Business Use Printing & Writing paper - Vellum paper

My Notification UNSPSC Selection

1 of 1

Download

UNSPSC	Description
<input type="checkbox"/>	

Select All Deselect All

UNSPSC Selection

Select all UNSPSC that match goods and services provided by your firm. Interest notifications are automatically sent when User UNSPSC match bidding opportunity UNSPSC. Bidding opportunity UNSPSC can be viewed on the event detail page. For help with UNSPSC selection email HelpUNSPSC@dgs.ca.gov

UNSPSC

Search

UNSPSC
Description

Search Result

1-10 of 216

Download



Last

UNSPSC	Description
<input type="checkbox"/> 11141604	Non metallic waste and scrap - Paper wastes
<input type="checkbox"/> 11162118	Fabrics & leather materials - Paper yarn fabric
<input type="checkbox"/> 12164600	Chem & Bio Chems - Additives Paper plastic & fabric modifiers
<input type="checkbox"/> 14111501	Business Use Printing & Writing paper - Onion skin paper
<input type="checkbox"/> 14111502	Business Use Printing & Writing paper - Vellum paper
<input type="checkbox"/> 14111503	Business Use Printing & Writing paper - Parchment paper

My Notification UNSPSC Selection

1-2 of 2

Download

UNSPSC	Description	
<input type="checkbox"/> 14110000	Paper products	<input checked="" type="checkbox"/>
<input type="checkbox"/> 14111500	Business Use Printing & Writing paper	<input checked="" type="checkbox"/>

Select All

Deselect All

Delete Selected

Q&A



California State Government Marketplace

Your home for California's State Procurement and Certification Programs

California State Contracts Register (CSCR)

Search Bid Opportunities

Q START SEARCH

Welcome to your WorkCenter

Manage your account, certifications, and bid activity

User ID
TEST7

Bidder/Supplier ID
BID0056770

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LOUISE KURASHIGE

Outreach Test Co
OSDSHELP@DGS.CA.GOV
916/375-4940

[Edit Bidder Account](#)

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SB(Micro)	2018-01-02	Cancelled		

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[Manage Certification](#)

My Account

[Edit Account](#)

[Manage Notification Profile](#)

[Manage Diversity Information](#)

Certification

[Manage Certification](#)

[View My Public Certification Profile](#)

Certification Profile

State of California Certification



Certification ID: 2008705

Legal Business Name

Outreach Test Co

Doing Business As (DBA) Name1

THIS IS A FAKE PROFILE

Doing Business As (DBA) Name2

Office Phone Number

916/375-4940

Business Fax Number

Address

707 3RD ST

WEST SAC

CA 95605

Email:

Total Number of Employees

Business Types

Service

Applications

VIEW OPTIONS

All



View Application

AMEND OPTIONS

All



Amend Application

Apply for Certification

Certification ID
2008704 - OUTREACH TEST CO

Certification Type(s)
Small Business (SB)

Registration Data More Help

FEIN	SSN	Office Phone Number *	916/375-4940
FEIN *	741852369	Mobile Number	
DUNS		Business Fax Number	
Legal Business Name *	Outreach Test Co	Business Web Address	
Doing Business As (DBA) Name1			
Doing Business As (DBA) Name2			

Contact Information More Help

First Name *	OSDS	Telephone *	916/375-4940	Ext	
Last Name *	HELP	Fax Number			
Email *					

Street *

707 3RD ST

State *

CA

Apt/Suite #

County *

YOLO

Postal *

95605

Other

Country *

USA

City *

WEST SACRAMENTO

Principal Address (Do Not Enter a P.O. Box)

More Help



Same as Mailing Address

*Indicates Required Field

Return to Certification Profile

Save & Exit

Save & Continue



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[Privacy Policy](#)

Certification ID
2008704 - OUTREACH TEST CO

Certification Type(s)
Small Business (SB)

Service Area (Counties)

More Help

The selected Counties in which you will do business will appear on the Cal eProcure public search.

Do you want to transfer the Service Areas from your Bidder Registration? If no, select your service areas below.

Yes

No

1-3 of 3

Download

Service Area ID	County
-----------------	--------

002	Alpine
-----	--------

057	Yolo
-----	------

Add Service Area

Delete All Service Area

Keywords

More Help

Enter single words that describe your business. These will help buyers and business partners locate your business in Cal eProcure.

Lightbulbs

+

x

Lamps

+

x

Paint

+

x

Livestock

+

x

photography

+

x

UNSPSC Classifications Selection

[More Help](#)

The selected codes for the products and services your firm provides will appear on the Cal eProcure public search.

Do you want to transfer the UNSPSC codes from your Bidder Registration? If no, you must enter at least one UNSPSC code below.

UNSPSC Classification	UNSPSC Classification Description	
39101600	Lamps & lightbulbs & lamp components - Lamps & Lightbulbs	<input type="button" value="x"/>
60106100	Teacher resources materials - Vocational teaching aids and materials	<input type="button" value="x"/>
72151500	Special trade construction & maintenance services - Electrical system services	<input type="button" value="x"/>

Search By

Click Ok to add selected UNSPSC code to Application or Click Cancel to Exit

Search Filters

Category

Contains



Description

Contains



paper

Look Up

Clear

Select All

Unselect All

	Category	Description
<input type="checkbox"/>	11141604	Non metallic waste and scrap - Paper wastes
<input type="checkbox"/>	11162118	Fabrics & leather materials - Paper yarn fabric
<input type="checkbox"/>	12164600	Chem & Bio Chems - Additives Paper plastic & fabric modifiers
<input checked="" type="checkbox"/>	14110000	Paper products
<input checked="" type="checkbox"/>	14111500	Business Use Printing & Writing paper
<input type="checkbox"/>	14111501	Business Use Printing & Writing paper - Onion skin paper

<input type="checkbox"/>	73111600	Industrial production & manufacturing services - Pulp & paper processing
<input type="checkbox"/>	76122306	Refuse disposal & treatment - Recycling services - Recycling of paper
<input type="checkbox"/>	80141511	Marketing & distribution services - Market research - Market research paper surveys
<input type="checkbox"/>	82101504	Design & Graphic Art Services - Advertising - Print advertising - Newspaper advertising
<input type="checkbox"/>	82111904	Editorial services - Writing & translations - News & publicity services - Newspaper or advertising material delivery

Cancel

Save



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[Privacy Policy](#)

UNSPSC Classifications Selection

[More Help](#)

The selected codes for the products and services your firm provides will appear on the Cal eProcure public search.






Do you want to transfer the UNSPSC codes from your Bidder Registration? If no, you must enter at least one UNSPSC code below.

Yes No

Add UNSPSC Classification

Delete All UNSPSC

1-5 of 5 [Download](#)

UNSPSC Classification	UNSPSC Classification Description	
39101600	Lamps & lightbulbs & lamp components - Lamps & Lightbulbs	
60106100	Teacher resources materials - Vocational teaching aids and materials	
72151500	Special trade construction & maintenance services - Electrical system services	
14110000	Paper products	
14111500	Business Use Printing & Writing paper	



Supplier Diversity Information

- ◆ Ethnicity, Race, gender, sexual orientation
- ◆ Voluntary
- ◆ Change or remove any time
- ◆ No contracting preference
- ◆ Displayed on certification profile
- ◆ www.dgs.ca.gov/PD-Supplier-Diversity-Program

Welcome to your WorkCenter

Manage your account, certifications, and bid activity

User ID
TEST7

Bidder/Supplier ID
BID0056770

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[Edit Bidder Account](#)

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 [Edit Account](#)

 [Manage Notification Profile](#)


 [Manage Diversity Information](#)

 [Search My Event Notifications](#)

 [Change Password](#)

Certification

 [Manage Certification](#)

 [View My Public Certification Profile](#)

Diversity Information

Bidder ID: BID0056770

Outreach Test Co

The State of California strives to the maximum extent possible, for equitable inclusion and utilization in state contracting opportunities of businesses from all diverse backgrounds. To further the state's [Supplier Diversity Program](#) objectives, and pursuant to Government Code Section 14840 (a)(2), the State of California is collecting data by providing an option for all Cal eProcure-registered businesses, including SB/DVBE certification applicants and certified businesses, to voluntarily self-identify that the business is at least 51% owned by, and whose management and daily operations are controlled by, one or more individuals who identify as any of the categories listed below.

Important!

Per California Constitution, Article I, Section 31, it is prohibited that this information be used to discriminate or provide competitive advantage/preference in state contracting.

By voluntarily providing the information, you agree and authorize the state to display this information in your public certification profile per Government Code Section 14840 (a)(3).

This information is not required. To move forward without entering the information, select "Next" to advance to the next screen to complete the registration.

Ethnicity - Check all that apply

Ethnicity Definition

- | | |
|---|---|
| <input type="checkbox"/> Asian-Indian | <input type="checkbox"/> Black |
| <input type="checkbox"/> Hispanic or Latino | <input type="checkbox"/> Non-Hispanic or Non-Latino |
| <input type="checkbox"/> Native American | <input type="checkbox"/> Pacific Asian |
| <input type="checkbox"/> Other (specify) | |

Race - Check all that apply

Race Definition

- | | |
|---|--|
| <input type="checkbox"/> American Indian or Alaska Native | <input type="checkbox"/> Asian |
| <input type="checkbox"/> Black or African American | <input type="checkbox"/> Native Hawaiian or Other Pacific Islander |
| <input type="checkbox"/> White | <input type="checkbox"/> Two or more races |
| <input type="checkbox"/> Other (specify) | |

Gender Identity and LGBTQIA - Check all that apply

Gender Identity and LGBTQIA Definition

- | | |
|--|--|
| <input type="checkbox"/> Female/Woman | <input type="checkbox"/> Lesbian |
| <input type="checkbox"/> Male | <input type="checkbox"/> Gay |
| <input type="checkbox"/> Non-binary | <input type="checkbox"/> Bisexual |
| <input type="checkbox"/> Other Gender Identity (specify) | <input type="checkbox"/> Transgender |
| | <input type="checkbox"/> Other LGBTQIA (specify) |

Save

Find Contract Opportunities

- California State Contracts Register (CSCR)
- Public, competitive bidding
- Post advertisements



California State Government Marketplace

Your home for California's State Procurement and Certification Programs

California State Contracts Register (CSCR)

Search Bid Opportunities

Q START SEARCH

How do I...

Sell to the State



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Learn about California's Small Business (SB) and Disabled Veteran Business Enterprise (DVBE) certification program and apply for SB/DVBE certifications. >

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My Account

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[Manage Notification Profile](#)

[Manage Diversity Information](#)

Certification

[Manage Certification](#)

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Event Search

California State Contracts Register

Event Name

Event ID

Department

Event Status

Clear Criteria

Advanced Search Criteria

Search

Use Saved Search

Manage Saved Searches

Save Search Criteria

EVENTS

Showing Results 1-11 of 11

 Download

California State Contracts Register

Event Name

water

Event ID

Department

Event Status

Posted



Start Date From



End Date From



Through



Through



Enter date in the format mm/dd/yyyy

Enter date in the format mm/dd/yyyy

Item Description

water

UNSPSC codes



Category

Description



+ Add a new UNSPSC code

Service Areas



Service Area ID

County



+ Add New Service Area

Contractor License Type



Contractor License Type

Description



+ Add New Contractor License Type

[Download](#)

Event ID	Event Name	Department Name	End Date	Status
0000019441	Mammography, Bone Density and Relief Radiology Technician Services PR219008	Dept of Developmental Services	05/10/2021 11:30AM PDT	Posted
0000019215	Grower Liaison for San Bernardino County	Dept of Food & Agriculture	05/10/2021 12:00PM PDT	Posted
0000019435	CHP GOLD RUN AREA OFFICE SHOP CLOTHING SERVICES	Dept of the CA Highway Patrol	05/10/2021 1:15PM PDT	Posted
0000019390	19-27788.FMD.EEC Window Repair/Replacement	Department of General Services	05/10/2021 2:00PM PDT	Posted
0000019214	Grower Liaison for Southern Ventura County	Dept of Food & Agriculture	05/10/2021 2:00PM PDT	Posted
0000018359	20-41049-000 CA Memorial Project	Department of State Hospitals	05/10/2021 2:00PM PDT	Posted
0000019211	Grower Liaison for Fresno and Madera Counties, RFP 21-0001	Dept of Food & Agriculture	05/10/2021 2:00PM PDT	Posted
0000019212	Grower Liaison for Northern Tulare County, RFP 21-0002	Dept of Food & Agriculture	05/10/2021 2:00PM PDT	Posted

Event : 05-0L7214



Remove & construct concrete bridge, concrete slab, bridge rail & HMA.

Details

Event ID	Dept:
05-0L7214	Department of Transportation
Format/Type:	Event Version
Sell Event / RFX	1
Published Date	Event End Date:
12/28/2020 12:00AM PST	02/17/2021 2:00PM PST
Description:	
05-SLO-1-32.8 *** SAN LUIS OBISPO COUNTY IN MORRO BAY AT TORO CREEK BRIDGE	

[View Event Package](#)

[Post Vendor Ads](#)

[View Vendor Ads](#)

Contact Information

Maxwell Maurer
Phone: 916/227-8224
Email: maxwell.maurer@dot.ca.gov

Pre Bid Conference (N/A)

Pre Bid Conference: Non Mandatory
Date:
Time:
Location:
Comments:

UNSPSC Codes

UNSPSC Classification	UNSPSC Classification Description
72141000	Highway and road construction services

Contractor License Type

Contractor License Type	Description
A	General Engineering Contractor
C-08	Concrete Contractor
C-12	Earthwork and Paving Contractors
D-09	Drilling, Blasting and Oil Field Work

Service Area

Area ID	County
040	San Luis Obispo

Contact Details

Name *

Email Id *

Phone *

Advertisement Details

Title *

Gross Fence Company

Response Deadline *

02/15/2021



Prime Seeking Sub

Sub Seeking Prime

Description *

SB #2127493 builds fences be it wood, aluminum, or concrete. Been in the business for 20 years.

Q&A





Research Past Purchases

- ◆ State Contract and Procurement Registration System (SCPRS)

SCPRS

- ◆ Database of state purchasing
- ◆ Includes state and non-state dollars
- ◆ Public-facing
- ◆ Use to conduct market research



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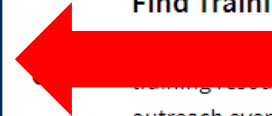
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Find Training and Resources



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Public Procurement Information

Find out more about public purchasing and state agency resources

Search For...

- Bid opportunities in the [California State Contracts Register \(CSCR\)](#)
- Past purchases in the [State Contracting and Procurement Registration System \(SCPRS\)](#)
- Procurement data in the [Statewide Procurement Data Dashboards](#)
- [State Contracts / Leveraged Procurement Agreements \(LPAs\)](#)
- [California certified Small Businesses \(SB\) and Disabled Veteran Business Enterprises \(DVBE\)](#)
- [Progress Payments - View progress payments on Public Works projects](#)
- [FI\\$Cal Purchase Order Payment History](#) [[Instructional Video \(2 Mins\)](#)] [["How To" Job Aid](#)]

State Agency Resources

- Learn about state procurement from the [Department of General Services, Procurement Division](#)
- [State Contracting Manuals](#)
- [Buying Green - Environmentally Preferable Purchasing \(EPP\)](#)
- [List of State Agencies with Approved Purchasing Authority](#)
- [California Procurement and Contracting Academy \(CalPCA\)](#)

FI\$Cal SCPRS Search

The State Contract & Procurement Registration System (SCPRS) tracks overall total contracting dollars and contracts procured by the State of California. The SCPRS data provided is available for informational purposes only. Please contact the awarding department with questions.

System will NOT complete download action without the selection of a single search parameter (e.g., Date, BU, Acquisition Method...) Please be sure to have selected AT LEAST 1 parameter for download execution to complete.

Search Parameters ?

Department: ?

Purchase Document #: ?

Supplier ID: ?

Supplier Name:

Description: ?

Acquisition Type: ?

Acquisition Method: ?

Transaction Start Date ?

From Date: [31] To Date: [31]

[Advanced Search Criteria](#)

? ?

*Sort With: ▼

*Sort Order: ▼

1 to 200 of 23977

Department Name	Purchase Document #	Associated POs	First Item Title	Start Date	End Date	Grand Total	Supplier ID	Supplier Name
Dept of Corrections & Rehab	C5609279		Construction Waste Collection, Removal and Disposal Services	07/01/2020	06/30/2023	\$75,780.00	0000016908	MID STATI RECYCLIN
Department of Motor Vehicles	TA-19280		Autodesk Revit Architecture Engineering Construction Collection IC Government Multi-User Annual Subscription Renewal. Term: 6/20/20 - 6/19/21	06/20/2020	06/19/2021	\$4,237.00	0000028156	BRIDGE M
Dept. Forestry & Fire Protectn	0000149274		2X4X8' STD & BTR DF	06/02/2020	N/A	\$740.71	0000025251	SCARBOF BLDG SUF
Department of Transportation	CPO-032000001340		Seive 8" Brass with backing cloth:Seive needed for materials testing. Benefits the state by having accurate testing of construction materials.	05/31/2020	05/31/2020	\$282.21	0000085889	GILSON C
Department of Transportation	CPO-032000001347		Cable television services:Benefit to the State, satellite television service needed for summer operations personnel staying on site for the construction season. Purchaser, Joe Lujetic. Commodities, are satellite television se	05/31/2020	05/31/2020	\$198.85	0000002586	DISH NET
Department of Transportation	CPO-032010001585		Plumbing system maintenance or repair:Repair urinal and toilet The reason for this purchase is to provide essential office/business function. These products involve necessary facilities for construction employees. Benefit to the state -	05/31/2020	05/31/2020	\$1,447.88	0000029020	FLETCHER CONTRAC
Department of Transportation	CPO-072000000957		Disinfecting Wipes:	05/31/2020	05/31/2020	\$994.50	0000004906	LOWMARI
Department of Transportation	CPO-072000000953		Purell Refill:	05/31/2020	05/31/2020	\$1,707.51	0000000111	GARZA IN
Department of Transportation	CPO-062000001589		Lab Needs for D05 Lab:120.1000 Auto Rice testing and control system The reason for this purchase is to buy testing equipment to improve quality testing of highway materials used in construction of highways. State will	05/31/2020	05/31/2020	\$7,131.94	0000053202	INSTROTI
Department of	CPO-062000001588		Material testing items for D05 District lab:49DN83- Platform truck with 2500 pound capacity The reason for this purchase is to test HMA	05/31/2020	05/31/2020	\$1,702.04	0000005196	WW GRAI

Q&A



Advocates

- ◆ State employee
- ◆ Work in purchasing/procurement
- ◆ Manager, analyst, etc.
- ◆ Required for departments that spend at least \$100,000/year





Advocates

Roles and Responsibilities

- ◆ Help certified business contract with their department
- ◆ Assist businesses with prompt payment
- ◆ Help buyers use certified businesses
- ◆ Seek out new certified businesses



Contact an Advocate

Business information to have

- ❖ Contact Information
(name, company name, etc.)
- ❖ Certification ID number
- ❖ What you do
- ❖ **Capability Statement**



Z-Consulting

Capability Statement

Certifications

Small Business (SB)
SB Certification ID: 26498

UNSPSC Codes

80122011
92111501
80171502
70170000

Company Information

Matt Zweier
707 Third Street
West Sacramento, CA 95605
(916) 445-5945
matt.zweier@zconsulting.com
www.zconsulting.com

Services Offered:

Communication Consultation
Small & Large Group Facilitation
Mediation & Conflict Resolution
Communication Workshops & Seminars
Life Coaching

Company Background

2 years of mediation in communities and courts
2 years as a communication educator
6 years as a life coach

Why Choose My Company?

I can provide personal attention. My diverse background makes me more effective in serving your communication needs.

Serving the Sacramento area!



Ask the Advocate

- ◆ Do you have any current or upcoming contract opportunities?
- ◆ Can you include me in relevant solicitations?
- ◆ List of commonly purchased goods/services?

California State Government Marketplace

Your home for California's State Procurement and Certification Programs

California State Contracts Register (CSCR)

Search Bid Opportunities

🔍 START SEARCH

How do I...

Sell to the State



Register in Cal eProcure to receive bid notifications. Search for bid opportunities in the California State Contracts Register (CSCR).



Get Certified



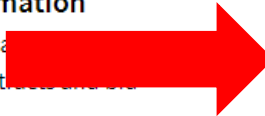
Learn about California's Small Business (SB) and Disabled Veteran Business Enterprise (DVBE) certification program and apply for SB/DVBE certifications.



Find Public Procurement Information



Access records on what state agencies have purchased. Search for SB/DVBE suppliers, state contracts and bid opportunities.



Find Training and Resources



Learn how to do business with the state of California. Access training resources, watch instructional videos, attend an outreach event.



Training and Resources

Learn how to pursue contract opportunities with California state government

Getting Started

- [How to do Business with California State Government - an Overview of State Contracting for Small Businesses \(SB\)](#)
- [Como Hacer Negocios con el Gobierno del Estado de California: Una Descripción General de la Contratación Estatal para Pequeñas Empresas \(SB\)](#)
- [How to do Business with California State Government - an Overview of State Contracting for Disabled Veteran Business Enterprises \(DVBE\)](#)
- [Cómo Hacer Negocios con el Gobierno del Estado de California: Una Descripción General de la Contratación Estatal para Empresas de Veteranos Discapacitados \(DVBE\)](#)
- [Commercially Useful Function \(video\)](#)

Next Steps

- [I'm Certified, Now What? - take next steps to contract with the state \(English\)](#)
- [Pasos a Seguir Despues de Recibir Certificacion \(Español\)](#)

Don't Miss Contract Opportunities

- [Learn how to access bid solicitations and place ads \(video\)](#)
- [Learn how to receive notifications for bid solicitations \(video\)](#)
- [Learn how to update your certification profile \(video\)](#)
- [Overview of keywords and UNSPSCs \(video\)](#)

Inside State Contracting

- [Learn about public competitive bidding \(video\)](#)
- [Learn about acquisition methods](#)
- [Learn about the SB/DVBE Emergency Registry](#)

Research and Marketing

- [Learn how to market your business \(video\)](#)
- [Contact a small business and DVBE advocate](#)



Resources to Grow Your Business

- [Leverage your state certifications for local contract opportunities](#)

Small Business (SB)/Disabled Veteran Business Enterprise (DVBE) Advocate Directory

Search for a small business (SB) and disabled veteran business enterprise (DVBE) advocate to help you pursue contract opportunities with the state.

CONTACT

Office of Small Business and DVBE Services

Department of General Services

707 Third Street
West Sacramento, CA 95605
advocate@dgs.ca.gov

DOWNLOAD THE ADVOCATE DIRECTORY



The linked directory above lists the name and contact information of every advocate in the state's departments and agencies.

Almost every agency and department in the state of California has a small business (SB) and disabled veteran business enterprise (DVBE) advocate. The SB/DVBE Advocate is here to help SBs and DVBEs pursue contract opportunities with the department they work for. They work closely with the buyers in their department to include SBs and DVBEs in state procurement.

	A	B	C	D
1	DEPARTMENT (Highlighted departments have a SB/DVBE First policy)	UNIT/OFFICE/LOCATION	CONSTRUCTION	NAME
2	Administrative Law, Office of	Executive Office		Belinda Lindstrom
3	Agricultural & Labor Relations Board			Jan Shores
4	Air Resources Board			Erilk Quady
5	Aging, Dept of	Contracts and Business Services		Kelli Kemper
6	Alcoholic Beverage Control, Dept. of			Patty Nelson
7	Arts Council, CA	Administration		Ayanna Kiburi
8	CA Dept. of Tax and Free Administration	Acquisition Branch		Matt Freeman
9	Board of Equalization	Acquisition Branch		Lina Lopez
10	Board of Equalization	Acquisition Branch		Bruce Catalano
11	Business Oversight, Dept. of	Business Operations Section		Hyunmee Peters
12	Business, Consumer Services & Housing Agency			Gladys Lopez
13	CA African American Museum	Fiscal Department		Marchell Miller
14	CA Coastal Commission	Business Services		Owen Omphua
15	CA Commission on Disability Access			Angela Jemmott
16	CA Conservation Corps	Business Services		Jennifer Reed-Sanguayo
17	CA Dept. of Human Resources			Marcos Hernandez
18	CA Dept. of Technology . This department has an SB/DVBE First Policy	IT Procurement & Contract Services		Dan Lautaret
19	CA Dept. of Technology . This department has an SB/DVBE First Policy	IT Procurement & Contract Services		Marisa Duarte-Lott
20	CA Governor's Office of Emergency Services	Procurement		Flora Karami
21	CA Exposition & State Fair			Candice Myers
22	CA Health Benefit Exchange	Business Services/Procurement		David A. Hovey
23	CA High-Speed Rail Authority		X	Alice Rodriguez
24	CA Highway Patrol . This department has an SB/DVBE First Policy	Business Services	X	Tracy Bowen
25	CA Horse Racing Board	Business Services		Daniel Zamora
26	CA Lottery Commission	Contract and Procurement Services		David Pena
27	CA Maritime Academy	Contract Services and Procurement		Lorrie Dineen-Thackeray
28	CA Natural Resources Agency	Administration and Finance		Vickie Key
29	CA Prison Industry Authority (CalPIA)	Business Services/Contracts Unit	X	Jamie Halford
30	CA Public Utilities Commission . This department has an SB/DVBE First Policy	Executive Division		Bezawit Dilgassa
31	CA Science Center			Abigail Menchaca
32	CA Senior Legislature			Janice Bailey
33	CA State Independent Living Council	Headquarters		Danielle Hess
34	CA State Library	Business Services		Timothy Burkhart
35	CA State Polytechnic University	Pomona	X	Duane Johnson
36	CA State University	Bakersfield	X	Kathryn Villa
37	CA State University	Chico	X	Duane McCune
38	CA State University	Dominguez Hills	X	Emmit Williams
39	CA State University	East Bay	X	Jon Medwin

Q&A



Reciprocity Partners



- ❖ Cities
- ❖ Counties
- ❖ Utilities
- ❖ Transportation Agencies
- ❖ School Districts
- ❖ www.dgs.ca.gov/PD-Reciprocity





SB/DVBE Emergency Registry

- ◆ Separate from Cal eProcure
- ◆ List of state certified businesses
- ◆ Used by state department buyers
- ◆ Businesses must be ready for emergency contract work
- ◆ Predetermined categories of goods and services

Emergency Registry Categories

- ◆ Base camp operations
- ◆ Debris removal
- ◆ Facilities maintenance/repair
- ◆ Fire protection
- ◆ Information technology
- ◆ Logistics/Transportation
- ◆ Medical
- ◆ Roadway maintenance
- ◆ Traffic control
- ◆ And more!



SB/DVBE Emergency Registry

To register you will need:

- ◆ Certification number
- ◆ Emergency categories
- ◆ Description of products/services
- ◆ Business address
- ◆ Contact information – both primary and emergency (after hours)



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Search Bid Opportunities

 START SEARCH

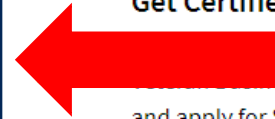
How do I...


Sell to the State



Register in Cal eProcure to receive bid notifications. Search for bid opportunities in the California State Contracts Register (CSCR). 


Get Certified



Apply for California's Small Business (SB) and Disabled Business Enterprise (DBE) certification program and apply for SB/DVBE certifications. 


Find Public Procurement Information



Access records on what state agencies have purchased. Search for SB/DVBE suppliers, state contracts and bid opportunities. 

Find Training and Resources



Learn how to do business with the state of California. Access training resources, watch instructional videos, attend an outreach event. 

Sell to the State

Register in Cal eProcure

Registering your business allows your company to:

- Subscribe to receive bid opportunity notices based on United Nations Standard Products and Services Code ([UNSPSC](#))
- Receive and access your bid opportunity invitations
- Post prime and subcontracting advertisements on bid opportunities
- View your Purchase Order information
- View your Progress Payment status
- Apply and manage California Small Business (SB) and Disabled Veteran Business Enterprise (DVBE) certifications ([learn more](#))

[Learn how to register](#) (video instructions)

REGISTER NOW

Find Bid Opportunities

Bid opportunities are posted in the California State Contracts Register (CSCR).

FIND BID OPPORTUNITIES

SB/DVBE Emergency Contracting

If you are a certified business capable of providing goods and services to the state during an emergency, learn more about the [SB/DVBE Emergency Registry](#).

Additional Resources



Commercially Useful Function

You perform CUF if your business is:

- ❖ Executing a distinct element of the work
- ❖ Performing, managing, or supervising the work
- ❖ Performing work that is normal for the firm's business services and functions
- ❖ Negotiating price, determining quality and quantity, ordering, installing and making payment
- ❖ Not subcontracting a portion of the work greater than expected by industry practices





Commercially Useful Function

- ◆ Being used as a passthrough to obtain the appearance of SB/DVBE participation
- ◆ Not being used to perform the work as stipulated in the bid.
- ◆ No longer used to provide goods/services listed in the initial bid response.

Resources

Small Business Development Centers (new businesses)

- ◆ Business consulting, planning, marketing and access to capital

Apex Accelerators (established businesses)

- ◆ Government contracting

SCORE (newer businesses)

- ◆ Business mentorship



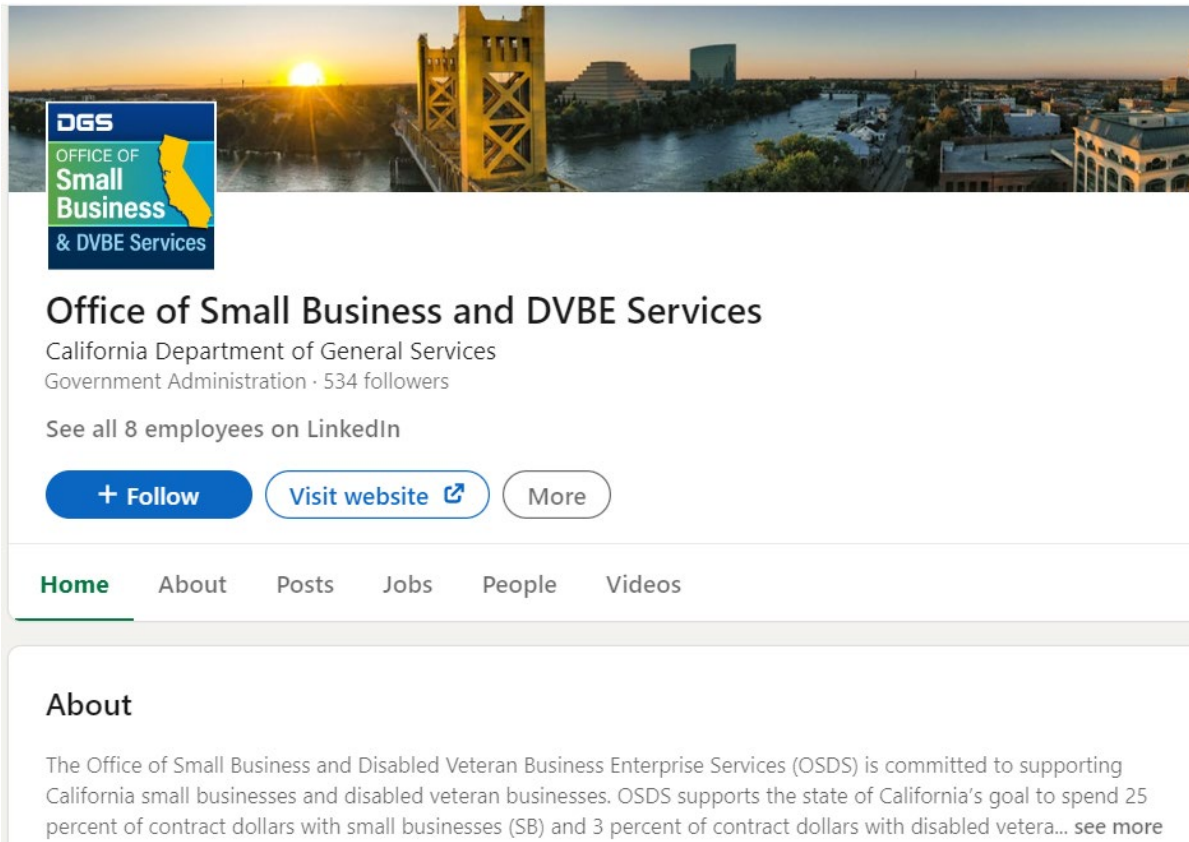
Review

- ◆ Cal eProcure Profiles
- ◆ Keywords and UNSPSCs
- ◆ Contract Opportunities
- ◆ Research Past Purchases
- ◆ SB/DVBE Advocates
- ◆ Reciprocity Partners
- ◆ Emergency Contracting
- ◆ Commercially Useful Function



Stay Updated on LinkedIn

Follow us at [linkedin.com/company/dgs-osds](https://www.linkedin.com/company/dgs-osds)



The image shows a screenshot of a LinkedIn profile page. At the top is a banner image of a bridge over a river at sunset. Below the banner is the company logo, which includes the text 'DGS OFFICE OF Small Business & DVBE Services' and a small map of California. The profile name is 'Office of Small Business and DVBE Services', followed by 'California Department of General Services' and 'Government Administration · 534 followers'. There is a link to 'See all 8 employees on LinkedIn'. Below this are three buttons: '+ Follow', 'Visit website' (with an external link icon), and 'More'. A navigation bar at the bottom of the profile section includes 'Home', 'About', 'Posts', 'Jobs', 'People', and 'Videos'. The 'About' section is expanded, showing a paragraph of text: 'The Office of Small Business and Disabled Veteran Business Enterprise Services (OSDS) is committed to supporting California small businesses and disabled veteran businesses. OSDS supports the state of California's goal to spend 25 percent of contract dollars with small businesses (SB) and 3 percent of contract dollars with disabled vetera... see more'.

DGS
OFFICE OF
Small Business
& DVBE Services

Office of Small Business and DVBE Services
California Department of General Services
Government Administration · 534 followers

See all 8 employees on LinkedIn

+ Follow Visit website More

Home About Posts Jobs People Videos

About

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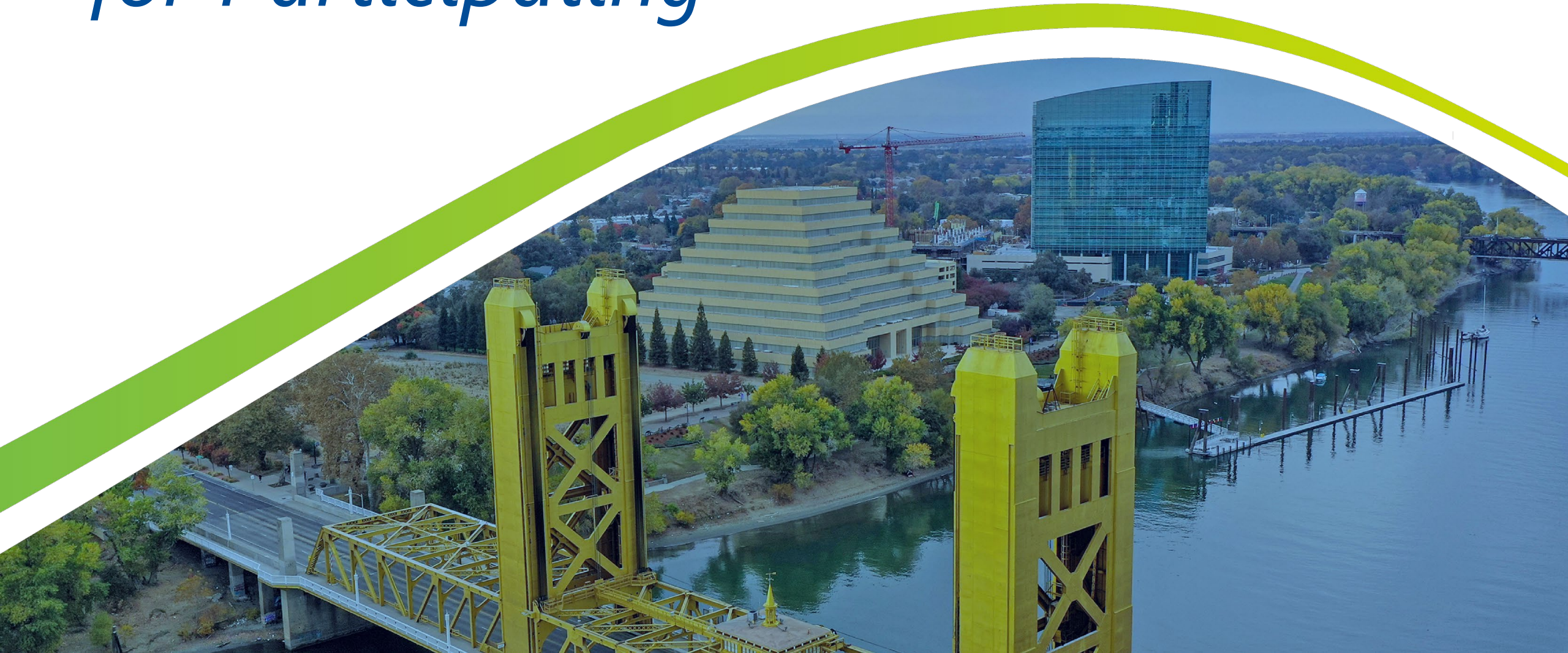


Schedule a Consultation

- Introduction to state contracting
- Cal eProcure registration and certification
- Update Cal eProcure profiles
- Find contract opportunities



*Thank You
for Participating*



CALIFORNIA DEPARTMENT OF GENERAL SERVICES



Office of Small Business
and Disabled Veteran
Business Enterprise Services

Instructor

Darvin Manuel

Business Outreach Liaison
Office of Small Business and DVBE Services
California Department of General Services

(279) 946-7983

darwin.manuel@dgs.ca.gov