

Welcome/Introductions – Michael Aguilio

How do you Measure Outreach? – Danetta Jackson

- How do you measure the effectiveness of outreach efforts?
- How do you quantify success?
- How do you survey the outreach you do?
- What are you doing?
 - Scott – Department of Community Service Development:
 - ✓ Look for DVBE/SB's to purchase from to reach goal
 - ✓ Use First Policy
 - ✓ Minimum outreach
 - Rich - Department of Water Resources:
 - ✓ Piggyback off DGS/CALVet Events
 - ✓ Email communication
 - ✓ Use SB/DVBE Option
 - Marisa – Department of Technology:
 - ✓ Piggyback
 - ✓ Meet individually with vendors
 - ✓ Track new vendors and how many they contract with
 - Responses received from unidentified Advocates:
 - ✓ Department First Policy
 - ✓ SB/DVBE Option
 - ✓ Introduction Meetings
 - ✓ Track vendors via email/phone log
 - ✓ Conduct target outreach
- Do you perform some data analysis?
 - Rose - CALVet
 - ✓ Use SB/DVBE waiver process to quantify and target outreach areas
- What difficult items are you seeking:
 - ✓ Specialty-oriented services
 - ✓ Technical assistance and training
 - ✓ Areas of concerns procurement methods
- Rich - Department of Water Resource:
 - ✓ Engineering
 - ✓ Rural area vendors
- Shaironda – Department of Rehabilitation:
 - ✓ Vending Machine maintenance
 - ✓ Restaurant Equipment
- Sharon – Department of General Services:
 - ✓ Engineering
 - ✓ Architect

- Andrea – Department of Consumer Affairs:
 - ✓ Maintenance: copier; specialty equipment
 - ✓ Specialty goods and services
- How can we (DGS) help assist to do better?
 - ✓ Robust search engine
 - ✓ TV Advertising
 - ✓ Upgrade Cal eProcure
 - ✓ USNSPC codes – codes listed on profile do not match the goods or services the vendor provides.
 - ✓ Tracking
 - ✓ Attorneys
 - ✓ Recycle – some services cannot be obtained from an SB
 - ✓ Statewide contract off-ramp – using off-ramp where contract does not prohibit returns. Primes are designating SB/DVBE orders for goods non-returnable.
 - ✓ Statewide agreements - open to more SB/DVBE
 - ✓ CMAS – change to language in support of SB/DVBEs; increase number of SB/DVBE vendors that are required to be sent offers.
 - ✓ Exempt reporting for Statewide contracts – Vehicles

California Department of Veteran Affairs (CALVet) – Rose Skewis

- Who we are: 9 deputy secretaries
 - Statewide DVBE Advocate - Elizabeth Perez – Deputy Secretary Minorities
- What we do: Veteran Services
 - Homes: Barstow, Redding, Chula Vista, Ventura, Fresno, West LA, Lancaster, and Yountville
 - Veteran Cemeteries:
 - ✓ Central Cost, Seaside, North CA, Igo, Yountville, and coming soon: Irvine
 - Home loans to veterans
 - Procurement/Contracts:
 - ✓ Contracts/Service orders are centralized and handled at HQ
 - ✓ Information Services is separate and handles their own procurement
- Services Procured:
 - Specialty medical & dental services:
 - ✓ Limited SB/DVBE professionals (doctors, dentist, specialist)
 - Bio/hazardous waste
 - Maintenance/Repair:
 - ✓ Biomedical equipment
 - ✓ Building
 - ✓ Fire Suppression
 - ✓ Tree & Landscaping
 - ✓ Vehicle
 - ✓ Document shredding
 - ✓ Furniture Movers & Installers
 - ✓ Pest Control
 - ✓ Water treatment & testing
 - Goods Procured:
 - ✓ Computer accessories
 - ✓ Clothing
 - ✓ Lab testing equipment
 - ✓ Tools/Parts

- ✓ Supplies: Office, Medical, Janitorial, and Industrial
- What Works to Achieve Goals: SB 47.2% and DVBE 8.33%
 - DVBE First Policy
 - ✓ Non-It under 100.00 award to DVBE /SB
 - ✓ SB/DVBE Option
 - ✓ Solicit DVBE's first, then SB's, then open solicitation to all
 - DVBE Goal Setting Policy
 - ✓ Mandated goals \$10,000 - \$200,000 = 3% Goal
 - ✓ Over 200k = 5% Goal
 - ✓ Higher or lower goal may be set based on opportunities for subcontracting or supplies
 - ✓ Letter to subcontractors with executed contract to primes
 - Technical assistance
 - Waiver
 - ✓ Track number and types of contracts

GO-Biz – Janelle Green

- New Leadership:
 - Lenny Mendoza – Director (February 1, 2019)
 - Chris Dombrowski – Deputy Director
- Wild Fire Recovery
 - Butte County - disaster recovery guide for each area
 - Woolsey and Camp fires – working with other government agencies to assist SBs affected by fires.
- Launch 18/19 Grant programs 10/1/18
 - 3 grant programs:
 - ✓ To support new or enhanced services for underserved groups: women, minority and veteran-owned businesses; low-wealth, rural and disaster-impacted communities.
 - ✓ Benefit SBA, SBDC, PTAC, VBOC, WBC, MEP
 - SB TAEP
 - ✓ Help grow/launch new business
 - ✓ \$17 million – annual grants funded over 5 years
 - ✓ Technical assistance/training/ research/marketing
 - ✓ PTACs, WBCs, VBOCs, MEPs
 - CIP/SB TAP
 - ✓ Help SB's with access to Capital
 - ✓ \$3 million – funding match to SBA or federal funds
 - ✓ Technical assistance with capital/training/research/marketing/operations
 - ✓ SBDCs, SBAs, WBCs, PTACs, VBOCs
- Online business portal for grant programs – <http://www.business.ca.gov/Programs/Small-Business-Assistance/Small-Business-Technical-Assistance-Expansion-Program>
- SBDC refer SB/DVBE vendors to the nearest location to obtain services
 - 44 SB Developmental Centers
- IHUB – Promotes Innovation/Partnerships: <http://www.business.ca.gov/Programs/Innovation-and-Entrepreneurship/IHubs>
 - Grows businesses/job creation
 - Funding opportunities
- Mapping (online map of assistance centers in specific area) – coming soon

Vendor Highlight: 3Di, Inc. SB #35738 – Carlos Culebro, Director of Sales/Services

- CEO Rajiv, a rocket scientist - developed Mars rover prototype
- Best IT Business you never heard of is looking for State departments to give them a try.
 - Focus on user experience
 - Digital transformation
 - ✓ Solutions for CHP/Cal Fire
 - Engage- Law Enforcement
 - Fire Prevention – Brush abatement
 - Prepare- Emergency
 - Website Design
- Contact Info: 3Di, Inc.
 - Phone: 303-791-4187
 - Mobile: 203-449-8839
 - Main: 714-257-1100
 - Email: Carlos.Culebro@3disystems.com
 - Web: www.3disystems.com

SB 605 Public Works SB Certification (SB-PW) Updates– Anda Dragnici

- Adopted regulations coming soon
- F&Q Available online
- Paper Application developed
 - 42 applications being worked on
- SB-PW list developed - approved vendors display in excel until public search is available
 - SB-PW Certification Type will be available for selection on Cal eProcure
- Participation to be incorporated in CAR
- Contact Info: 916-375-3115
sbpublicworks@dgs.ca.gov (Norma in charge of in-box responses)

Fi\$cal Update: Reports Availability – Susan Sudman

- New CAR Functionality – available March 2019
 - CAR reports multi funding – pulls only the dollars requested
 - Contract exempt from Incentive/Services requirement
 - ERGSO Report
 - ✓ Data entry page
- Broadcast - trainings forthcoming in February
- Plan for CAR reporting:
 - June a Broadcast form DGS advising departments to run report query for comparisons, analysis, and clean-up.
 - August 1st, Fi\$cal Lockdown
 - August 2nd, DGS runs all department reports
 - Extension – Request must be submitted prior to August 1st and report will be ran at a later date.
- Responses to questions:
 - System captures P-card
 - LPAs will be captured

Look-Ahead Report – Araceli Mohseni

- January 8th, email sent to all advocates requesting submission of agency's "Look-Ahead Report" of upcoming procurements and post to department's website.
 - If you have not submitted reports please contact DGS to let them know the reason.
- Request is direct from the DGS SB advisory council, which is chaired by Angela shell, procurement Division Chief.

- Submit report or an estimated date of completion to DGS by February 1, 2019.
- January 11th, 2nd email was sent addressing many questions regarding this request.
 - The original email request and two examples of this report were included.
 - ✓ Examples included DSG's and Caltrans - use them as a guide to help craft your look-ahead report.
 - Format is at department discretion
 - Include brief description of upcoming large-scale procurements (IT or Non-IT goods/service).
 - Include estimated dollar value of each (if possible).
 - Include the anticipated date to be published/location (any information that may be helpful to the SB/DVBE community).
 - Post the report on your department's website and email your department's link to: DGSSBCouncil@dgs.ca.gov
- Contact Info: Araceli.Mohseni@dgs.ca.gov
(916) 375-4343

Department Highlight: CA Department of Technology (CDT) – Marisa Duarte Lott, IT Services and Business Purchase Unit Supervisor

- CDT is responsible and has authority for all levels of technology in California state government.
A few examples:
 - Planning
 - Policy
 - Inter-agency
 - Information Security
- Statewide data center is 10,000 sq. ft. and located in Rancho Cordova. Provides:
 - Security operations monitoring
 - Cloud
- Statewide Procurement areas:
 - Acquisitions/IT Management
 - Statewide Technology
 - Telecom
- What the Acquisitions and IT Program Management Branch procures (IT & Non-IT Goods/Services):
 - Hardware
 - Software
 - IT Consulting Services
 - Training Services
 - Cloud software
 - Engineering Services
 - Guard Services
 - Furniture
 - Audio/Visual
 - Construction/maintenance Services
- SB/DVBE Program:
 - Met SB/DVBE goals since 2011
 - SB/DVBE First policy
- What works:
 - Committed buyers who support the SB/DVBE First policy
 - Tracking SB/DVBE vendor contacts who provide goods/services CDT procures
 - SB/DVBE vendor relationships
 - SB/DVBE subcontracting requirements

Website/Dashboard/SARA – Matthew Zweier

- SARA: 19th Annual State Agency Recognition Awards – January 23, 2019. Please attend.
- Website: New look
 - Organized by subject
 - Info user needs
 - Improved search function
- Dashboard: analysis of state procurement data
<http://www.dgs.ca.gov/pd/Programs/eprocurement/eBISS>
 - Results provided on:
 - ✓ Dollars awarded
 - ✓ Transactions
 - ✓ Department award
 - ✓ Vendors that receive awards
 - Search by:
 - ✓ Year
 - ✓ Acquisition type/method
 - ✓ Department
 - ✓ Certification type
 - ✓ Vendor
 - ✓ Commodity
- **Upcoming Events – Tracy Bowen**
<http://www.dgs.ca.gov/pd/Programs/OSDS/Outreach>

Open Forum/Closing