

JULY 2026



pulse

Brought to you by

CALIFORNIA DEPARTMENT OF
GENERAL SERVICES

Welcome to the First Issue
of *Pulse*

State Recognizes Agencies
and Individuals for
Outstanding Performance

Leveraging Economic Impact
Through Collaboration

THE
PROCUREMENT
DIVISION

pulse

Brought to you by
CALIFORNIA DEPARTMENT OF GENERAL SERVICES

12



State Recognizes Agencies and Individuals for Outstanding Performance

16



Leveraging Economic Impact Through Collaboration

- 3** Welcome
- 4** Empowering State Procurement
- 5** Powering California Through Strategic Acquisitions
- 6** Engineering Better Procurement
- 8** Streamlining State Purchasing
- 9** Connect with OSDS
- 10** New Classes for SB/DVBES
- 11** Small Business Success Story
- 14** 2024-25 Consolidated Annual Report
- 15** First-of-Its-Kind Media Procurement Dashboard
- 19** State Procurement Starts Here

Welcome to the First Issue of *Pulse*

As the state’s chief procurement officer, I am pleased to introduce this new platform created to better connect our statewide procurement community—including state departments, California businesses, and the many stakeholders who partner with us—to advance efficient, fair and innovative procurement practices.

Pulse is designed to keep you informed and engaged. Each issue will highlight strategic initiatives, policy updates, best practices, and the stories behind the people and programs driving progress across California’s procurement landscape. Whether you are a department navigating purchasing needs, a business seeking to participate in state contracting opportunities, or a stakeholder committed to improving outcomes for Californians, this publication is for you.

Our goal is to support an ecosystem that is transparent, inclusive, and forward-looking. With *Pulse*, we aim to strengthen communication, elevate success stories, and share the insights that help all of us collaborate more effectively.

Thank you for your ongoing partnership and dedication to serving California’s needs, both in state operations and in the economic vitality of its businesses and communities. I invite you to explore this first issue where we focus on the “what” and the “how” of the DGS Procurement Division and join us as we continue sharing the state’s procurement operations that deliver value and build opportunity statewide.

Sincerely,

Angela Shell

Chief Procurement Officer and Deputy Director



Empowering State Procurement

The DGS Procurement Division plays a central role in shaping the state's purchasing landscape, setting policy and delivering essential procurement services for government agencies.

From managing delegated purchasing authority to certifying small and disabled veteran-owned businesses for state contracting opportunities, the division provides critical technical support across state and local government. With a strong commitment to equity and access, it continues to expand resources for small and diverse businesses through strategic collaboration and innovation.

Through forward-thinking procurement strategies that prioritize value, efficiency and quality, the division helps ensure taxpayer dollars are used wisely while meeting the evolving needs of its customers.

Our Mission

Provide effective leadership to deliver innovative procurement solutions enabling our customers to serve the people of California.

Powering Savings Through **Strategic Acquisitions**

The Acquisitions branch provides innovative procurement solutions enabling state agencies and local governments to acquire the goods and services needed to serve the people of California. This includes conducting purchases, developing contracts and other purchasing solutions, acquisition financing services, and transportation logistics. In the past year, statewide goods contracts have helped state departments save nearly \$94 million, underscoring the role of DGS' strategic contracting in supporting statewide purchasing needs.

In this edition of *Pulse*, we highlight the Pharmaceutical Acquisitions Section, which includes the Statewide Pharmaceutical Program. This program helps California public agencies save significant taxpayer funds on the purchase of prescription drugs for institutionalized individuals. The program negotiates directly with drug manufacturers and suppliers so the state can use its purchasing power to reduce medication costs. Any public agency may participate, and several state departments are required to take part.

While the program has secured major cost reductions through direct negotiations with pharmaceutical manufacturers, additional savings come from the state's ongoing agreement with a pharmaceutical wholesaler that provides additional discounted pricing on many medications. Beginning April 1, 2026,

DGS entered into a new contract that continues its partnership with the University of California and its pharmaceutical wholesaler using the combined purchasing volume of DGS and the University of California to achieve greater discounts.

The program also secured three manufacturer contracts for influenza vaccines for the California Department of Public Health. These agreements allow the department to purchase vaccines at the same low prices offered by the Centers for Disease Control and Prevention for the 2026–2027 flu season.

Throughout the year, the Pharmaceutical Acquisitions Section meets with counties and health partners that participate in the program to review their medication needs and identify opportunities for additional savings. The greatest savings come from medications used to treat opioid addiction, helping counties expand access to critical treatment services.

In 2025, the Statewide Pharmaceutical Program saved California government entities and ultimately, taxpayers, nearly \$200 million on prescription drug purchases. These savings, combined with the support of the Statewide Pharmaceutical Program, help public agencies stretch budgets further while ensuring that their patients continue to receive essential medications.

Behind the Specs: Engineering Better Procurement

In DGS-PD, a team of engineers help shape purchasing decisions that result in positive impacts across the state. While most state departments do not engage with them until a procurement is needed, the Engineering Branch provides the technical expertise to conduct a successful procurement. Here, engineers craft technical specifications that drive competitive procurements, verify products meet their claims, and guide agencies as they accept and inspect the tools that keep government running. Alongside them, the Environmentally Preferable Purchasing Program helps steer the state toward making healthier, more sustainable purchasing choices through training, outreach, and the development of best-in-class procurement practices. Together, these teams work behind the scenes to turn complex requirements and environmental goals into practical, measurable results in state procurement.

The state of California has an active goal to achieve carbon neutrality by 2045. For over five years, the state has purchased sustainable electronic devices for the technology it relies on every day. By turning to the Electronic Product Environmental Assessment Tool (EPEAT), the leading global ecolabel for sustainable electronics managed by the Global Electronics Council (GEC), the state ensures purchases

meet rigorous standards for energy efficiency, responsible materials and reduced emissions.

In 2026, DGS partnered with GEC to release a case study on the sustainable electronic purchases made by the state between 2022 and 2024. During these years, California purchased over 311,000 EPEAT-registered devices to meet the state's technology needs. This case study analyzed the environmental benefits resulting from the state's purchases using the EPEAT Benefits Calculator. The chart below was produced as a result of this analysis. It translates the positive environmental impacts into relatable measurements. Through the state's sustainable purchasing efforts, California removed the equivalent of 8,700 passenger cars off the road for a year, saved energy equivalent to powering 13,800 U.S. houses a year with energy-efficient products, and saved approximately \$7.5 million in equivalent costs across all categories included in the chart. These benefits, verified through life cycle assessment, show that strategic procurement can deliver both environmental and economic returns. As an EPEAT Climate+ Purchasing Leader, California has demonstrated that public purchasing can be a powerful climate action tool and offers a model for governments worldwide seeking to build a cleaner, more resilient future to follow.

State of California

Total sustainability impact and cost savings for **311,218** products purchased in 2022-2024

COST SAVINGS IN THE AMOUNT OF **\$7,483,624**

ENVIRONMENTAL IMPACT REDUCTION

EQUIVALENT TO

GHG Reduction

40,742,982

kilograms of CO₂ equivalents



• Taking **8,724** average U.S. passenger cars off the road for a year



Smog Formation Potential
1,691,753
kg O₃ equivalent

Energy Savings

167,901,930

KwH



• The annual electricity consumption of **13,821** average U.S. households



Water Emissions
18,375
kilograms

Hazardous Waste

17,565

kilograms



• The weight of **145** refrigerators



Eutrophication Potential
3,918
kg N equivalent

Solid Waste

3,379,818

kilograms



• Annual waste generation of **1,817** average U.S. households



Air Emissions
7,430,326
kilograms

Primary Materials

3,782,195

kilograms



• The weight of **727** elephants



Water Consumption

364,142,620

liters of H₂O



• Fluid volume of **146** Olympic-sized swimming pools



Acidification Potential
182,537
kg of SO₂ equivalent

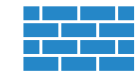
Toxics

20,207

kilograms



• The weight of **8,910** bricks



Material Conservation

230,468

kilograms



• The weight of **SIX** 18-wheelers



Policy in Action: Streamlining State Purchasing

The Office of Policy, Procedures and Customer Service provides statewide procurement support through administration of the State Contracting Manual, Target Area Contracting Preference Act (TACPA) program, procurement authority delegation, procurement training and consultative services, noncompetitive bid requests, strategic sourcing, data management, protests, disputes and more!

Have you heard? Purchasing authority tiers and acquisition method dollar thresholds have increased.

On November 7, 2025, DGS' Procurement Division (DGS-PD) released Broadcast Bulletin P-10-25, which increased state departments' purchasing authority dollar thresholds for non-information technology (IT) goods and IT goods and services. This was in accordance with Executive Order N-30-25 on Efficient and Effective Government and identifying options to streamline procurement practices to ease administrative burdens on our customers.

The three new tiers reflect updated dollar thresholds for most acquisition methods, including an increase to \$20,000 for Fair & Reasonable transactions. The new Purchasing Authority Approval Letter (PAAL) documents are on [DGS-PD's webpage](#). All individual departmental PAALs were updated and sent to departments by December 31, 2025. With the increased dollar thresholds and tier consolidations came the need for departments to update their policy and procedure manuals to reflect the changes. All updated manuals were due March 31, 2026. The Statewide Procurement Oversight and Consulting Unit (formerly Purchasing Authority Unit) is currently reviewing all submittals and will contact state departments if additional information is needed.

Tips and Tricks: Connect with OSDS

The Office of Small Business and Disabled Veteran Business Enterprise Services (OSDS) supports California's economic growth by promoting and increasing small, diverse and disabled veteran business participation in state contracting through outreach, advocacy, education, certification and compliance.

We value our connections with California's small business community and OSDS staff welcome any questions. Check out the links below for the assistance and resources to get you started on the state contracting journey.



To **register your business, get certified, and sell your products and services** to the state of California, visit caleprocure.ca.gov.



To schedule an online, **one-on-one consultation** with one of our business outreach liaisons, [click here](#).



To search for a **Small Business (SB) and Disabled Veteran Business Enterprise (DVBE) Advocate** to help you pursue contract opportunities with the state, [click here](#).



For assistance with **Cal eProcure system issues**, email: vendors@fiscal.ca.gov.



For **help searching state contracts** and optimizing your profile, email: BusinessOutreach@dgs.ca.gov.

Be sure to join OSDS staff at an upcoming event.

See a listing of our upcoming events [here](#).

To stay connected, visit us on [LinkedIn](#).

OSDS Training Team Announces New Classes for SBs/DVBEs



The OSDS Training Unit, which helps certified small businesses and disabled veteran business enterprises prepare for state contracting, has released their new video training, [Getting Paid on a State Contract: The California Prompt Payment Act](#) and their instructor-led training schedule for the next several months.

Instructor-led training sessions offer:

- Clear, actionable steps businesses can use immediately.
- Real-world examples relevant to businesses.
- Opportunities to ask questions and get answers in real time.

Sign up for one of these new, upcoming trainings:

How to Prepare for Leveraged Procurement Agreements

Small Businesses and Disabled Veteran Business Enterprises seeking contract opportunities will receive guidance and strategies for success in the state's competitive bid process.

July 9 | 10 - 11:30 a.m.

[Meeting Registration - Zoom](#)

Understanding State SB and DVBE Commercially Useful Function Compliance

Compliance with Commercially Useful Function (CUF) requirements is essential. Understanding CUF requires understanding the California Small Business and Disabled Veteran Business Enterprise program.

July 15 | 9:30 - 11:00 a.m.

[Meeting Registration - Zoom](#)

Solving the Marketing Mystery: The Procurement Journey, Session 1

This session will present a rounded approach to marketing your business to California state departments by understanding why, what and where to market.

July 23 | 10 - 11:30 a.m.

[Meeting Registration - Zoom](#)

Fair and Reasonable & SB/DVBE Option Acquisition Methods

This training delves into state agency procurement, specifically focusing on two streamlined options for smaller businesses: the SB/DVBE Option and the Fair & Reasonable Option.

July 29 | 9:30 - 11:00 a.m.

[Meeting Registration - Zoom](#)

Solving the Marketing Mystery: The Procurement Journey, Session 2

Gain greater insight into the basic workings of the state procurement system, along with tactics to build better relationships with buyers and tools created by DGS to make marketing research effective for the small business owner.

August 6 | 10 - 11:30 a.m.

[Meeting Registration - Zoom](#)

Visit www.dgs.ca.gov/PD-SB-DVBE-Training for a full list of class offerings.

For questions or clarifications, contact the OSDS Training Unit at: sbdrvbetraining@dgs.ca.gov

Small Business Success Story: **Tru's Construction and Traffic Control**

Lugenia Whiteside is CEO of Tru's Construction and Traffic Control, a Sacramento-based construction firm that has provided general contracting, construction management, concrete work, seismic retrofitting, surveying, permitting and traffic control services since 2019. Her company recently secured a contract with the California Department of Transportation (Caltrans) for traffic control services.

Lugenia says the contract is a major milestone for the company and has increased their business visibility and reputation in the public works sector.

Lugenia credits DGS' SB certification with increasing her company's competitiveness and credibility in the bidding process. "Being certified made it easier for Caltrans and prime contractors to verify eligibility," Lugenia said. "It opened the door to direct bidding opportunities that would have been much harder to access as a noncertified firm."

"This opportunity also supported our growth, allowed us to expand labor hours for our team, and strengthened our ability to pursue larger future contracts with confidence."

Lugenia's advice for small businesses interested in state contracting? "Get certified and stay persistent."

"The opportunities are there, but you must be responsive, submit bids consistently, sharpen your pricing and keep your compliance documents organized," says Lugenia. "Certification opens the door — your performance keeps it open and growing."

This success story serves as a model for SBs and DVBES throughout California, showcasing how success can be achieved through hard work and persistence.

*"Certification opens the door —
your performance keeps it
open and growing."*

— **Lugenia Whiteside**

CEO of Tru's Construction and Traffic Control



OSDS Advocacy Support Team and Event Organizers:

Front row from left to right: Advocacy Support Analyst Omar Randle;
Advocacy Support Supervisor Darvin Manuel; Advocacy Support Analyst Chelsea Kang;
Advocacy Support Analyst Jayla Tunstall; Research Data Specialist Alannah Chapman; Advocacy Support Program Manager Imran Chaudhary;
Advocacy Support Analyst Sitara Maroof; Advocacy Support Analyst Susan Budding; Advocacy Support Analyst Ron Seto.
Back row from left to right: Advocacy Support Supervisor Jesus Covarrubias; Advocacy Support Analyst Edwin Acosta;
Advocacy Support Analyst Sandra Starkey; Advocacy Support Analyst Luke Scholl.

State Recognizes Agencies and Individuals for Outstanding Performance

The 26th Annual State Agency Recognition Awards (SARA) ceremony was held on April 14, bringing together 139 attendees representing 40 state departments, program advocates, and state partners to celebrate excellence in advancing opportunities for California's SB/DVBE communities. The SARA program honors departments and individuals who demonstrate exceptional leadership, innovation, and commitment to expanding equitable access to state contracting.



State Department
Notable Achievement Award Winners

In total, 68 departments received awards for either Most Improved Performance in SB/DVBE participation or for achieving a Notable Achievement by meeting or exceeding statewide participation goals.

The 26th SARA ceremony underscored the collective achievements of California’s advocate community and reaffirmed the state’s commitment to equitable contracting practices. It also highlighted the meaningful economic impact that strong SB/DVBE participation has on small and veteran-owned businesses across California.



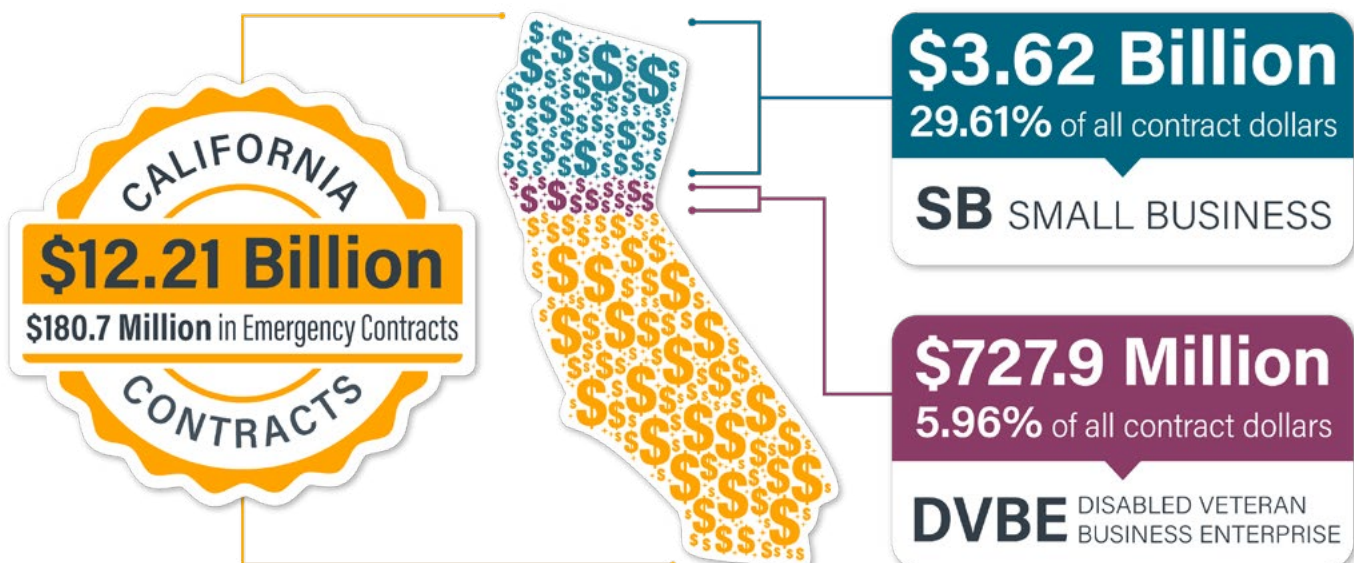
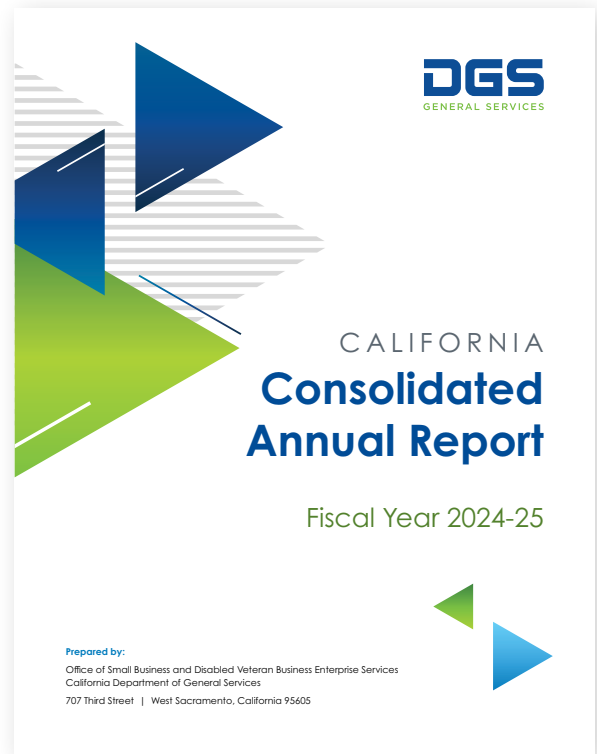
The Military Department team receives Agency of the Year Award. Colonel Adam Rix (center) also received the Angel Carrera Leadership Award.

2024-25 Consolidated Annual Report

The 2024-25 Consolidated Annual Report is out! This annual report covers the previous fiscal year and tracks California government efforts to meet small and disabled veteran participation goals. Visit [Consolidated Annual Report FY 2024-25](#) for the good news that the state exceeded both the 25% SB and the 3% DVBE participation goals in 2024-25, as follows:

- Total state dollars awarded: **\$12.21 billion**
- SB spend: **\$3.62 billion**, representing **29.61%**
- DVBE spend: **\$727.9 million**, representing **5.96%** of total awarded

Discussion on newly established remedial actions for departments not meeting the SB and/or DVBE goals for three out of five years per Assembly Bill 2019 is included in Section VIII.



Seeing the Bigger Picture: SSDP Launches a First-of-Its-Kind Media Procurement Dashboard

What if every dollar California spends on media services told a story? Now it can. In March 2026, the Statewide Supplier Diversity Program (SSDP) pulled back the curtain on state media spending with the launch of the State Procurement Media Dashboard — a refined, interactive data visualization platform that turns mountains of procurement data into clear, compelling insights anyone can explore.

More Than Numbers on a Screen

The dashboard replaces static reports with dynamic charts, filters, and visual breakdowns that make spending trends easy to spot. The state, small business owners, and the public can all explore media procurement data in one fast, intuitive platform.

Ethnic Media Tab

The Ethnic Media tab highlights how state departments invest in media outlets that serve culturally and linguistically diverse communities. This tab is generated from the list of ethnic media organizations obtained from a third-party source, American Community Media.

Efficient Spending Starts Here

State entities can benchmark their spending against statewide trends and identify new supplier opportunities. Businesses gain a transparent view of the contracting landscape, and the public gets a clear picture of how tax dollars are put to work.

Explore It Yourself

[State Procurement Media Dashboard](#)

To learn more and stay updated on SSDP's initiatives, visit the [Statewide Supplier Diversity Program](#) website.



Statewide Supplier
Diversity Program
California Department of General Services

Leveraging Economic Impact Through Collaboration

The SSDP advances equitable state contracting by using data-driven insights and building partnerships that expand opportunities for small and diverse businesses. Through analysis, collaboration, and capacity-building programs, SSDP works to foster an inclusive, equitable and thriving business ecosystem across California.



California Statewide Coalition on Diversity Initiatives:

Front row from left to right: DGS Statewide Supplier Diversity Program Branch Chief Danetta Jackson; CDI Office of Insurance Diversity & Innovation Director Jennifer Van; CDI Office of Insurance Diversity & Innovation Diversity Communications & Outreach Manager An Kim; CDI Office of Insurance Diversity & Innovation Chief Chandara Phanachone; DGS Statewide Supplier Diversity Program Diversity Advocate Jaira Fungula, DGS Statewide Supplier Diversity Program Research Data Specialist Sourajit Mustafi; DGS Chief Procurement Officer and Deputy Director of Procurement Angela Shell. Back row from left to right: Caltrans Office of Civil Rights Deputy Director David DeLuz; Caltrans Office of Civil Rights Statewide Outreach Branch Manager Dalia Demian; CalOSBA Equity in Procurement Manager Casanya Ursery; HCAI Hospital Supplier Diversity Commission Stakeholder Engagement Analyst Demetrius Reed-Tellez; CalOSBA Assistant Deputy Director Diane Lydon; Statewide Supplier Diversity Program Retired Annuitant Dharon Grayson.

Not Pictured: CPUC Public Utilities Regulatory Analyst Drisha Melton; CPUC Program and Project Supervisor Stephanie Green.



CALIFORNIA
Supplier Diversity
 SYMPOSIUM

On March 18, 2026 in Pasadena, SSDP hosted the third Annual California Supplier Diversity Symposium in partnership with the city of Pasadena and the California Statewide Coalition on Diversity Initiatives—which includes the Department of Insurance (CDI), Department of Health Care Access and Information (HCAI), Department of Transportation (Caltrans), California Office of the Small Business Advocate (CalOSBA), and the California Public Utilities Commission (CPUC).

The California Supplier Diversity Symposium is a signature event held each March during National Procurement Month. It showcases a statewide commitment to expanding access to contracting opportunities by bringing together expertise, resources, and networks. This year’s theme—*Next Level Inclusion: Procurement for All*—highlighted efforts to connect small and diverse suppliers with opportunities across California.

The event attracted more than 400 small and diverse businesses from across the state and featured multiple breakout sessions designed to help business owners navigate contracting opportunities with state agencies, local governments, and utilities. Highlights included opening remarks from Pasadena Mayor Victor M. Gordo and Department of General Services Director Ana M. Lasso. The event also featured a networking resource expo showcasing over 60 exhibitors including business assistance organizations, government entities, chambers of commerce, financial services and prime contractors seeking subcontractors.



Opening Session speakers, left to right: Pasadena City Councilmember Tyron Hampton; City of Pasadena Mayor Victor M. Gordo; Southern California Gas Company and San Diego Gas & Electric Procurement Vice President Warren Ruis; Columbia Bank Vice President and Community Impact Lending Manager Lynell Bevels; and DGS Director Ana M. Lasso.



Symposium attendees patronizing the Resource Expo.



City of Pasadena Purchasing Division Team.

Symposium Testimonials

The event garnered overwhelmingly positive feedback, including the comments below from the City of Pasadena and San Diego Gas & Electric.

“ Thank you for bringing this event to our city. Like you, we too have received nothing but positive feedback from vendors. Through this event, there was a noticeable increase in registrations in our eProcurement system. Keep doing the amazing work you are all doing at DGS. ”

— City of Pasadena Program Manager Antonio Watson

“ I want to extend my gratitude and appreciation to you all for organizing the CA Supplier Diversity Symposium. What a great event and fantastic turnout! My team and I made new connections and renewed old ones with a number of community-based organizations and suppliers, as well as our peers at state agencies. I was very impressed by the programs and initiatives state agencies have implemented to train, develop and support small and diverse suppliers. Don’t be surprised if we steal some of your ideas! ”

— San Diego Gas & Electric Responsible Sourcing Manager Helen Gao

We extend our appreciation to the community partners who supported the event, including SoCalGas, San Diego Gas & Electric, Columbia Bank, Primoris Services Corporation, the Port of Long Beach, the Metropolitan Water District of Southern California, the California Hispanic Chambers of Commerce, U.S. Veterans Magazine, Connect Comm Media Inc., and the Pacific Asian Consortium in Employment. We will keep you posted on next year’s event.



Your Path to a Career in State Procurement Starts Here

DGS-PD plays a vital role in delivering essential goods and services for California. If you are interested in work that supports statewide operations through strategic and responsible purchasing, there is a clear and accessible path to joining the team.

Whether you are new to state service or looking to advance your state service career, the guide below walks you through how to find job openings, complete the state of California examination process, and apply through CalHR’s [CalCareers](#) portal.

1. Begin at CalCareers

Create or sign in to your CalCareer Account on the state of California [hiring website](#). This is where you search for jobs, upload your résumé, and track your applications.

2. Complete the Required State Examination

Before applying, you must take an exam for the specific job classification in which you are interested. Exams are free, usually online, and may include multiple-choice questions or assessments based on your experience. Passing an exam makes you “list eligible,” which allows you to apply for positions in that classification.

3. Search for Open Positions

Use the Advanced Job Search on CalCareers to look for current openings. You can filter by location, job category, or keywords such as procurement, purchasing or contracting.

4. Review the Job Posting

Each posting includes information about duties, qualifications, salary, benefits, telework options and application instructions.

5. Apply Through CalCareers

When you are ready to apply, select the Apply button on the job posting and submit the required documents such as a Standard State Application, résumé, or Statement of Qualifications.

6. Stay Updated with Job Alerts

Save your searches and sign up for email notifications, so you are alerted when new positions that match your interests become available.

Build a Career that Supports California

A career in DGS-PD offers the chance to support California’s mission through fair, strategic and innovative purchasing. Whether you are beginning a new chapter or advancing an existing career, there are opportunities to make a meaningful impact.



THE
PROCUREMENT
DIVISION

pulse

ISSUE #1

Department of General Services
Procurement Division

707 3rd Street, 2nd Floor
West Sacramento, CA 95605

Local: (916) 375-4400

Toll Free: (800) 559-5529

Please send questions to:

SupplierDiversity@dgs.ca.gov

www.dgs.ca.gov/PD