



**Department of General Services  
Procurement Division**

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**TO: Agency Secretaries  
Department Directors  
Purchasing Authority Contacts (PACs)  
Procurement and Contracting Officers (PCOs)  
State Contracting Advisory Network (SCAN) Members  
Small Business/DVBE Advocates  
Small Business Advisory Council Members**

**RE: Video – Contracting with California Certified Small Businesses (SB) & State Departments Implementing “SB First” Policy**

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The California Department of General Services (DGS) invites you to view our new Small Business (SB) First video. This video, created in collaboration with the DGS SB Advisory Council, highlights buyers, business owners and government leaders sharing their experiences and successes contracting with SBs. In this video, learn what an SB First policy is by state employees that work in departments that have successfully implemented an SB First policy. There are 3.6 million SBs in California and they employ about half of California’s workforce. When they participate in the work of government contracting it builds the state’s economy, it creates jobs, and it also helps the state to have a dynamic and flexible supply chain. DGS is charged with leading California’s efforts to contract with certified SBs. To support this effort, DGS created this video to share with state employees the value of supporting SBs in California and the potential positive impact for departments instituting an SB First policy can have.

We need your help in partnering with us to support SBs in California. Please view the video in the link below and share with your department:

- <https://drive.google.com/file/d/0Bw2CGs4f2QTUR2dxTXdtbU1LVlk/view?usp=sharing>

To view copies of current department’s SB First policies, click on the link below.

- [https://www.dgs.ca.gov/PD/Resources/Page-Content/Procurement-Division-Resources-List-Folder/Small Business and Disabled Veteran Business Enterprise Best Practices](https://www.dgs.ca.gov/PD/Resources/Page-Content/Procurement-Division-Resources-List-Folder/Small%20Business%20and%20Disabled%20Veteran%20Business%20Enterprise%20Best%20Practices)

For more information, please contact DGS Outreach at:

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