



Meeting Recap

November 13, 2025
1:30 p.m. to 2:30 p.m.

1. Welcome

**Nick DeAngelis, Statewide Procurement Oversight & Consulting Unit (SPOC)
Supervisor, Department of General Services (DGS), Procurement Division (PD)**

Nick DeAngelis welcomed all participants. Since the meeting is held on MS Teams, participants were instructed to mute their microphones to minimize background noise and use the chat or utilize the MS Teams hand feature for questions.

2. Procurement Division Updates

Angela Shell, Deputy Director, DGS, PD

Purchasing Authority (PA) Tier Updates

- Discussed the BB which announced state agencies increases in dollar thresholds for each PA Tier.
- State agencies requiring assistance with higher dollar threshold procurements are encouraged to reach out to One-Time Acquisitions (OTA) or the SPOC unit.
- Angela made it clear that state agencies do not have to utilize the PA Tier increases and PD remains available to support state agencies with their procurement needs including OTA performing procurement for state agencies.

eMarketplace Project Updates

- PD's Renée Alexander will provide a short update later in the meeting. This is a longer-term project lasting into next year.
- First phase completed in November.

Leveraged Procurement Agreements (LPA)

- Assessing LPA contracts and evaluating costs to ensure alignment with:
 - Industry standards
 - Other state and local governments spending
 - Retail sectors
- Continuing evaluation of what the PD costs are on LPAs to ensure state agencies have the best cost when executing purchases from LPAs.

Vendor Certifications

- Required for vendors working with state.
- PD recognizes laws expanded over the last 10-20 years on vendor certification requirements to certify with the State for bid submittals or contracts with the State.

- Concentrated efforts underway on what those certifications are, when requirements are required, and if DGS can consolidate them such as incorporating into States IT, cloud and Non-IT General Provisions or General Terms and Conditions.
 - Instead of five forms requiring certification, consolidate to one form that bidders are required to sign per policy.
 - A strategic PD procurement efficiency goal for early 2026.

3. Purchasing Authority Updates

Cheryl Angeles, Section Manager, Statewide Procurement Oversight, Consulting, and Support Section, DGS, PD

Broadcast Bulletin P-10-25 dated November 7, 2025

- Increased state agency PA dollar thresholds for non-IT goods, IT goods/services delegated by DGS, PD in accordance with [Executive Order \(EO\) N-30-25](#) pertaining to efficient and effective government in identifying options to streamline procurement practices and ease administrative burden for PD customers.
 - Three new tiers reflect updated dollar thresholds for most acquisition methods. State agencies currently assigned to Tiers 1, 2, and 3 will remain to their assigned tiers.
 - Two state agencies at Tier 4 were consolidated into Tier 3
 - The three new tier approval letter documents are available on the PD website.
 - Individual state agency PAALs will be updated and sent to agencies by December 31, 2025.
- Procurement Policies and Procedures Manuals (PPM)
 - State agencies are required to update their PPM to reflect the increased Purchasing Authority Tier dollar levels.
 - State agencies have until March 31, 2026, to submit updated PPM to SPOC for review.
 - SPOC is available to assist state agencies who can contact their assigned PA specialist to determine what to update in their PPM.
- Acquisition Method Updates
 - Fair and Reasonable (F/R) acquisition method has increased from \$10K to \$20K
 - State agencies can still use the five techniques to determine and document F/R pricing for the updated dollar threshold.
 - IT IAA acquisition method dollar threshold recently increased per BB P-8-25 is also included with updated thresholds.
- DGS understands this is a significant change for state agencies and are asking that Tier increase questions be sent to PAMS@dgs.ca.gov.
 - Questions will be documented, vetted, and responded to in a timely manner.
- Reminders:
 - With PA Tier increases, state agencies must still follow procurement policies per SCM for each acquisition method.
 - OTA is still available to conduct an acquisition on behalf of state agencies if needed.

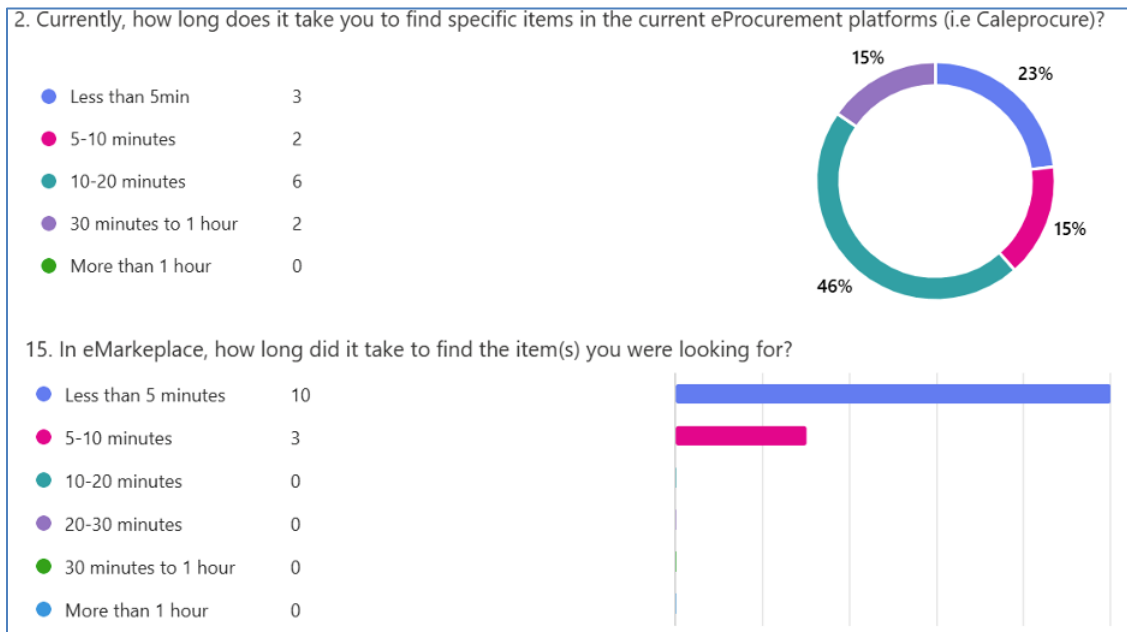
- This may be helpful for state agencies who now have increased PA especially for those with to access to acquisition methods not granted by their old purchasing authority granted (e.g.-prior tier 1 departments).

4. E-Marketplace Project Updates

Renee Alexander, Section Chief, Statewide Procurement Policy, Training and eProcurement Strategies, DGS, PD

User Experience Testing

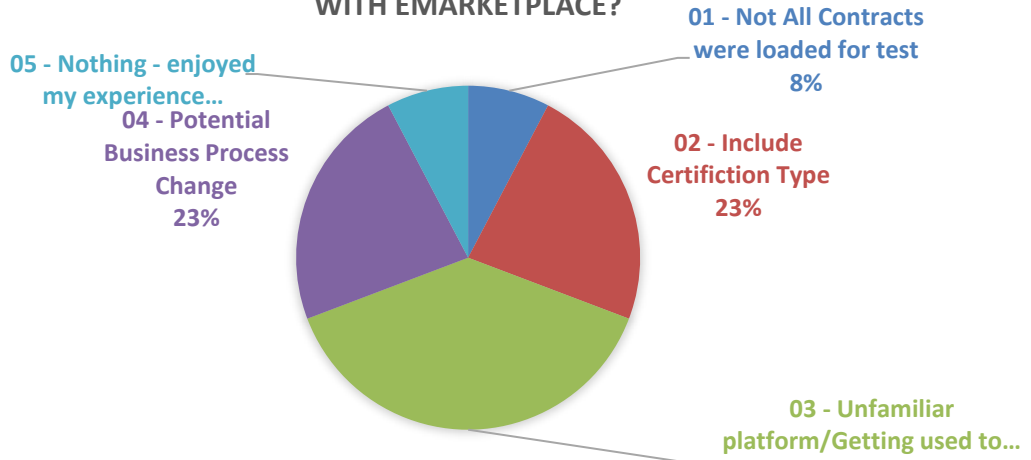
- Held on October 12, 2025
 - 9 State Agencies participated
 - 13 Total User Testers
 - PD expressed appreciation for department testers who traveled to the ziggurat for testing and consulting with PD on user issues.
- Key Feedback
 - Time Reduction
 - How long does it take to search for line items on CaleProcure?
 - 46% took 10 -20 mins to find contracts, line items and figure out how to narrow down search parameters.



- User Experience Test findings:
 - Users experienced less than 5 minutes using the new search system, especially with LPA.
 - Greatly increased efficiency - allowed buyers to complete search quicker and with ease.
 - Certification Status of the Vendors is not yet available in eMarketplace.
 - Least satisfying when searching on eMarketplace:

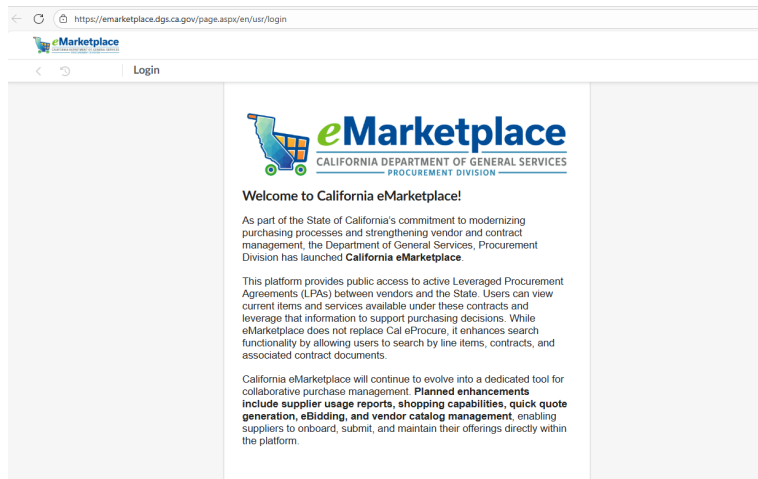
- Unfamiliar technology.
 - Training will be in place, and everybody will have access to it. The PD team will be available to support state agencies when eMarketplace goes live.
- Potential business process changes
- Focus will be on having state agencies adjust the new search engine.
- Users reported no dissatisfied experiences during testing.

WHAT WAS THE WORST OR LEAST SATISFYING THING ABOUT SEARCHING WITH EMARKETPLACE?



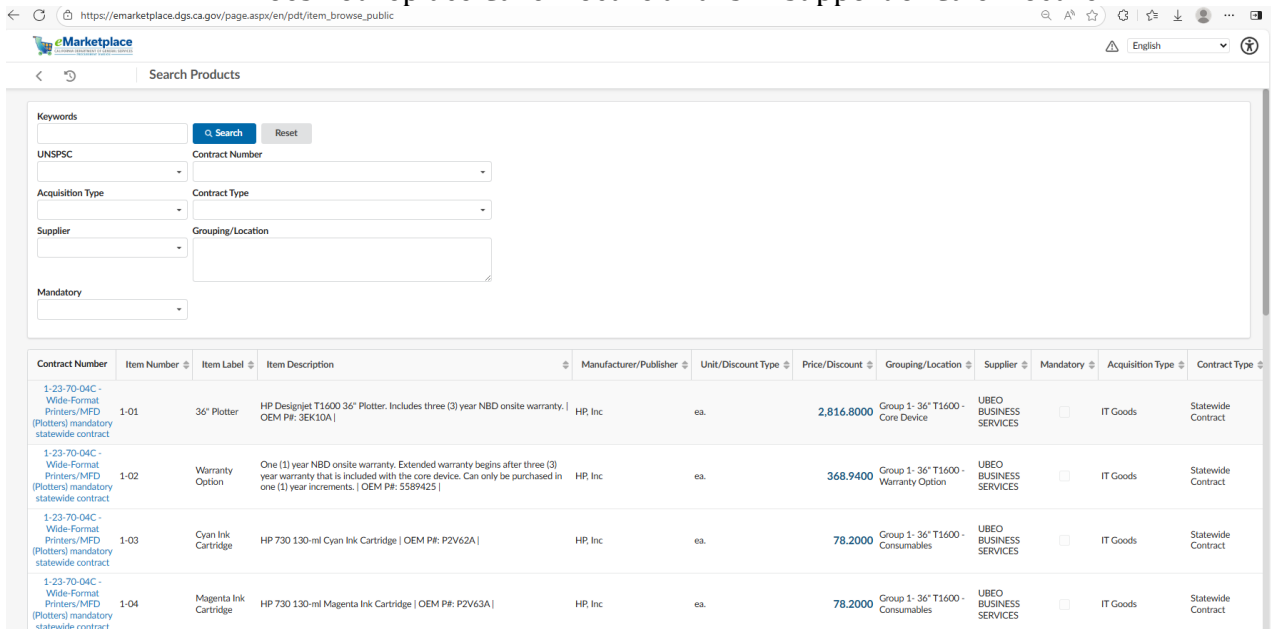
Public Search Release

- Released on November 14, 2025



- Search by:
 - Key words
 - UNSPC
 - Acquisition type
 - Supplier name
 - Price
 - IT good or service

- Contract type (includes items that are mandatory as well as by location i.e. counties).
 - All Statewide Contracts are searchable.
 - Each week thereafter, various types of LPA contracts will be added.
 - Contact Renée Alexander or her team for support on the eMarketplace search engine.
 - Access contract by clicking on contract number
 - Access to contract documents, user instructions (UI), and price lists like CaleProcure.
 - Does not replace Cal eProcure and is in support of CaleProcure.



- Second phase to be released in 2026
- Job aids will be available soon.
- The eMarketplace is not yet connected to FI\$Cal.
 - Once integrated into FI\$Cal, the job aid on how to use eMarketplace will be like the CalPIA job aide recently released.
 - SB/DVBE identifier will be available in the 2026 release.
 - BB being released soon will include a link to the eMarketplace.

5. Breakroom Appliances for Employee Use

Cheryl Angeles, Section Manager, Statewide Procurement Oversight, Consulting, and Support Section, DGS, PD

- PD received a question regarding state agency residing in buildings with furnished breakroom appliances such as refrigerators and microwaves. State agency wanted to know how to replace them if needed.
- Answer: For existing appliances, state agency needs contact property management for guidance. Dependent on what is in the building agreement for how to proceed forward.

6. Acquisitions Updates

Carol Bangs, Branch Chief, Acquisitions Branch, DGS, PD

LPA Updates

- Solicitations currently released
 - MSA Temporary Help Staffing Services:
 - Solicitation released, lot of questions on it.
 - Rebid from earlier this year, hoping for better results.
 - See list below also.
- Solicitations coming up:
 - Includes Unarmed security guard services and the list below (other than Temporary Health Care Staffing services)

Award Type	Solicitation Title/Description	Contact Email	Advertisement link to CSCR
Statewide	Herbicides and Insecticides	amanda.lewis@dgs.ca.gov	Upcoming
MSA	Temporary Healthcare Staffing Services	lynnell.cuthbertson@dgs.ca.gov	Event ID 0000035292
Statewide	Cooking Fats (Margarine, Shortening)	ashley.lockwood@dgs.ca.gov	Upcoming
MSA	Unarmed Security Guard Services	Kieu.Huynh@dgs.ca.gov	Upcoming
Statewide	Envelopes, Recycled Paper	willie.orphe@dgs.ca.gov	Upcoming
Statewide	CHP Handguns	robb.parkinson@dgs.ca.gov	Upcoming
Statewide	Paint, Recycled Latex	jason.vu@dgs.ca.gov	Upcoming

OTA

- New supervisor Lynn Edison.
- OTA Section Manager Marc Andersen retired
 - Danelle Scott filling in for Marc
- BB released deadlines for non-IT goods and IT goods and services submittal to OTA
 - IT Good & Services-2/1/26
 - Non-IT Goods-4/1/26
- If departments have questions, contact Carol or OTA:
 - about new changes or need help with changes
 - Submitted requisitions questions,
- Carol and OTA are also interested in having some conversations with state agency on solicitation forecasting for 2026
 - What are you expecting to send to OTA?.
 - What are your projects on the horizon?
- Statewide contract changes:
 - Purchase order blanket purchases to help place steady supply of products.
 - Awarded by areas
 - See slide, see break out of different districts/areas where they are awarded

▪ **GASES (MEDICAL, INDUSTRIAL, SPECIALTY, BAR, CARB) CONTRACTS LISTING**

- **1-25-68-01A – Airgas USA, LLC.**
- **1-25-68-01B – Harris Industrial Gases**
- **1-25-68-01C - Advanced Gases & Equipment, LLC.**
- **1-25-68-01D – Matheson Tri-Gas, Inc.**
- Determines whether your agency needs to order which contracts.
Jamie Boies, DGS contract administrator for assistance.

Department of General Services - Procurement Division (DGS-PD)	
GASES (MEDICAL, INDUSTRIAL, SPECIALTY, BAR, CARB) CONTRACTS LISTING	
Effective: October 27, 2025	
Area	Assigned Counties/Location
1	Del Norte, Humboldt, Lake, Mendocino, Lassen, Modoc, Plumas, Shasta, Siskiyou, Tehama, Trinity
2	Alameda, Contra Costa, Marin, Napa, San Francisco, San Mateo, Santa Clara, Solano, Sonoma, Monterey, San Benito, San Luis Obispo, Santa Barbara, Santa Cruz
3	Butte, Colusa, El Dorado, Glenn, Nevada, Placer, Sacramento, Sierra, Sutter, Yolo, Yuba
4	Fresno, Kern, Kings, Madera, Tulare, Los Angeles, Ventura
5	Riverside, San Bernardino, Inyo, Mono
6	Alpine, Amador, Calaveras, Mariposa, Merced, San Joaquin, Stanislaus, Tuolumne
7	Imperial, San Diego, Orange
BAR Areas 3&4	Audits Facility: 10949 North Mather Boulevard, Rancho Cordova, CA 95670 Engineering Facility: 7320 Madison Street, Paramount, CA 90723
CARB Area 3	1927 13th Street, Sacramento, CA 95811
CARB Area 5	4001 Iowa Avenue, Riverside, Ca 92507

Department of General Services - Procurement Division (DGS-PD)			
GASES (MEDICAL, INDUSTRIAL, SPECIALTY, BAR, CARB) CONTRACTS LISTING			
Effective: October 27, 2025			
Area	Contract Num	Awarded Group	Contractor Name
1	1-25-68-01D	Group 1 – Medical Gases	Matheson Tri-Gas, Inc.
1	1-25-68-01A	Group 2 – Industrial Gases	Airgas USA, LLC.
1	1-25-68-01D	Group 3 – Specialty Gases	Matheson Tri-Gas, Inc.
2	1-25-68-01C	Group 1 – Medical Gases	Advanced Gases & Equipment, LLC.
2	1-25-68-01D	Group 2 – Industrial Gases	Matheson Tri-Gas, Inc.
2	1-25-68-01C	Group 3 – Specialty Gases	Advanced Gases & Equipment, LLC.
2	1-25-68-01A	Group 4 – Bulk Delivery	Airgas USA, LLC.
3	1-25-68-01B	Group 1 – Medical Gases	Harris Industrial Gases
3	1-25-68-01B	Group 2 – Industrial Gases	Harris Industrial Gases
3	1-25-68-01C	Group 3 – Specialty Gases	Advanced Gases & Equipment, LLC.
3	1-25-68-01C	Group 4 - Bulk Gases	Advanced Gases & Equipment, LLC.
4	1-25-68-01A	Group 1 – Medical Gases	Airgas USA, LLC.
4	1-25-68-01D	Group 2 – Industrial Gases	Matheson Tri-Gas, Inc.
4	1-25-68-01D	Group 3 – Specialty Gases	Matheson Tri-Gas, Inc.
5	1-25-68-01A	Group 1 – Medical Gases	Airgas USA, LLC.

**7. State’s General Provision Concerns with Vendors
Carl Josephson, Statewide Procurement Policy, and Training, DGS, PD**

Vendor Requests to Modify or Delete General Provisions

- All DGS General Provisions available on PD’s website.
- State entities cannot change without prior DGS approval.

- Contact ppo@dgs.ca.gov for procedures and to request GP changes
 - PPO will provide chart to state agency to complete with list of provisions vendor would like to change:
 - Needs to contain:
 - Original text,
 - Text providing vendor language strike out/redline.
 - Reasons required why vendors request change,
 - State agencies provide support for change, including legal office review.
 - For specific questions about GP changes, contact Carl Josephson or send any questions to the PPO mailbox.

Address vendor and department issues or questions in future updates

- PPO is compiling and addressing current issues to consider for future versions of GP changes.
- If you have questions or issues, please send them to the PPO mailbox.

Advise state agency regarding the use of “carve-outs”

- Carveouts are exceptions to GP
 - Allow state agencies to modify specific clauses under certain conditions.
 - “Unless otherwise specified” language in GP, generally indicates state agencies can modify – carveout language.
 - If state agency needs help with the carveout language, send it to PPO.

8. Software Licensing Program (SLP) Contract Terms

Kimberley Hettrick, Program Supervisor, Software Licensing Program, DGS, PD

- What to do when an SLP contractor won’t agree to the state's terms and conditions?
 - It’s always the state’s goal NOT to modify the state’s terms.
 - Contractors have already agreed to the state’s terms
 - However, there have been instances where SLP contractors request modification specific to software licenses they are providing.
 - Carve out terms vs non-carve out terms
 - A reminder to agencies that there are carve out terms included in the State’s General Provisions to be utilized in these circumstances.
 - Carve out terms are identified as “unless otherwise specified” in the Statement of Work.
 - All other provisions are non-carveout terms.
 - If the contractor requests non-carve out modifications or if the manufacturer/OEM requests modifications:
 - Email: SLP@DGS.CA.GOV. SLP team will provide guidance and next step processes to state agency.
- What do I do if the SLP Contractor requires additional terms (EULAs/SLAs)?
 - Purchasing agencies can agree to additional terms and conditions if they DO NOT conflict, alter or rescind the underlying SLP terms and conditions.

- Purchasing agencies must fully review the proposed terms and compare them to the underlying SLP terms.
 - State agency reviews should include at a minimum the procurement unit supervisor, CIO, and the state agency's legal counsel.
- If they *conflict, alter or rescind* any of the SLP terms, or if the purchasing agency does not agree with any of the terms, they should be rejected or redlined until acceptable.
- If there are additional questions regarding any of the steps mentioned above, please reach out to SLP team at SLP@dgs.ca.gov.

9. Policy Updates

Sarah Cering, Branch Chief, Statewide Procurement Oversight and Consulting Branch, DGS, PD

Procurement Efficiency Projects

- **eMarketplace:** BB on public search will be released soon
- **Annual 2025 Enacted Legislative Bills** affecting procurement BB to be released soon.
- **PIA Name Change:** BB released in December, SCM will change their name to the new name of California Correctional Rehabilitation Authority.
- **Tariffs:** BB to be released on tariffs next year.
- **Iran Act:** Policy and compliance list to be updated and BB to be released soon
- **Statewide RA Acquisitions:** Thank you to agency for all information submittals. Looking at effectiveness of the policy so we can address some questions about state's ability to be timely with those purchases.
- **Contract Classification Quick guide:** Targeting release at end of 2025.
- **Training** is one of PD efficiency,
 - Thank you for participating in the survey for training.
 - ID's which training is needed the most
 - How you want it delivered
 - Provide assessment of our current training.
- **Procurement Authority Assessment Form:** Piloted this last year, will continue to pilot.
- **Certification Consolidation Project:** Various certification required at time of bid or contract award that has an opportunity to be more efficient with. Teams are researching it.
- **NCB survey:** To be more efficient in NCB processing time and how we use portal and process/policy surrounding NCB as well as areas for policy clarifications.
 - Example: Purchases Exempt from the NCB Process – 1506
 - Purchases Exempt by DGS Policy: Maintenance agreements for equipment that is under documented warranty, or where there is only one authorized or qualified representative, or where there is only one distributor in the area for parts and services. This exception applies only in circumstances where services to be provided are less than \$250,000, per year; if over \$250,000, per year – an NCB is required.

- **Recycle content preference:** Bill passed 2 years ago, big project which is a multi-departmental collaboration. Teams are researching.

10. Office of Small Business and Disabled Veteran Business Enterprise Services (OSDS) Imran Chaudhary, Manager, Statewide Advocacy Support Program, DGS, PD

- **2024-25 Consolidated Annual Report:**
 - Strong year for SB/DVBE, Overall spend down, SB/DVBE spend up,
 - New: Remedial actions included per AB 2019; Remedial actions announcement later this year.
 - **CAR** due date was October 1 along with Improvement Plan
 - Reminders sent out August to October.
 - Departments have received deficiency letters if not submitted.
 - **IIJA Reporting:** Contracts must meet 25% SB participation and include in improvement plan.
- **DVBE Subcontracting:**
 - LAO is assessing SB 588 efficacy and implementation.
 - Form 810D was due on November 1.
 - Follow ups sent September to October.
 - Deficiency letters will follow.
- **ERGSO Update:**
 - Now fully automated.
 - No paper VSDS required.
 - Updated language will be shared for award letters and communications.
- **State Agency Recognition Awards:**
 - 26th Annual SARA will be April 14, 2026.
 - Nominations have been sent out and departments can self-nominate.
- **SB/DVBE Training Program**
 - On September 24, DGS/OSDS concluded its first SB/DVBE State Procurement Training 10-week cohort specifically for SB/DVBES.
 - Courses offered:
 - Leveraged Procurement Agreements - A Closer Look,
 - Fair and Reasonable & SB/DVBE Option Acquisition Methods,
 - ABCs of EPP
 - Understanding CUF
 - Solving the Marketing Mystery (2-Part Series)
 - Departmental Contracting.
- **Upcoming Events of Interest for Departments (participation opportunity)**
 - February 18, 2026
 - Government Contracting Panel, Nor-Cal Elite Disable Veterans Network – Virtual
 - Outreach events: <https://www.dgs.ca.gov/PD/Events>
 - OSDS LinkedIn: <https://www.linkedin.com/company/dgs-osds>
- **Certification/Compliance**
 - Public comment period and hearing ended on October 3, 2025.
 - Analysis of comments is being conducted.

- CUF, DVBE Subcontractor and Program Abuse Training will be conducted by OSDS on December 2.
 - BB: [Small Business and Disabled Veteran Business Enterprise Program Compliance Training - Webinar](#)