



# Meeting Recap

February 19, 2026  
1:30 p.m. to 2:30 p.m.

## 1. Welcome

**Nick DeAngelis, Statewide Procurement Oversight and Consulting and Support Unit, 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**

### Strategic Procurement Efficiency Projects

- Purchasing Authority Tier Increases
  - Updated Purchasing Authority Approval Letters (PAAL) for the November tier increases were provided to state agencies by December 31, 2025 as required in Broadcast Bulletin (BB) [#P-10-25](#).
  - BB #P-10-25 requires state agencies to update their internal Procurement Policies and Procedures Manual (PPM). Updated P&Ps are due to DGS by March 31, 2026.
  - If you have questions regarding the new PAAL tier increases, please reach out to your Purchasing Authority (PA) Specialist or Nick DeAngelis.
- Contract Certification's consolidation
  - Required bidder documents, such as the Darfur Contracting Act and the General Provisions, are being consolidated.
  - Considered solutions:
    - Incorporate into the General Provisions
    - Create a single document which contains all of them with a signature agreement for vendors.
- Leveraged Procurement Agreement (LPA) Cost efficiency
  - DGS compared LPA pricing with government agencies, the federal government, and retail sectors.
    - Several contracts were reviewed, and based on prices and specifications, preliminary numbers reveal DGS LPAs are saving the state \$81 million.
- eMarketplace
  - PD expressed appreciation to state agencies that participated in the recent eMarketplace user experience testing.
    - Tested areas included purchasing, receiving quotes, and how the RFO process works in the eMarketplace system.

- Two sessions provided state agencies with hands-on experience of the eMarketplace system.
      - Feedback and insights were shared on how the system will or will not work for state agency operations
    - For state agencies who would like to participate in future user testing sessions, please reach out to Renée Alexander at [renee.alexander@dgs.ca.gov](mailto:renee.alexander@dgs.ca.gov).
- Procurement Staffing and Communication survey
  - The survey was released in December 2025 with responses due in January.
  - Insightful data was obtained from department PCO's and PAC's regarding:
    - Number of buyers
    - What their roles/responsibilities are
    - What areas state agencies experience challenges with procurement processes
    - What areas DGS can support and assist
  - For any clarifications on the survey, PD will reach out to the state agency for additional clarification.
  - PD appreciates those who completed the survey and will continue to review the data.

#### Cloud Computing Software as a Service (SaaS) Reminder

- BB [#P-06-025](#) Cloud Computing SaaS Procurement Policy and Procedures
  - Issued on August 1, 2025.
  - BB allows state agencies to use a purchase order to buy SaaS, Commercial Off-the-Shelf products.
  - BB issued and change made due to DGS PD recognizing the challenges of having a vendor signing a contract containing the State's General/Cloud Provisions.

#### CalCard

- CalCard program information and process for state agencies to utilize the CalCard is available online.
  - Visit the webpage: [CAL-Card Program](#).
- CalCard is a payment method, not an acquisition method.
- CalCard policy limits are based on PA tier levels.
  - For example, Tier 1 has a level of \$200,000 for competitive open market acquisition methods. After an acquisition method is used to obtain procurement, the CalCard can be utilized as a payment mechanism for procurements up to the \$200,000 Tier 1 dollar threshold
    - However, CalCard use is also dependent on the state agency's internal procurement policy.
  - State agencies may use their CalCard to pay for goods and services up to their PA tier level.
    - A State agency's internal policy can establish various CalCard limits as a secondary policy to the SCM PA tier policy.

- State agencies can evaluate internally what the CalCard processes and compliance methods are and set CalCard limits based on the state agency's PA limits (or lower).
- CalCard information is available on the [CAL-Card Program](#) website, and in [SCM Vol 2](#).

### 3. Acquisition Updates

**Carol Bangs, Branch Chief, Acquisition Branch, DGS PD**

**Christina Nunez, IT Manager I, Contracts Management Unit, DGS PD**

**Denelle Scott, IT Manager I, Technology Acquisitions Unit, CMAS and OTA, DGS PD**

#### Upcoming Solicitations

| Award Type | Solicitation Title/Description | Contact Email  | Advertisement link to CSCR          |
|------------|--------------------------------|--|-------------------------------------|
| Statewide  | Envelopes, Recycled Paper      | <a href="mailto:willie.orphe@dgs.ca.gov">willie.orphe@dgs.ca.gov</a>           | <a href="#">Event ID 0000034618</a> |
| Statewide  | Tablets RFP                    | <a href="mailto:eugene.shermereko@dgs.ca.gov">eugene.shermereko@dgs.ca.gov</a> | <a href="#">Event ID 0000035538</a> |
| Statewide  | Dry Bakery Mixes               | <a href="mailto:jennifer.balluch@dgs.ca.gov">jennifer.balluch@dgs.ca.gov</a>   | <a href="#">Event ID 0000037243</a> |
| Statewide  | Signs                          | <a href="mailto:jamie.boes@dgs.ca.gov">jamie.boes@dgs.ca.gov</a>               | Upcoming                            |
| Statewide  | EVSE Portable Chargers         | <a href="mailto:eugene.shermereko@dgs.ca.gov">eugene.shermereko@dgs.ca.gov</a> | Upcoming                            |
| Statewide  | De-Icing Road Salt             | <a href="mailto:jason.vu@dgs.ca.gov">jason.vu@dgs.ca.gov</a>                   | Upcoming                            |
| Statewide  | Guardrail and End Treatments   | <a href="mailto:michaelenkyler@dgs.ca.gov">michaelenkyler@dgs.ca.gov</a>       | Upcoming                            |
| Statewide  | Law Enforcement Canines        | <a href="mailto:tara.gill@dgs.ca.gov">tara.gill@dgs.ca.gov</a>                 | Upcoming                            |

#### LPA's Coming Soon

- Unarmed Security Guard Master Service Agreement
  - Protest received
  - Direction given to extend contracts and or use the existing agreement for security guard needs.

#### Statewide Contracts (SC) Updates

- Industry-wide shortage on memory/storage components due to the rapid expansion of AI infrastructure.
  - Supply and demand issues are creating volatile price fluctuations.
  - PD is consulting with contractors and their Original Equipment Manufacturers (OEMs) to understand the impacts.
  - Mainly the PC goods and tablets statewide contracts impacted
  - Recent Pricing Changes
    - PD consultation with HP and Dell contractors resulted in a supplement to change the pricing structure from core line items to a fixed, discounted MSRP-priced line item.
      - Details included in the SC user instructions.
      - Other contracts may be negotiated.
  - DGS recommends buying now
    - Prices are predicted to rise in the next 18-24 months.
    - DGS recommends that state agencies forecast what is expected to be purchased in the next year to 18 months and to buy in bulk.
    - A component price increase is expected in April 2026.
  - DGS confirms HP and Dell will honor quotes/pricing for 30 days.
    - If the vendor contradicts the 30-day quote hold and states the quote is only valid for 14 days, the state agency is to reiterate the 30-day quote hold agreement between DGS and HP/DELL.
    - If the state agency is still met with resistance, contact the DGS contract administrator assigned to the SC.
    - DGS may look at configurations and search online items to look for lower-cost options, which will take time.
  - The SC PC goods contracts offer three tiers of computer hardware: Standard, Power, and Workstation.
    - For state agencies typically utilizing a higher tier, DGS suggests that state agencies consider lowering their tier or buying less of the higher-tier PC's.
    - For state agencies who do not require higher tier PC's, DGS recommends purchasing lower tier PCs.
  - Broadcast Bulletins will be posted to communicate the current PC Goods/Services SC pricing fluctuations and provide options that are available to state agencies.

#### Submitting Purchase Requisitions to OTA

- Key Deadlines
  - April 1, 2026:
    - All non-IT Goods requests due to OTA
    - Requests funded by federal funds expiring Sept 30, 2026, due to OTA
- Priority will be given to complete submittals.
- Submittals will not be processed until all required documentation is included.
- Late submissions may not be processed.

- Pre-Submission Requirements:
  - Obtain necessary pre-procurement approvals:
    - Non-Competitively Bid (NCB), Limited to Brand, Special Category Request (SCR) approval.
    - Office of Fleet and Asset Management (OFAM),
    - CALCTRA,
    - Department of Finance (as applicable)
- Required documents:
  - Draft Cost Worksheet
  - Administrative Requirements
  - Specifications for Non-IT Goods
- Additional Required documents (if applicable):
  - For repeat purchases, a copy of the prior PO/contract
  - For any NCB, LTB or SCR, provide the current or prior approval
  - If applicable, provide the Contract Advertising Exemption Request (STD 821)
- Documents required for special types of purchases:
  - For Vehicles:
    - OFAM approval
    - Fleet Acquisition Plan (FAP) number
  - For Printing Services:
    - Approved Printing Services Exemption Request (PSER) or Printing Equipment Acquisition Request (PEAR) approval
  - For solicitations:
    - DVBE Waiver
    - STD 816
  - For exemptions from mandatory LPA's or other mandatory purchasing methods
    - Statewide Contract Exemption
    - CalCTRA exemption
- Requirements if procuring from an LPA
  - Provide
    - LPA number
    - Price list with applicable line items highlighted
    - If applicable (e.g.- ITMSA), assessment plan and assessment documents,
      - Contractor references
      - Technical responses.
    - If using a CMAS, SLP or Masters contract include at least five potential suppliers, with contact information.
      - Include SB/DVBE suppliers if possible.
- Common Pitfalls
  - Missing documents causes delays or denial
  - Incomplete submittals and/or lack of responsiveness from the requesting state agency may result in requests being subject to OTA's escalation process and may be returned to the state agency.

- Contact Information
  - Lynne Edison, OTA Supervisor
  - Email: [lynne.edison@dgs.ca.gov](mailto:lynne.edison@dgs.ca.gov)
  - Phone: (279) 946-8417

**4. California State Library (CSL) Guest Presenter  
Stephanie Manansala, Supervising Librarian II, Information Services Section,  
California State Library**

CSL Mandate

- Defined by California Education Code Title 1, Division 1, Part 11, Chapter 7, Article 2, Sec. 19320 (k)
  - Authorizes the California State Library to serve as the central reference and research library for the departments of state government and maintain adequate legislative reference and research library services for the Legislature.

State Library Card

- For instructions on How to “Get a State Library Card”: visit the CSL web page:
  - <https://www.library.ca.gov/apply/> and complete the fields.

Questions

- How to ask reference questions and get inter-library loans and journal articles, visit the “Ask A Librarian” web page: <https://libraryca.libanswers.com/form> for assistance.
- For general assistance, email: [csinfo@library.ca.gov](mailto:csinfo@library.ca.gov).

Online Library Resources

- Web page: <https://www.library.ca.gov/services/online-resources/>
  - Online library resources can be accessed remotely with a library card to log in.
  - Popular Sources/References
    - Newspapers: *Sacramento Bee*, the *Chronicle*, historical and current; the *New York Times*, newspaper archives, the *California Collection*, and the *Wall Street Journal*.
    - Newspapers from all over the country and the world are also available.
    - A database for buildings and physical spaces
    - Physical Sanborn maps for where things are.
    - “O’Reilly” eBooks and videos
    - Cutting-edge textbooks
    - Personal development resources.
  - A few resources that are not accessible due to vendor agreements (i.e., *ASTN Compass standards* and *CEB Unlock*).
    - Contact us for special situations
    - Our sole mission is to assist state employees in acquiring the information they need to do their best work.
  - For more information, contact Stephanie Manansala, CSL, at [stephanie.manansala@library.ca.gov](mailto:stephanie.manansala@library.ca.gov).

### Employee Library Card Advantages

- Easy to acquire
- Available resources in the CSL divert purchasing of publications that are already available.
  - Items may be obtained through the CSL

## **5. Policy Updates**

### **Sarah Cering, Statewide Procurement Oversight and Consulting Support Branch (SPOC), Chief, DGS PD**

#### Legislation/ Bills

- Two new bills that may impact state agencies:
  - SB 1245 – A human trafficking certification, which has quite a few requirements that the contracting department will be responsible for.
  - SB 1044 – A proposal to increase the SB/DVBE Option from \$249,000 to \$350,000 and update annually thereafter based on CPI adjustments.
- If interested in certain DGS-tracked legislative developments, email Sarah Cering at [sarah.cering@dgs.ca.gov](mailto:sarah.cering@dgs.ca.gov).

#### SCM Volume 2 Updates

- Chapter 1: Appreciation given to the state agencies that provided SCM feedback. This included revised purchasing authority policies and procedures to align with DGS' new PAAL tier increases, other PA processes, and outdated information.
  - Updates are in the final stages of the approval process and will soon be published.
- New Chapter 25: Contracting with Government Entities
  - New chapter will focus on contracting with the federal government and other local agencies, cities and counties.
- New Chapter 24: Clarifying Contract General Provisions
  - New chapter will focus on clarifying contract General Provisions information found throughout the SCM into one chapter
  - Focus will be on clarifying the State's General Provisions.
- Contracting Classification Guide
  - Updates to be released in April.
- Contract Certification and Consolidation Project
  - Additional time is needed to update the terms and conditions, consolidate new forms, and remove outdated forms.
  - Estimated completion by the end of the calendar year.
- Surplus Property Program
  - May provide reasonable accommodations (RA) equipment that is already available in their inventory.
  - The program is developing automation requests and providing pictures.
  - Contact information will be provided in a follow-up email.
  - DGS encourages state agencies to contact the Surplus Property Program for RA equipment.

- Sit/stand desktop stations are available in their inventory, and requestors may receive equipment faster than via vendor purchases.

## 6. eMarketplace

**Renée Alexander, Section Chief, Policy, Training and eProcurement Strategies (PTEPs), DGS PD**

### Design Workshops conducted on February 3 and 4, 2026

- 50 state agencies and 118 procurement officials participated.
  - DGS appreciates feedback received by state agencies.
  - EDD and DMV currently have similar new eMarketplace systems in place.
    - DGS plans to contact them and obtain information on how their new system functions or request a demonstration.

### Key Takeaways

- What does “Amazon-like” shopping mean to state agencies?
  - Common themes included:
    - Prominent search bar
    - Intuitive filtering
    - The ability to compare items
    - Adding items to a cart
    - Completing purchases with minimal steps
    - Accurate descriptions and pictures
    - Pricing visibility
- What is the hardest part of the current LPA shopping process?
  - Difficulty navigating Cal eProcure search results
  - Rigid keyword matching
  - Unclear contract naming conventions
  - Reliance on externally linked documents
  - Having to download and review numerous price sheets and user instructions.
  - Pricing verification and the effort to confirm vendor quotes match LPA pricing for non-core contract items (specifically for NASPO and CMAS).
- How can DGS help automate pricing verification, make the effort to confirm vendor quotes, and match LPA pricing for non-core items?
  - DGS to develop solutions to these questions.
- State agency benchmarks for success six months after Go-Live.
  - Faster turnaround from request to PO
  - Fewer emails and follow-ups
  - Standardized data
  - Increased confidence that purchases are compliant
- Vendors are also scheduled to participate in the design and testing with PD
  - Collaboration with vendors and state agencies to address and meet any procurement process needs.
  - DGS appreciates partnering with state agencies as well as the vendor community for testing.
- PD is utilizing the quoting functionality that CALCTRA (California Correctional Training and Rehabilitation Authority) uses today.

- A major focus is to enable quick quotes within the system and track procurements electronically.

## 7. Training

### **Annette Picetti, Section Manager, Statewide Procurement Training and Policy Procedures and Legislation, DGS, PD**

#### Name change

- DGS announced the new name change from CalPCA to California Academy of Procurement Professionals, or CAPP.

#### Training Program transformation

- CAPP is modernizing and transforming today's procurement education for tomorrow's professionals.
- CAPP will foster a culture of continued learning engagement and passion that inspires procurement professionals to deliver the best value for the State of California.
- Through on-demand micro-learning and intermediate lab-style learning, clear learning pathways, and progression, CAPP will enable learners to develop foundational knowledge and expertise and grow into strategic leaders.
- Courses will be intentionally sequential, practical, and aligned with current procurement practices, bringing procurement education into today's learning needs.
- Together, CAPP will help shape the future of state procurement by designing and delivering training that builds knowledge of procurement professionals across California, improving efficiency and effectiveness of statewide procurement practices.

#### Pilot testing

- As CAPP is being developed, DGS will be asking for state agency support and are inviting Subject Matter Experts (SMEs) to participate in the development and review process. This pilot will be initiated in May.
  - If state agencies are interested in participating or have questions, email [CalPCAOnline@dgs.ca.gov](mailto:CalPCAOnline@dgs.ca.gov) or Annette Picetti at [Annette.picetti@dgs.ca.gov](mailto:Annette.picetti@dgs.ca.gov).

## 8. Office of Small Business and DVBE Services (OSDS)

### **Imran Chaudhary, Advocacy Support Program Manager, OSDS, DGS, PD**

#### OSDS Advocacy Section Updates

- Consolidated Annual Report Update
  - Currently in the review process and will be released within Quarter 1.
  - Will include a section on remedial actions; 23 state agencies will receive remedial actions.
- Legislative Analyst Office completed assessment on SB 588 (Archuleta)
  - Link to report: [Disabled Veteran Business Enterprise Program Review](#)
  - Findings included:
    - Gaps in reporting data,
    - Audit of state agencies needs to be conducted,
    - Data quality and consistency must improve

- Answers to why state agencies do not meet DVBE goals and are not following withholds
- 2025 DVBE Questions regarding the STD 810D submissions
  - Why was the withhold not made?
  - Why was the contract amount reduced
  - Why did subcontractor pay less?
  - If withhold was not applied, then underutilization of DVBE vendor occurred or there was a CUF issue
    - OSDS Compliance to follow-up.
- OSDS is currently planning training for:
  - DVBE Subcontracting (STD 810D)
  - Consolidated Annual Report for FI\$Cal and Non-FI\$Cal departments.
- State Agency Recognition Awards are on April 14, 2026.

### Outreach Section Updates

- Working on a Bidder Declaration form update (DGS PD [05-105/05-106](#))
- Reminder to utilize the SB/DVBE Emergency Registry, Buyer Search Portal
  - All procurement officials are encouraged to register: [https://dgs.service-now.com/dgs\\_ssp](https://dgs.service-now.com/dgs_ssp)
  - Please send any comments and questions to: [SBDVBEEmergencyRegistry@dgs.ca.gov](mailto:SBDVBEEmergencyRegistry@dgs.ca.gov)
- Outreach events of interest for state agencies:
  - March 4, 2026 - 5th Annual DBE/SB Summit by CalTrans, in-person event (Fresno).
    - Features exhibits and advanced workshops geared towards businesses.
  - March 18, 2026 – 2026 Supplier Diversity Symposium by California Statewide Coalition for Diversity Initiatives, in-person event (Pasadena Convention Center).
    - More information here: [2026 California Supplier Diversity Symposium](#).
  - April 17, 2026 - 5th Annual Small Business Matchmaking Event, in-person event (Orange County).
    - Local small business opportunity to connect and partner with agencies on upcoming projects.
- Outreach events are an opportunity to do focused outreach and meet with small, diverse DVBE businesses at low to no cost to meet AB 2019 and 1574 requirements.
  - For all outreach events, go to: <https://www.dgs.ca.gov/PD/Events>
  - Follow OSDS on LinkedIn at: <https://www.linkedin.com/company/dgs-osds>