



# Meeting Recap

Thursday, August 18, 2022  
1:30 p.m. to 2:30 p.m.

## 1. Welcome

**Renata Rasberry, Dispute Resolution Unit (DRU) Supervisor,  
Policy, Training & Customer Services (PT&CS) Branch, Procurement Division (PD),  
Department of General Services (DGS)**

Renata Rasberry opened the meeting to welcome all participants and provided instructions on participating in the Purchasing Authority Round Table (PART) Microsoft Teams meeting. She reminded participants to mute speakers to minimize background noise. Opportunities to answer questions will be provided at the end of each speaker's presentation and at the end of the PART meeting.

## 2. Procurement Division Updates

**Angela Shell, Deputy Director, PD, DGS**

### Projects/Procurements

- DGS One Time Acquisitions to assist and complete procurements by September
- High profile projects and emergency procurement efforts
  - Inflation relief payments – currently working closely with FTB and CDT
  - RFI Squared for California manufacturing of C-19 test kits – unable to issue a procurement. DGS, PD is aware of COVID related market trends.

### Supply Chain Issues

- Vehicle shortages
- Paper shortages
  - SCO - providing procurement assistance to SCO for their essential operational necessities – i.e., paper for checks
  - OSP - paper for printing
- Price increases and delivery delays negatively impacts procurement process
- Monitoring LPA requests
- Encourage state agencies to provide feedback
  - Are there areas that DGS, PD can help regarding extreme supply chain issues?
  - How are state agencies handling product delivery issues?
  - If there is a need for a whole state response, contact DGS, PD.

### Prompt Payment Issues

- Reminder to state agencies and stressed importance on utilizing FI\$Cal for processing payments.

- SB/DVBE Council
  - Reported continued prompt payment issues
  - SB/DVBE Council to examine Federal government’s handling of their prompt payment issues
  - Promote vendor FI\$Cal utilization to view payments online and FI\$Cal’s public prompt payment webpage
  - Goal will focus on prompt payment issues over the course of next year
- SB/DVBE Advocates
  - Promote SB/DVBE Advocates as a resource for state agencies and SB/DVBE vendors
  - Prompt payment issues are partially due to vendor’s lack of understanding on SB/DVBE contracting and state agency’s handling of the prompt payment process
  - Train SB/DVBE Advocates to actively assist their state agencies to attain and increase SB/DVBE contracts
- Budget Change Proposal (BCP)
  - DGS, PD approved a BCP to secure additional responses/suppliers and gather diversity supplier data
  - Includes additional resources to provide diverse supplier training and implement SB/DVBE Advocate support and assistance
  - Goal is to support state agencies and SB/DVBE Advocates

Bills moving to Legislation

- AB 661 – State Agency Buy Recycled Campaign (SABRC) response/reporting
- AB 2019 – Include 25% SB goal in statute
- AB 778 – California Agricultural Produce Act
- AB 1369 – Enhance existing Buy Clean California Act

Upon passing of listed bills, procurement policy requirements will significantly increase for state agencies.

Staffing Updates

- New DGS Chief Counsel: Christine Ciccotti
  - Formerly from Health & Human Services Agency (HHSA)
- Government Operations Agency New Positions
  - Undersecretary: Miriam Ingenito
    - Formerly the Director of FI\$Cal
  - State Chief Equity Officer: Pam Chueh
    - Role includes observing and monitoring all state operations such as hiring, procurement and other initiatives

**3. Office of Small Business and Disabled Veteran Business Enterprise Services (OSDS) Updates  
Demeshia Swanson, OSDS Manager, PD, DGS**

- Small Business and DVBE Regulations
    - Updates to outdated language and adding consistency between SB and DVBE regulations
    - Revised package is with Government Operations Agency
    - Thirty days to complete an economic assessment evaluation
    - Submit to Office of Administrative Law – Public Hearing (will be conducted on Zoom for this year) – the public has 45 days to comment
    - Updates include:
      - Senate Bill 588 – Awarding state agencies required to withhold \$10,000 or the full payment if less than \$10,000 from the final payment until the STD 817 certification is received
      - AB 230 – Prime vendor certifies the work, payments made and committed to DVBE subcontractors
      - AB 1574 – Awarding state agencies required to increase pool of SBs & MBs in solicitations, to include those not used, not regularly used and those currently in solicitations
  
  - AB 1574
    - Submitted a statewide policy change request
    - Applies to all acquisition methods
    - Policy includes reminders to use existing Government Code provisions
      - Additional strategies and tools:
        - SB/DVBE Option
          - Allows for contractor selection based on best value
          - As of July 1, DGS, PD waived the SB/DVBE Option advertising costs for state agencies in California State Contracts Register (CSCR).
          - Utilizing the FI\$Cal payment tool provides entered/paid invoice and subcontracting transparency
            - [FI\\$Cal Purchase Order Payment History Tool](#)
            - [FI\\$Cal Purchase Order Payment Search Tutorial](#)
        - Fair and Reasonable
        - SB/DVBE Off Ramp when using mandatory Statewide Contracts
    - California SB/DVBE Atlas Mapping Tool
      - Overlay certified firms
    - SB/DVBE spend comparison available on dashboard
      - Contact SB/DVBE advocates for more information
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- Certification Backlog
  - Current certification application processing times: 8-10 weeks
    - Application waitlist
    - Two-month extension for existing businesses who have completed their application in the system
  - If you are working with a firm that needs expedited processing contact [OSDSHelp@dgs.ca.gov](mailto:OSDSHelp@dgs.ca.gov)
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- Consolidated Annual Report (CAR)

- FY 20-21 posted on the DGS website
- Table displays participation with and without emergency purchases
  - Low numbers due to emergency contracts: wildfires, floods and COVID pandemic
  - Total contract dollars in billions
  - SB/MB dollars in millions
  - DVBE dollars in millions

State Awards	Total Contract Dollars	SB/Micro Dollars	SB/Micro Percent	DVBE Dollars	DVBE Percent
Total State Award	\$21,225	\$3,100	14.60%	\$520	2.45%
Without Emergencies	\$8,174	\$2,351	28.76%	\$432	5.28%
Only Emergencies	\$13,051	\$749	5.74%	\$89	0.68%

- State Agency Reminders
  - Verify the certification status for SB, SB/MBs, SB/PWs and DVBEs
    - Regardless of acquisition type
    - Especially when using the SB Option or DVBE Option

**4. Upcoming Leveraged Procurement Agreements (LPAs)**

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

**Edward Achuck, Pharmacy Section Chief, Acquisition Branch, PD, DGS**

- Recently Awarded Statewide Contracts (IT and Non-IT Goods)
  - Fleet Vehicles, Light Duty
  - PC Goods
  - Mobile Solar Charging Station
  - Enforcement Vehicles
- Recently Awarded Statewide Food Contracts
  - Halal
  - Frozen & Processed Turkey
  - Cereal Ready to Eat
  - Frozen Waffles, Pancakes, & French Toast

Contract information is located on Cal eProcure. For a complete list of Statewide Contracts, view the State Contract Index Listing located on the DGS-PD homepage:

<https://www.dgs.ca.gov/PD/>

- Upcoming Statewide Contracts (IT and Non-IT Goods) Fuel – Gasoline, Diesel
  - Bulk fuel (gasoline, diesel, E85, biodiesel), renewable diesel/biodiesel blend
  - Rainwear, jackets and pants
  - Plotters/wide format printers
  - Tires

- Motorcycle, enforcement
- Paratransit vehicles
- Upcoming Statewide Food Contracts
  - Mexican entrees
  - Milled rice
  - Miscellaneous food

#### Software Licensing Program (SLP)

- SLP Agreements
  - 655 Active re-seller agreements completed
  - 609 SLP Agreements completed
  - 46 SLP+ Agreements completed
- Potential New Publishers
  - Quest
  - Xerox
  - Submittable
  - ARInspect
  - Fortinet
  - Veritone
  - IronNet
- Current Projects
  - Currently negotiating with Oracle to potentially include re-occurring Oracle terms within re-seller agreements. This will help simplify procurements at the user level.

#### Cooperative Agreements

- New Portfolios/Contractors Added:
  - Financial Information Data Match (FIDM) Services (new portfolio)
    - Child support delinquency
    - Searchable bank account linked to child support payments
  - Public Safety Communications (added six contractors)
- Extended Portfolios:
  - Computer equipment (expires 2/28/23)
  - Mailroom equipment (expires 12/31/22)
  - Public safety video equipment (expires 10/30/22)
  - Software Value Added Reseller (VAR) (expires 9/30/22)

#### Master Agreements

- New Portfolios Added
  - Assessment and monitoring services for disaster debris and hazard tree removal
  - Electronic Payment Acceptance Services (EPAY)
    - Statute: state agencies are to accept payment by credit or debit card
- Extended Portfolios
  - Credit Card Acceptance [American Express] (expires 6/30/23)

- Separate agreement for state agencies that accept American Express as a payment method
- Electronic Information Library Services (E-Library) – WestLaw (expires 6/30/23)

## 5. PD Customer Survey

**Angela Shell, Deputy Director, PD, DGS**

### Customer Service

- Develop improvements on DGS, PD's responsiveness
  - Rapid response or acknowledgement
  - Practice in place to respond within 24 hours

### DGS, PD Website

- Develop a customized human centered design concept with most helpful information at the forefront.
- Current web design was built based on past structured templates

### Procurement Challenges & Common Questions

- Propose purchasing authority specialists to schedule regular meetings with their assigned state agencies
- Propose collaboration and partnership with state agencies on solutions to procurement challenges

### IT Definition

- Defining IT and what are the differences in IT goods/services classifications
- Technology has significantly progressed within the past 22 years and IT procurement policy updates must be aligned with current technology goods/services aspects
- Collaboration with CDT work group regarding IT definitions/classifications
  - CDT work group is named Categorization of All Technology, Telecom and Internet of Things Effort (CATTIE)
  - CATTIE collaboration will propose ways to modify policy, resolve issues and provide responses as well as analyze how IT procurement has evolved.

### IT General Provisions (GPs)

- Pressure from vendors to update existing IT GPs that may be overly restrictive or outdated i.e., IT SCM policies that were developed back in 2000
- Draft in development and soon to be completed

### Proprietary Digital Publication Policy

- New policy added and is currently in development

## 6. Statewide Supplier Diversity Program

**Danetta Jackson, Statewide Supplier Diversity Program Manager, PD, DGS**

The Statewide Supplier Diversity Program Manager is a new DGS, PD position committed to implementing strategic policy, improving equity, and achieving greater diversity in the state supplier database. This new role entails collaboration with all of PD programs and external stakeholders.

- Diversity Data Collection in Cal eProcure
  - Goal is to improve supplier diversity in the state’s supplier pool
  - Launched in April of 2022
  - Data collection is voluntary and allows existing and new suppliers to share business ownership demographics within their profile in Cal eProcure
    - Demographics includes ethnicity, race, gender, identity, and sexual orientation
    - Statistics will reveal how data is utilized statewide and will provide information for strategic policy implementations.
  - Over 2,100 vendors have entered their supplier profiles
    - Each supplier is assigned a certification ID associated with their profile
  - Data collection can be found on the DGS, PD website by typing “supplier diversity” in the search field
  - Diversity and Inclusiveness in State Contracting video
    - Development stage
    - Explains the program mandates to include diverse SBs
    - Discusses strategies that support a supplier diversity program
- California Black Chamber of Commerce Business Economic Summit/Business Matchmaking – September 30 through October 1, 2022
  - July 26 Broadcast Bulletin released inviting buyers and advocates to participate in business matchmaking at the California Black Chamber of Commerce Business Economic Summit
  - Begins Friday, September 30, 9:00 am to 12:00 pm, located in the Embassy Suites, 100 Capital Mall, in downtown Sacramento
  - Goal is to create cooperative connections and business opportunities
  - Attendance is expected to be 200 in total. No cost to participate and there is still time to RSVP. Email Darvin Manuel for more information.
- SB/DVBE Procurement Training
  - SB/DVBE technical assistance training program – invites state agencies to share links or documents that have training information
  - E-mail to [SupplierDiversity@DGS.CA.GOV](mailto:SupplierDiversity@DGS.CA.GOV)

## 7. Policy Updates

**Kim Agustin, eProcurement Manager, PT&CS Branch, PD, DGS**

- AB 1574
  - CAR and FI\$Cal 810 intake pages (FI\$Cal functional design updates for electronic CAR data entry forms)
  - Bidder Declaration

- Currently under final review
- AB 1158
  - Carpet and reduced emissions
  - Currently under final review
- Proprietary Digital Publications
  - Development stage
  - Finalizing the consolidated responses received from PART focus group and are drafting responses to the questions
- AB 822 Choose California Produce Act
  - California grown agricultural produce bid/solicitation requirements
  - California packaged/processed agricultural produce bid/solicitation requirements
  - Development stage
  - Delayed pending AB 778 outcome which may have an impact
- Legislation session will end August 31
  - DGS, PD will continue to monitor active bills