



Delaware Office of Minority & Women Business Enterprise *Strategies for Success!*

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Executive Director

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Outline

- American Recovery & Reinvestment Act
- Strategic Sourcing Initiatives & Supplier Diversity Initiatives
- Business Intelligence
 - Delaware Purchasing Code
 - Identifying Opportunities
 - Pre & Post Award
- OMWBE Database
- State Supplier Diversity Initiatives
- DeEXCHANGE Regional Platform → DeACCESS

Stimulus Spending Guidelines

Implementing Guidance for the American Recovery and Reinvestment Act of 2009

- Providing maximum practicable opportunities for small businesses
- Providing equal opportunity for disadvantaged business enterprises

– To review complete document

<http://www.recovery.gov/sites/default/files/m09-15.pdf>

Strategic Sourcing & Supplier Diversity Initiatives

- Cast the net wide and foster competition
- Create opportunities for non-incumbents
- Expand supplier base
- Evaluate cost controls along with the quality and service provided by all potential suppliers
- Meet voluntary supplier diversity goals

Business Intelligence

Ask the right questions

- Is the product or service on mandatory state use contract?
- When does it expire? When will it be advertised?
- Who is the current vendor? Ask to see the current contract.
- Is it under threshold? Is there a list I should be on?

Delaware Purchasing Code

<http://delcode.delaware.gov/title29/c069/index.shtml>

	Under Threshold		Formal Bid Process
Material & Non Professional Services	Less Than \$10,000	\$10,000-\$24, 999	\$25,000 & Over
	Open Market Purchase	3 Written Quotes	
Public Works	Less Than \$25,000	\$25,000-\$49,999	\$50,000 & Over
	Open Market Purchase	Three Letter Bids	Formal Bid
Professional Services	Less than \$50,000	\$50,000 & over	
	Open Market Purchase	Formal Bid Process	

Where are the Opportunities

<http://bids.delaware.gov/>

Bid Solicitation Directory RSS

The Bid Solicitation Directory is an index of links to various state agencies across all three branches of state government that have an open Request for Information (RFI), Invitation to Bid (ITB), and/or a Request for Proposal (RFP). The goal of this directory is to provide ITBs and RFPs without requiring knowledge of the specific structure of state government. Please take a moment to read the [Doing Business with the State Topic Page](#) if you may wish to receive notification on here: <https://diss.state.de.us/DWS/public.diss>. For more information about working with the State, please visit the [Doing Business with the State Topic Page](#).

Note: Due diligence has been followed to ensure the links in this index are accurate and complete however, this index may omit some forms and/or contain outdated links. Please use our [Contact Form](#) if you discover any outdated links or have suggestions regarding this index.

Open RFIs, ITBs and RFPs Sorted by Date Opened

Opened	<u>Agency</u> ↓ <small>(Agency acronyms)</small>	<u>UNSPSC</u> ↓ <small>(UNSPSC information)</small>	<u>Title / Description</u> ↓	<u>Close Date</u> ↓
8/17/2009	OMB:GSS	7818	Vehicle Transmission Repair NEW	9/8/2009
8/17/2009	DHSS:DPH	8511	RFP HSS - 09027 Medical Personnel For Mass Vaccination Campaign NEW	9/8/2009
8/17/2009	DHSS:DSAMH	8512	RFP HSS-09023 Dental Hygienist Services NEW	8/31/2009
8/17/2009	DHSS:DSAMH	8512	RFP HSS-09022 Dental Services NEW	8/31/2009
8/17/2009	DHSS:DSAMH	8512	RFP HSS-09021 Psychiatric Services NEW	8/31/2009
8/17/2009	OMB:DFM	7215	Contract No. FY84 0316 - New Castle County Courthouse - Parking Lot Construction NEW	9/16/2009
8/10/2009	DHSS:DMS	4223	Nutritionally Complete Foods	8/28/2009



Click to register to receive email notification about opportunities

Where are the Opportunities

How to Register for State Opportunities Listserv Login Page

<https://diss.state.de.us/DWS/public.diss>

August 11, 2009



Subscription Service Main Menu

[Help](#)

Account Services

User Name

Password

[Password Recovery](#)
[Create Account](#)

Welcome to the Delaware Information Subscription Service (DISS) website. This service will allow you to subscribe to information updates provided by Delaware agencies and government entities via email address.

The current active subscription services include:

- School Closing Notification Services
- School Announcement Notification Services
- Sex Offender Notification Services
- Governor's Office Notification Services
- Registrar's Office Notification Services
- Legislation Notification Services
- Delaware Public Archives Notification Services
- Cyber Security Notification Services
- Vendor Contracts Notification Services

In order to receive information updates, you must create a subscription profile that includes your selection of the type of information you want. Information submitted by all subscribers is protected under Delaware Statute – to read a copy of the State's privacy policy, simply click [here](#).

To create a subscription, please click on the "Create Account" link on the left and follow the instructions. If you already have an account, please enter your User Name and Password in the fields to the left.

If you experience problems while visiting our site, or if you have suggestions on how we can make improvements, email the [Delaware Government Information Center](#). We will respond to your inquiry during normal business hours (8am to 4:30pm), except holidays.

[Disclaimer](#)

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Strategies for Success

Research the budget

www.omb.delaware.gov

Home

- Director's Letter
- News & Media
- About the Agency
- Sections
- OMB Employment
- Contact Information

Services more


- Auctions
- Bid Solicitations
- Contractor Annual
- Delaware Helpline
- Selling to the State
- State Planning
- Surplus Services
- Vendor Application

Information more

- Bid Results
- Budget Meetings
- Closings and Delays
- **Employee Resources**
- **FY 2008 Budget**
- Job Seeker Resources

Office of Management and Budget

Working together to create excellence in state government.



Announcements

[Adverse Weather Announcements](#)

December 4, 2007
[State Employee Benefits Committee Selects Vendor for Consulting Services. Aon Consulting selected through Request for Proposal process](#)

October 4, 2007
[Governor Minner Kicks Off Governor's Mentoring Initiative Campaign at Central Middle School](#)

October 2, 2007
[More than 400 State Employees Participate in the Wilmington Riverfront Governor's Cup Run/Walk](#)

September 19, 2007
[Information Session Scheduled for State Employees Interested in Becoming Mentors for Delaware Youths](#)

September 10, 2007
[New Toll Free Number for State Employees Regarding Workplace Issues](#)

Office of Management and Budget : Budget Development, Planning and Administration

HOME

- Employment
- Contact Information
- Office Location
- BDPA 2006 Strategic Plan

SERVICES

- Budget Development
- FY2008 Budget**
- FY2009 Budget**
- Strategic Planning
- State Planning
- Clearinghouse/Grants

INFORMATION

- Advanced Planning
- Fund
- Budget Archive
- Budget & Accounting Manual
- FY08 Treasury State Agreement
- BDIS
- Calendars
- Community Redevelopment Fund
- Mass Memos
- Related Links

Budget Development

Fiscal Year 2008
Operating and Capital Budget Information

- [Statewide Performance Measures](#)
- [Governor's State of the State Speech](#)
- [FY 2008 Governor's Financial Overview - Press Package](#)
 - [FY 2008 Governor's Recommended Policy and Financial Overview](#)
 - [FY 2008 Final Financial Overview](#)
- [FY 2008 Governor's Financial Overview](#)
- [FY 2008 Governor's Policy Overview](#)
- [FY 2008 Governor's Financial Summary, Charts, and Schedules](#)
- [FY 2008 Governor's Budget Highlights \(Including Capital\)](#)

Operating Budget

- [FY 2008 FINAL OPERATING BUDGET ACT \(HB 250\)](#)
- [FY 2008 Operating Budget Highlights](#)
- [FY 2008 Governor's Recommended Operating Budget Bill \(HB 25\)](#)
- [FY 2008 Governor's Recommended Operating Budget Volume I](#)
- [FY 2008 Governor's Recommended Operating Budget Volume II](#)

Capital Budget

- [FY 2008 FINAL BOND AND CAPITAL IMPROVEMENTS ACT \(SB 155\)](#)
- [FY 2008 Governor's Recommended Bond and Capital Improvements Budget Bill \(SB 15\)](#)
- [FY 2008 Governor's Recommended Capital Budget Volume](#)

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Your One Stop for Information

<p>HOME Director's Letter About Agency FAQs Employment Helpful Links Contact Information</p> <p>SERVICES Current Events Certification Recertification Contractor Registration Application MBE/WBE Directory OMB Supplier Diversity Pilot Project Supplier Diversity Form</p> <p>INFORMATION Publications Agency Websites OMB/DFM Bid Announcements Pilot Project Instructions Pilot Project Flowchart</p>	<div data-bbox="1396 305 1795 479" data-label="Image"></div> <p>Office of Minority and Women Business Enterprise (OMWBE) "Our mission is to increase the opportunity for minority and women owned firms to sell their products and services to the State of Delaware."</p> <p style="text-align: center;">Recommended Viewing:</p> <p style="text-align: center;">Click here to find Minority and Women Business Enterprises</p> <p style="text-align: center;">OMB Supplier Diversity Pilot Project</p> <p style="text-align: center;">Strategies for Success Presentation</p> <p style="text-align: center;">Agency Spend Report for Certified Minority and/or Women Business Enterprises</p> <p>What would you like to do?</p> <div style="border: 1px solid black; padding: 5px;"> <p>Become certified as a Minority and/or Women Business Enterprise? Research procurement opportunities with the State of Delaware?</p> <ul style="list-style-type: none"> - Where can I find current bid solicitations? Government Support Services Division of Facilities Management - Other State opportunities - DeACCESS Consortium Lead Core Member Collaboration Portal - Where can I find the current contracted services with the State? - Where can I find information on grants? - Where can I find contact information for an agency? Selling to the State Guide and Purchased products and services State Agency Contacts School District Contacts School District Facility Contacts Fire Company Contacts <p>Search for Minority and/or Women Business Enterprises Communicate business opportunities to Minority and Women Businesses? Small business funding and resource guide Send feedback to OMWBE</p> </div>
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DEOMWBE@STATE.DE.US
www.omwbe.delaware.gov

OMWBE Directory

Search for Minority and Women Business Enterprises

Search by firm's products and services keyword

Please separate words by comma(s)

or

Search by NAICS Description

or

Search by NAICS Description (Partial Entry)

For example typing in **prog** will retrieve all results with prog in the keyword which would include programming, program, programs etc.

or

Search by NAICS Code

Use * as Wildcards. For example, typing 23* will retrieve all construction related firms with 23 in the beginning of the NAICS code.

For more information on the North American Industry Classification System (NAICS), please visit [NAICS Homepage](#).

or

Search by Company Name

Please note by using "%" as a wild card your search will be more accurate. For example the search %entr% will produce all companies with "entr" anywhere in the company name.

or

Search by Certification Number

To watch directory demo [click here](#)



OMWBE Directory

Directory Keyword Search

Jackson Contracting, Inc.

jacksoncontract@aol.com

ATTN: Gary Jackson
7242 Pearsons Corner Rd.
Dover, DE 19904
302-674-1599 Telephone
302-736-5012 Fax
CONTRACTING/HIGHWAY CONTRACTOR; Water, Sewer, and Pipeline
Construction, GRADING, LOT WORK, SMALL DEMOLITION, Facilities Management
Contractor registered
NAICS Code: [Water and Sewer Line and Related Structures Construction](#)
NAICS Code: [Highway, Street, and Bridge Construction](#)
NAICS Code: [Site Preparation Contractors](#)

Traps Plumbing, Heating, Air Cond and Sheetmetal

trapsplumbing1851@hotmail.com

ATTN: Chairat Trapkasem
1851 S. DuPont Highway
Dover, DE 19901
302-677-1775 Telephone
302-677-1778 Fax
Also inspect homes on the real estate market. Sheetmetal work. Facilities Management
Contractor registered
NAICS Code: [Plumbing, Heating, and Air-Conditioning Contractors](#)

Budget Rooter Inc

budgetroot@aol.com
www.budgetrooter.biz

ATTN: Suzanne Palady
PO Box 1708
Bear, DE 19701
302-421-9000 Telephone
302-322-3022 Fax
Plumbing services residential and commercial installation of all plumbing fixtures,
water heaters, video pipe inspections, repairs and replacements to water and sewer
lines with trench less technology. Drain cleaning and high velocity jetting for
commercial and residential. Facilities Management Contractor registered

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State Supplier Diversity Initiatives

Facilities Management – Contractor Registration Application

- Projects less than \$50k
 - not advertised
- Carpentry, Concrete Controls, Electric Power, Flooring, Masonry, Mechanical, Painting, Plumbing, Site work, Testing & Balancing, General Contracting, Roofing
- Years of experience as a contractor
- List of past projects
- Bonding not required but beneficial
- Posted on OMWBE web site



SERVICES
Current Events
Certification
Recertification
Contractor Registration Application
MBE/WBE Directory
OMB Supplier Diversity Pilot Project
Supplier Diversity Form



State Supplier Diversity Initiatives

OMB Supplier Diversity Pilot Project

The goal is to increase opportunities for non advertised state purchasing opportunities for minority and women owned businesses

Employee Contact Information		
Project/Request Name:	<input type="text"/>	Reference Number: 1000000011
Employee Name:	<input type="text"/>	Employee Email: <input type="text"/>
Department:	<input type="text"/>	Division: <input type="text"/> Section: <input type="text"/>
1. Vendor Information		
Vendor Certification Number: DE03090365		
Vendor Name: A & C Environmental Services	Vendor Email: aandcenvir.services@verizon.net	
Vendor Phone: 215-291-4979	Vendor Fax: 215-291-4979	
Vendor Website:		
Method of contact Phone: <input type="text" value="No"/>	Email: <input type="text" value="No"/>	Fax: <input type="text" value="No"/>
Vendor Response: <input type="text" value="No"/>	Submitted proposal/bid/quote: <input type="text" value="No"/>	
Awarded Contract: <input type="text" value="No"/>		
Description of Service:		
<input type="text"/>		
Able to find product or service: <input type="text" value="No"/>		
Employee Feedback:		
<input type="text"/>		
<input type="button" value="Submit Form"/>		

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DeIEXCHANGE Regional Exchange - Windows Internet Explorer

http://www.delaccess.org/dxregexchangeinfo.asp

DeIEXCHANGE Regional Exchange

The DelACCESS Consortium provides Core and Associate Members unlimited access to the DeIEXCHANGE Regional Exchange. The DeIEXCHANGE Regional Exchange supports the efficient flow of purchasing and economic development information between eligible Core and Associate Member organizations. Core Members primarily use it as an efficient way to reach existing and new suppliers. Associate Members primarily use it as an innovative business intelligence tool.

[Click here](#) or anywhere on the graphic below, then "**Enter as a Guest**" to browse *a sampling* of **past RFXs** and **ALL current RFXs** in the DeIEXCHANGE Regional Exchange.

6,000+ RFXs from 200+ organizations in DE, MD, NJ, PA

Organization Type	%
State Agencies	30.1%
Counties	28.8%
Cities	22.2%
School Districts	10.2%
Non-Profits	4.5%
Universities or Colleges	1.7%

Associate Member Project Areas and Benefit Information - Windows Internet Explorer

http://www.delaccess.org/aminfo.asp

Home | About Us ↓ | Membership ↓ | DeIEXCHANGE ↓ | Events ↓ | News ↓

Associate Member Activities/Services & Benefits

Associate members are organizations (for-profit or non-profit) that *have performed on contracts outsourced* by any DE, MD, PA or NJ organization that qualifies as a Core Member; or *have registered to do business* with any DE, MD, PA or NJ organization that qualifies as a Core Member.

Activities/Services	Benefits
<ul style="list-style-type: none"> • Supplier Development Forums • DeIEXCHANGE Regional Exchange • NxLevel Business Planning Courses for Startups and Existing Businesses • Sponsorship opportunities for all Supplier Development, Strategic Sourcing Forums and NxLevel Business Planning Courses 	<ul style="list-style-type: none"> • Access to Decision Makers • Learn innovative entrepreneurial start-up strategies • Learn innovative ways to develop your existing business • Access to RFX Bid Opportunities from 200+ organizations in DE, MD, PA and NJ • Save money on sponsorships of Supplier Development Forums or Strategic Sourcing Forums

DeIACCESS Consortium - Windows Internet Explorer

http://delaccess.webexone.com/login.asp?loc=

DelACCESS Consortium

Member Login

Login Name:

Password:

Remember me

Log In

[Forgot your password?](#)


[Login trouble?](#)

Not a member?

[Enter as a Guest](#)

[Request an Invitation](#)

About DeIACCESS Consortium
<http://delaccess.webexone.com>




The mission of the DeIACCESS Consortium is to assist members to implement revenue-generating and cost control best practices in a way that improves their operational effectiveness.

This portal provides access to the new DeIEXCHANGE and other DeIACCESS Consortium information and services.

Core and Associate Members receive full access.

Guests receive access to a sampling of past DeIEXCHANGE RFXs and DeIACCESS information.

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Questions

Thank You

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