Delaware Office of Supplier Diversity
Strategies for Success!

Michelle Harris

Executive Director

OSD@STATE.DE.US
gss.omb.delaware.gov/osd

Return to Table of Contents

Outline

- Certification eligibility and process
  - Certifying Delaware organizations & respective contacts
- State supplier diversity initiatives
  - State Certified M/V/WBE spend
- Benefits of M/V/WBE Certification
  - Goal programs, committed organizations, increased visibility
- Delaware Purchasing/Procurement code
  - Please review the “Selling to the State Guide” on mymarketplace.delaware.gov for additional information
- How to register for bids.delaware.gov
- Navigating mymarketplace.delaware.gov
- Additional resources for opportunities
- Strategies for success
- Small business resources
  - Business assistance, funding & financing sources, grant information
  - Professional organizations and associations

Please review the OSD FAQ’s – “Strategies for Success” to identify specific questions that correlate to the specific slides in the presentation

Certification Eligibility

- Eligibility
  - 51 percent owned & managed minority, veteran and/or women
  - No business size limitation
- Must be for profit
- Application Requirements
  - No charge & application is posted on web site
  - Tax information optional
  - Specialized application (certified by other organizations)
  - Four to six weeks
  - Your NAICS code

are.gov | Text Only

Governor | General Assembly | Courts | Elected Officials | State Agen

Search... SEARCH

Phone Numbers | Mobile | Help | AA Size | Print | E

of Management and Budget : Government Support Services : Office of Supplier Diversity

E
or's Letter
Agency

yment
ct Information

ICES
icial Business Events
cation
tification
actor Registration Application
WBE & Veteran Directory

RMATION
ier Reporting Form
ertification Flowchart
ational Video Series
oom & Spend Reports
Meeting Minutes
gies for Success
ntation
ier Diversity Plans
Threshold Form

OFFICE OF SUPPLIER
DIVERSITY

Office of Supplier Diversity (OSD)
"Our mission is to assist minority, veteran and women owned businesses in competing for the provision of commodities, services, and construction to State departments, agencies, authorities, school districts, higher education institutions and all businesses."

Minority, Women and/or Veteran Business Directory **Strategies for Success Presentation**

OSD Informational Video Series for minority, women and veteran business owners, prime contractors, state employees and anyone interested in supplier diversity.

Watch Now!

What would you like to do?

Become certified as a Minority, Women and/or Veteran Enterprise?
Research procurement opportunities with the State of Delaware?
- Where can I register to receive emails for State contracting/proposal opportunities?
  To register to receive state opportunities click here
- Where can I find current State contracting/proposal opportunities?
  bids.delaware.gov
- Visit mymarketplace.delaware.gov for procurement business intelligence tools
- Register to receive the OSD eNewsletter, the eCompass, the premier resource for all things supplier diversity in Delaware by clicking here.
- Where can I find the current contracted services with the State?

Communicate business opportunities to Minority, Women and Veteran Businesses?
Send feedback to OSD

Last Updated: Monday June 25 2

site map | contact us | translate | delaware.gov

Other DE Certifications

- Delaware Department of Transportation www.deldot.gov GOALS
  - John Eustis Federal Disadvantaged Business Enterprise Acting Program Manager (302) 760-2035 John.Eustis@state.de.us
  - Automatic **reciprocity** with State
- City of Wilmington - Loraine Watson (302)576-2126 GOALS
  - lwatson@wilmintonDE.gov
  - http://www.ci.wilmington.de.us/government/businesshelp
  - Streamlined application with State
- Minority Supplier Development Council of PA-NJ-DE
  - Monica Dickerson (215)569-1005 mdickerson@msdc-panjde.org
  - www.msdc-panjde.org
  - Streamlined application with State
- Women's Business Enterprise National Council
  - www.wbenc.org (215)790-9232 Geri Swift
  - Streamlined application with State

Federal Certifications

- Central Contractor Registration Database (CCR) www.ccr.gov
- Online Representations and Certifications Application (ORCA) https://orca.bpn.gov/
- 8(a)
  - Gedell Hawkins (302)573-6294 ext 226 gedell.hawkins@sba.gov
  - http://www.sba.gov/aboutsba/sbaprograms/8abd/application/index.html
- Veteran & Service Disabled Veteran
  - (302)573-6294 ext 227
  - http://www.asdv.org/ - Association for Service Disabled Veterans

Supplier Diversity Initiatives

Executive Order Twenty-Nine. Ensuring Representation Of Veteran-Owned Businesses In Delaware's Supplier Diversity Initiatives amends Executive Order Fourteen - Increasing Supplier Diversity Initiatives Within State Government.

Executive Order Fourteen Increasing Supplier Diversity Initiatives in Delaware

- Created Governor's Supplier Diversity Council
- Each State Agency has a Supplier Diversity Plan
- Created Supplier Diversity Liaison in each agency
  - Definition of a minority, veteran and/or women business enterprise is defined as a for profit business which is 51 percent owned and 51 percent managed by a minority, veteran and/or woman certified by the Office of Supplier Diversity or DelDOT Disadvantaged Business Enterprise (DBE)

Supplier Diversity Initiatives

According to the Institute of Supply Management, supplier diversity helps in the following areas:

- Create a supply base that better mirrors the community.
- Support the economics of the community.
- Create jobs in the minority and women community.
- Create a more competitive supply base.
- Provide better business solutions, products and services.
- Retain diverse employees and attract quality employee candidates

Supplier Diversity Initiatives

Supplier Diversity Plans

Please note each Agency is vetting their respective Supplier Diversity Plans and will be posting the plans as approved. However if you have any questions regarding each plan, you can contact the Agency Minority and Women Business Liaison. Click here for the contact information.

Office of Management and Budget
Department of State
Department of Natural Resources and Environmental Control
Delaware State Housing Authority
Department of Health and Social Services
Department of Education
Department of Technology and Information
Department of Agriculture
Division of Children Youth and Their Families
Department of Correction
Delaware National Guard
Department of Finance
Department of Transportation
Department of Labor
Department of Safety and Homeland Security
Delaware Economic Development Office

SDC MEETING MINUTES

The Supplier Diversity Council (SDC) was created by Executive Order #14 - Increasing Supplier Diversity Initiatives Within State Government

The purpose of the Council shall be:

a. Advocate for the State of Delaware's supplier diversity initiatives
b. Offer training and information on the tools necessary for successfully doing business with the State of Delaware
c. Help maximize supplier diversity among the state agencies, and help increase contracting opportunities for qualified minority, and women owned businesses
d. Develop criteria for evaluation of supplier diversity initiatives pursuant to the Executive Order
e. Identify potential impediment if any, concerning supplier diversity with State government, and develop strategies to eliminate these impediments
f. Provide advice and recommendation to the Governor concerning supplier diversity strategies

Supplier Diversity Council Members

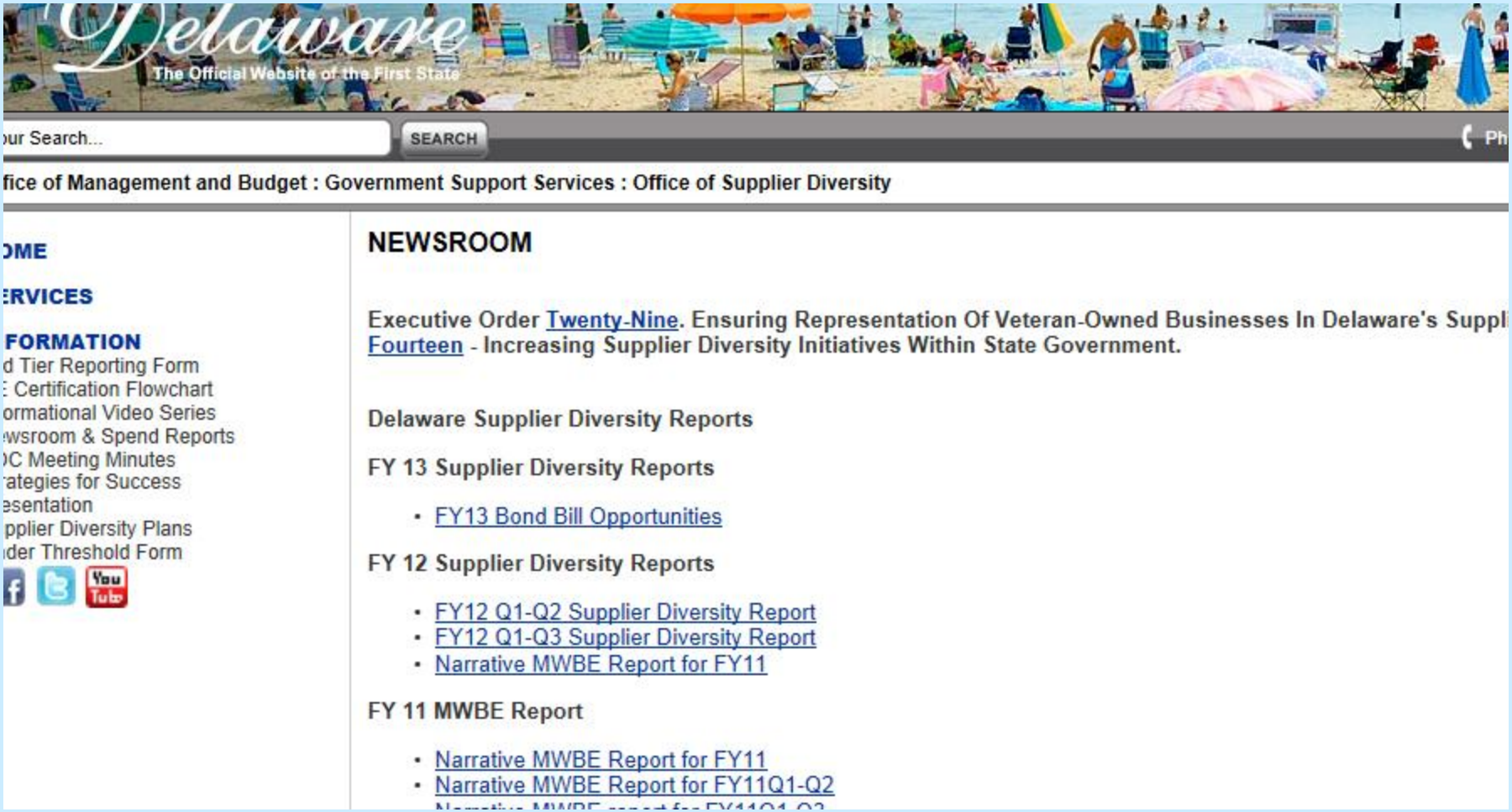
Minority and Women Business Liaisons

To view minutes from previous Supplier Diversity Council Meeting Minutes (SDC) meetings, please select from the list below:

- Minutes from the April 12, 2010 meeting
- Minutes from the May 10, 2010 meeting
- Minutes from the June 14, 2010 meeting
- Minutes from the July 26, 2010 meeting
- Minutes from the September 20, 2010 meeting
- Minutes from the November 22, 2010 meeting
- Minutes from the December 30, 2010 meeting
- SDC Final Report

- Supplier Diversity Plans & OSD Liaisons
- Supplier Diversity Council Minutes

Supplier Diversity Initiatives



OSD@STATE.DE.US
gss.omb.delaware.gov/osd

Return to Table of Contents

Benefits of Certification

- Increases exposure
  - Business will be listed in only interactive online M/V/WBE directory in Delaware
  - Access to targeted training
- Demonstrates agencies' & businesses' commitment to supplier diversity
- Impacts M/V/W/DBE goal calculations
  - FHWA,FAA,FTA, EPA, DRBA
- Enhances competitive advantage
  - Communication, identification & information

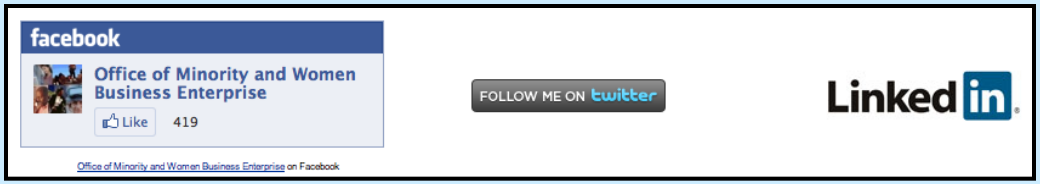
Benefits of Certification

- Prime contractor requests
  - Nason Construction, Skanska, EDIS & TetraTech
- Corporate & organization requests
  - Wal-Mart, Boeing, City of Dover, Delaware State University, WSFS, New Castle County
- Identify growth and development opportunities
- “If you don’t certify, OSD cannot identify”

Benefits of Certification

OSD Social Media

- Great resource for all things supplier diversity
- Over 200 corporate supplier diversity registration portals

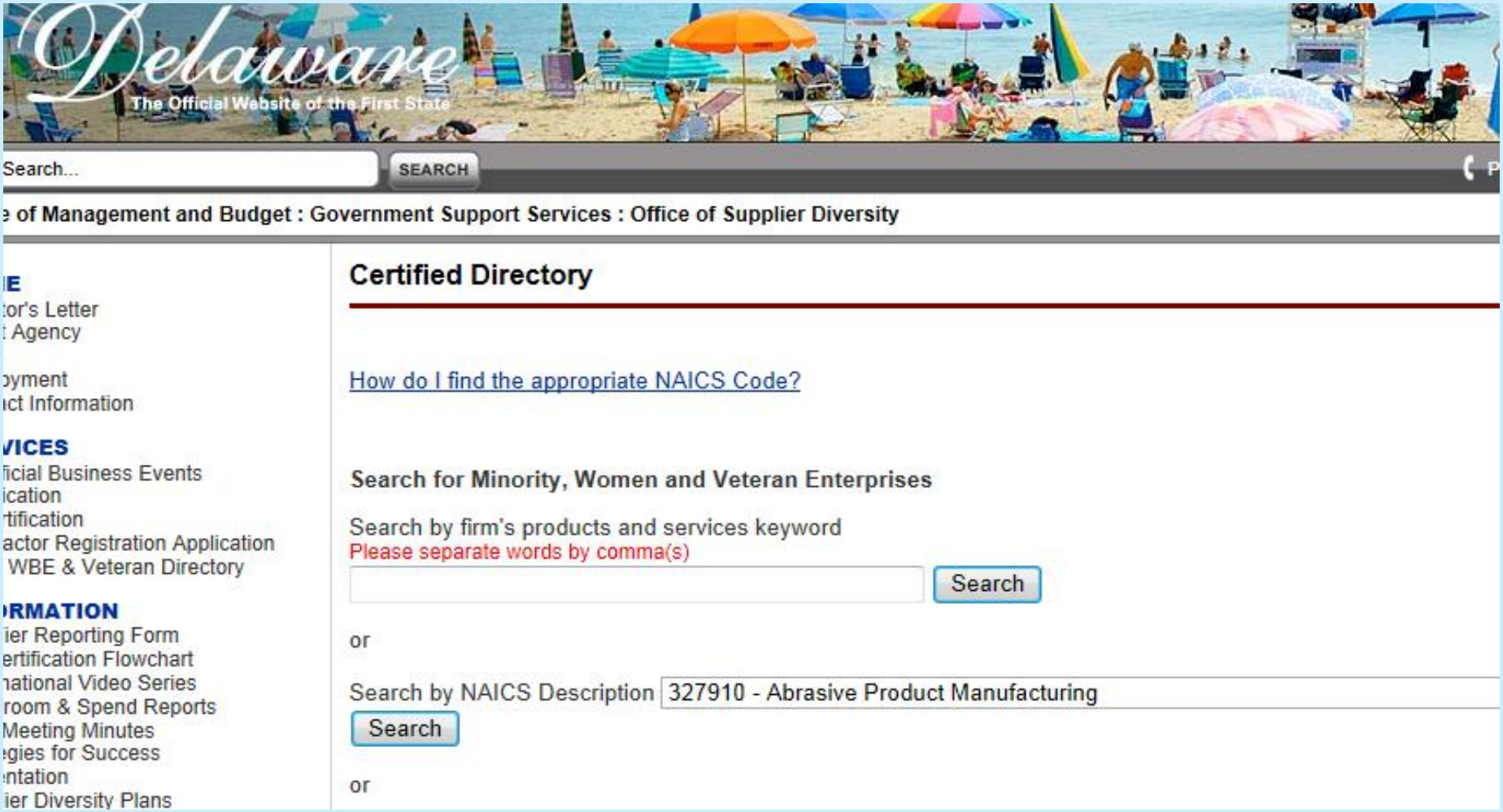


OSD@STATE.DE.US
gss.omb.delaware.gov/osd

Return to Table of Contents

Benefits of Certification

OSD Directory



Benefits of Certification

Directory Keyword Search

Apple Electric theappleelectric@comcast.net

Delaware Certification Number: DE09071604
ATTN: Lisa Prestipino
18854 John J. Williams Highway
Rehoboth, DE 19971
302-645-5105 Telephone
302-645-5590 Fax

Business Description
Prompt quality elecrical work. Employ master electricians, journeymen and registered employees as apprentices. Do residential service jobs and commerical work. Service includes retail stores, restaurants, medical offices and site lighting.

NAICS Description(s)
NAICS Code: 238210 -- Electrical Contractors and Other Wiring Installation Contractors

Tuscan Construction Company, Inc. amjacobi@tuscanconstruction.com www.tuscanconstruction.com

Delaware Certification Number: DE08091338
ATTN: Anne M Jacobi
20173 John J Williams Highway

Lewes, DE 19958
302-644-7091 Telephone
302-644-7092 Fax

Business Description
General contractor specializing in commercial and residential construction, historic and standard renovation. We perform majority of work in-house, including site work. Facilities Management Contractor registered. DelDOT certified

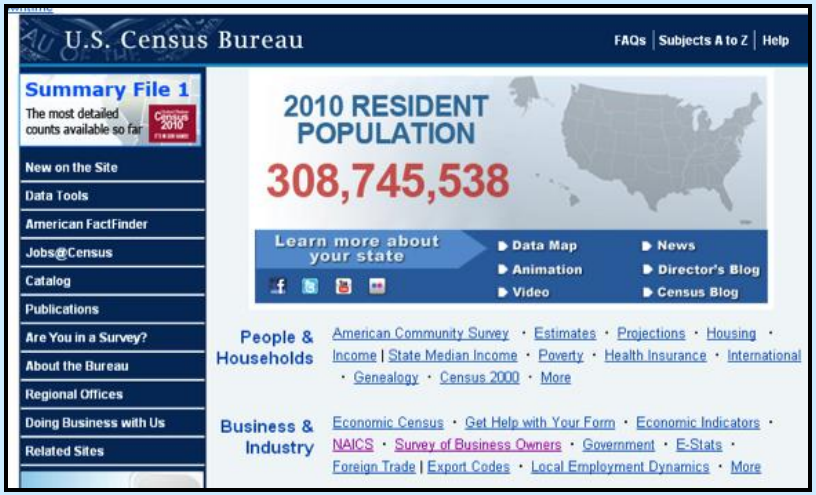
NAICS Description(s)
NAICS Code: 236115 -- New Single-Family Housing Construction (except Operative Builders)
NAICS Code: 236116 -- New Multifamily Housing Construction (except Operative Builders)
NAICS Code: 236118 -- Residential Remodelers
NAICS Code: 236220 -- Commercial and Institutional Building Construction
NAICS Code: 237310 -- Highway, Street, and Bridge Construction
NAICS Code: 238990 -- All Other Specialty Trade Contractors

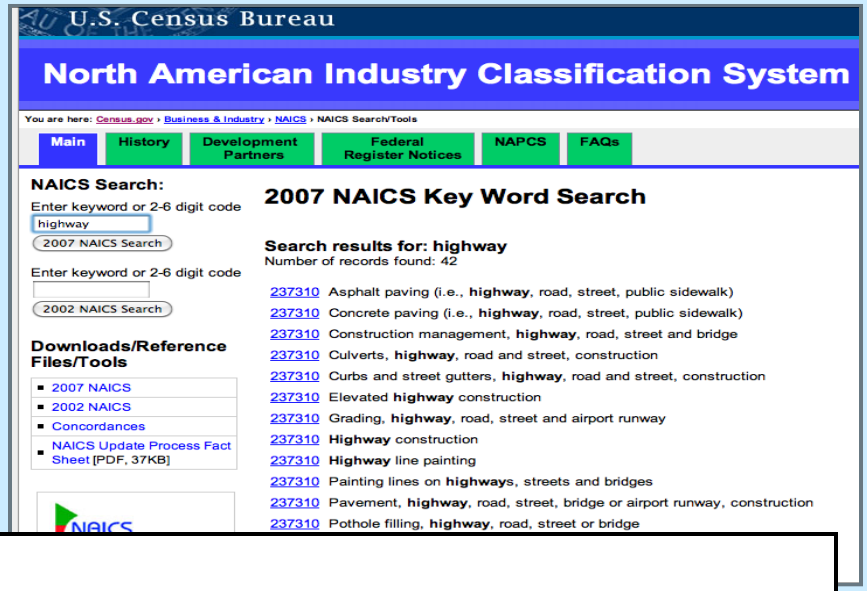
Benefits of Certification

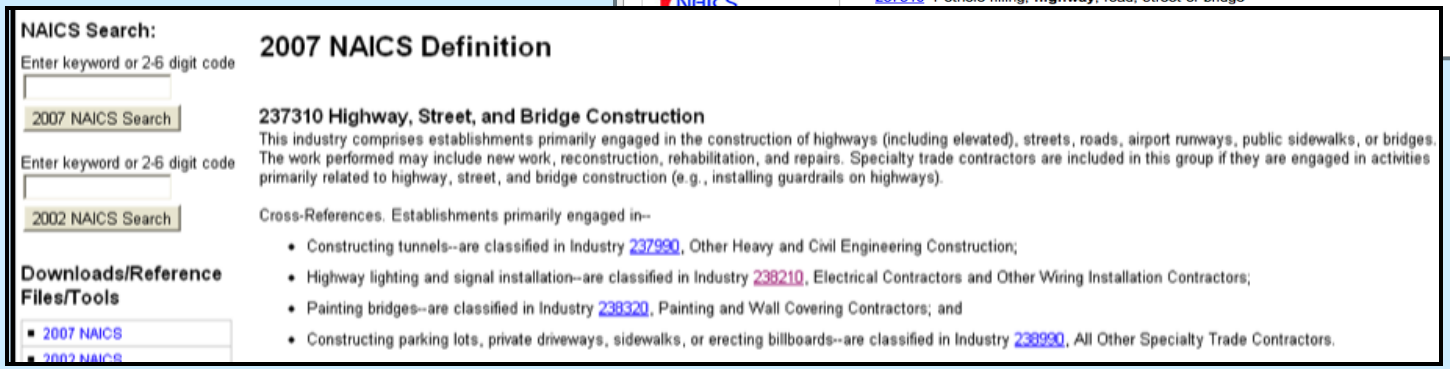
~~~
~~~

Benefits of Certification

Know your NAICS Code



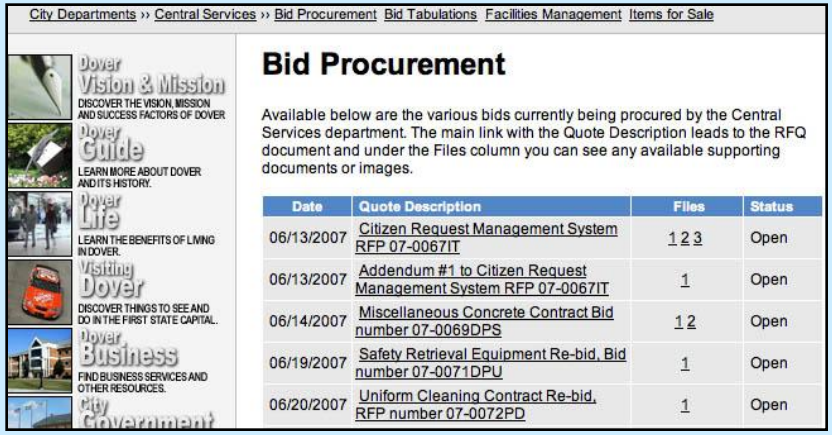




http://www.census.gov/eos/www/naics/

Benefits of Certification

www.cityofdover.com



Minority vendor preference shall be three percent (3%) of the value of the award. The vendor must identify qualification and claim to the preference on the submitted documents. The vendor must provide authoritative proof of qualification for this preference such as identification in the certification directory maintained by the State of Delaware, Office of Minority and Women Business Enterprises.

Benefits of Certification

Delaware River Bay Authority

www.drba.net

- A bi-state agency of New Jersey and Delaware.
- Procurement policy and procedure: Resolutions **98-31** and **01-84** .
- FAA Airport Improvement Grant Recipient: DBE Goals.
- D/M/V/WBE goals for Capital Improvement Projects and related professional services greater than $250,000.

Delaware Purchasing

- "Materiel" means materials, equipment, tools, supplies, or any other personal property, but does not include real property or electric, gas, water, telephone or similar utilities.
- "Public works contract" means construction, reconstruction, demolition, alteration and repair work and maintenance work paid for, in whole or in part, with public funds.
- "Professional services" means services which generally require specialized education, training or knowledge and involve intellectual skills.
  - Examples of professional services include, but are not limited to, engineering, environmental engineering, environmental monitoring, land surveying, landscape architecture, geology, architectural, archaeologists, architectural historians, historians, educational consultants, management, medical, teaching, planning, computer information management, financial, accounting, auditing, construction management and arbitration services.

Delaware Purchasing Code

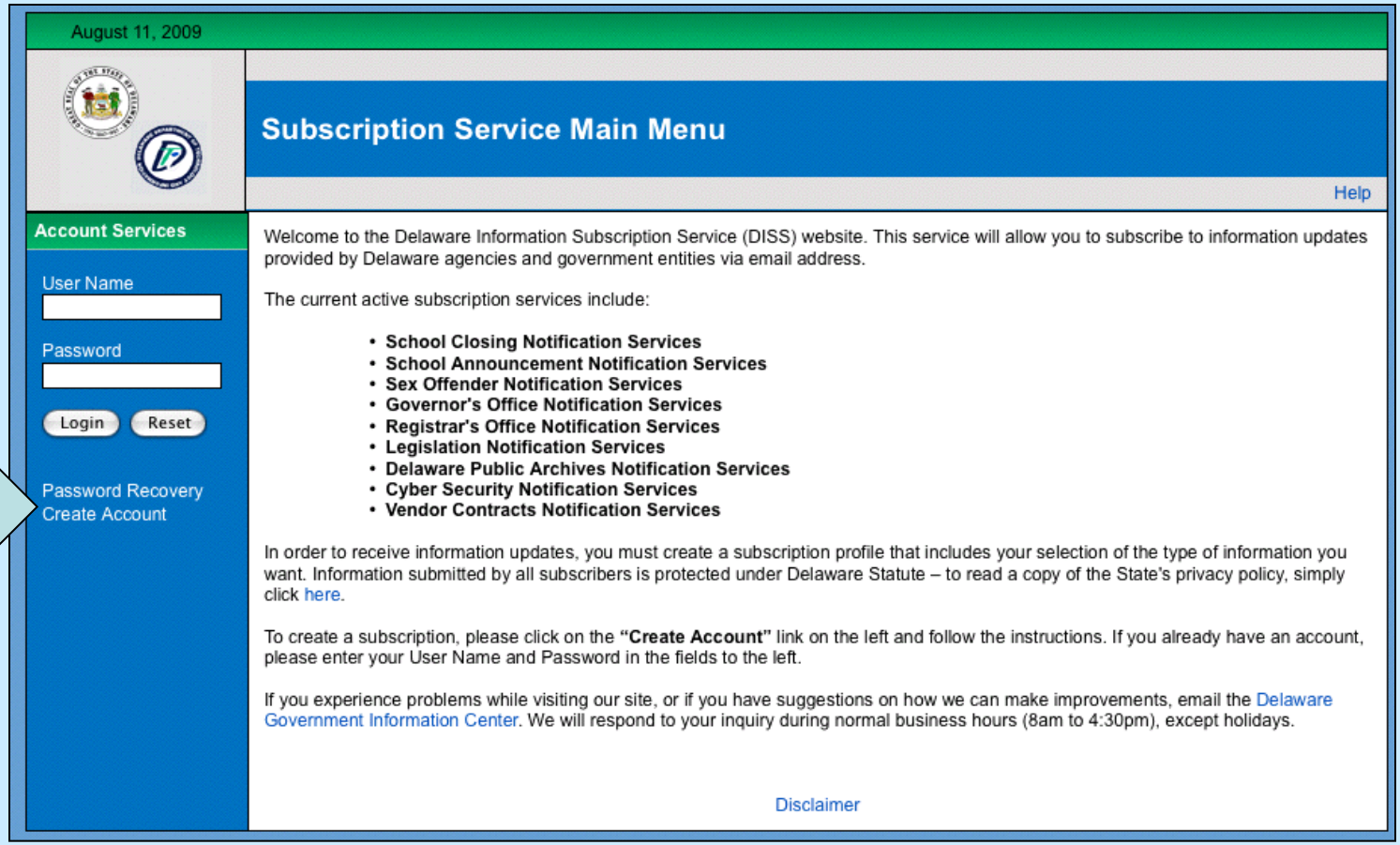
http://delcode.delaware.gov/title29/c069/index.shtml

	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 $50,000	$50,000-$99,999	$100,000 & Over
	Open Market Purchase	Three Letter Bids	Formal Bid
Professional Services	Less than $50,000	$50,000 & over	
	Open Market Purchase	Formal Bid Process	

State Purchasing Opportunities

State Purchasing Opportunities

How to register for State opportunities listserv



State Purchasing Opportunities

How to register for State opportunities listserv

Please fill in the following fields to create your State of Delaware Subscription Service account.
In order to establish this account, your email address **must** be accurate. If you are blocking, filtering or managing SPAM emails, you **must** allow emails from diss@state.de.us
This account will allow you to receive information directly from different state agencies.

Click here for information on our Privacy Policy.

User Name	ljayburks	*(min 3 characters)*
First Name	L Jay	
Last Name	Burks	
Password	••••••••••••	*(min 8 characters)*
Verify Password	••••••••••••	
Email Address	ljay.burks@state.de.us	

Submit Reset

***Password must contain 3 out of following 4*: lower case letters, upper case letters, numbers, symbols**

State Purchasing Opportunities

How to register for State opportunities listserv

Verification sent via Email

DE Subscription Service Account Validation
Delaware Information Subscription Service [diss@state.de.us]

Sent: Thursday, August 06, 2009 8:39 AM
To: Burks L. Jay (OMB)

Thank you for subscribing to the Delaware Information Subscription Service.

Your account has been created. Please click on the link below to activate your account and select your personal subscription preferences.

http://diss.state.de.us/DWS/public.diss?command=PublicDISSActValidate&sId=Q3E1XVBVXZIF5LD21KAAMII&uName=ljayburks&addrId=0&delOpt=EM

Your selected username is: ljayburks

Subscription Service Account Activated

Hello, L Jay

Welcome to the State of Delaware's subscription services.
Your account has been activated.
Your email address has been validated.

Please enter your username and password in the fields
to the left to login and select your subscriptions.

State Purchasing Opportunities

How to register for State opportunities listserv

Subscribe/Unsubscribe: Customize your subscription service

Use the following account maintenance links
to select your subscription service settings and information.

Maintain Your Account
Terminate Your Account
Subscribe/Unsubscribe Your Subscriptions
Send Feedback about the Subscription Service

Education
Information provided by the Delaware Department of Education, such as school closing notification.

This subscription service will notify you, via email address, of public (and some private) school closing and delay events, including early dismissals. Subscribe

This subscription notifies you, via email address, of statewide school-related announcements. Subscribe

Public Health and Safety
Information concerning public health and safety.

This subscription service will notify you, via email address, of sex offenders' status changes that meet your selected criteria. Subscribe

Regulatory Information
A monthly notification of regulatory action.

This subscription service will notify you of regulatory action via email. Subscribe

Public Announcement
Announcement from the Office of the Governor to the public.

This subscription service will notify you of the Governor's Office press releases via email. Subscribe

Legislation Information
Information concerning legislation.

This subscription service will notify you of legislation information via email. Subscribe

Public Archives
Information concerning public archives.

This subscription service will notify you of public archives information via email. Subscribe

Cyber Security News, Alerts, and Advisories
Announcements from DTI about information security.

This subscription service will send electronic mail notification of cyber security news, alerts and advisories. Subscribe

Government Support Services
News and updates from Government Support Services.

This service allows vendors to subscribe to a list and receive newly posted RFP's, RFI's and ITB's related to their specific area of interest. For a complete list of all UNSPSC codes please visit http://www.unspsc.org. Subscribe

State Purchasing Opportunities

How to register for State opportunities listserv

Choose your area(s) of interest

You are currently subscribed to:

Subscription: Vendor Contracts Notifications

Description: This service allows vendors to subscribe to a list and receive newly posted RFP's, RFI's and ITB's related to their specific area of interest. For a complete list of all UNSPSC codes please visit http://www.unspsc.org.

Select subscription criteria

Current criteria

Postmortem and mortuary equipment and supplies

Add new criteria: (To add a UNSPSC code, select one from this list)

Submit Back

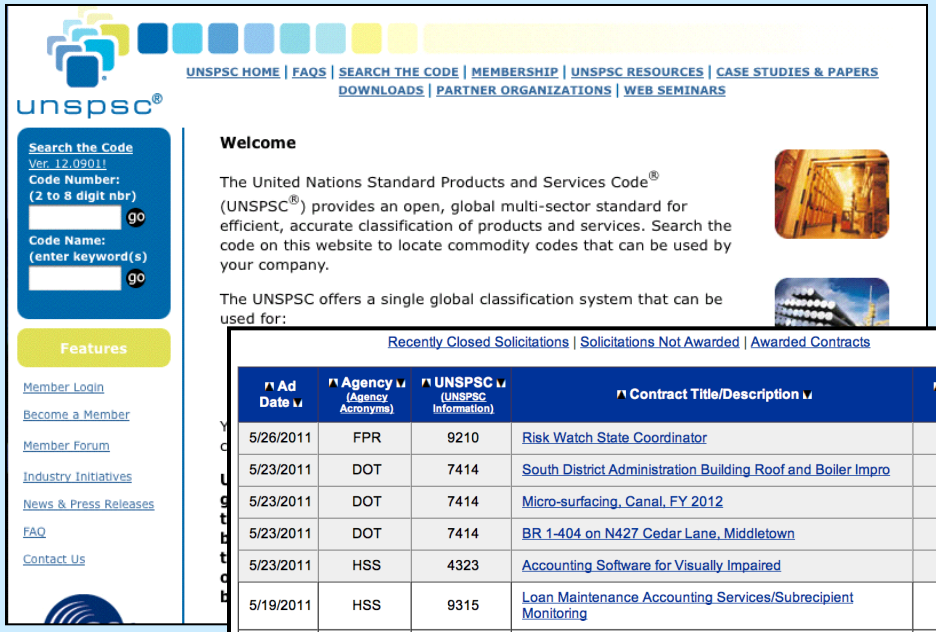
Different from NAICS Code

78180000 Transportation repair or maintenance services
80100000 Management advisory services
80110000 Human resources services
80120000 Legal services
80130000 Real estate services
80140000 Marketing and distribution
80150000 Trade policy and services
80160000 Business administration services
81100000 Professional engineering services
81110000 Computer services
81120000 Economics
81130000 Statistics
81140000 Manufacturing technologies
81150000 Earth science services
81160000 Information Technology Service Delivery
82100000 Advertising
82110000 Writing and translations
82120000 Reproduction services
82130000 Photographic services
82140000 Graphic design

Add new criteria: 80160000 Business administration services

Although UNSPSC codes are eight digits the last four are "0's" register with four digit prefix.

State Purchasing Opportunities
How to register for State opportunities listserv -UNSPSC



Recently Closed Solicitations | Solicitations Not Awarded | Awarded Contracts

Ad Date	Agency (Agency Acronyms)	UNSPSC (UNSPSC Information)	Contract Title/Description	Deadline Date
5/26/2011	FPR	9210	Risk Watch State Coordinator	6/17/2011
5/23/2011	DOT	7414	South District Administration Building Roof and Boiler Impro	7/19/2011
5/23/2011	DOT	7414	Micro-surfacing, Canal, FY 2012	6/21/2011
5/23/2011	DOT	7414	BR 1-404 on N427 Cedar Lane, Middletown	6/14/2011
5/23/2011	HSS	4323	Accounting Software for Visually Impaired	6/28/2011
5/19/2011	HSS	9315	Loan Maintenance Accounting Services/Subrecipient Monitoring	7/21/2011
5/16/2011	GSS	4110	ICP - Mass Spectometer (re-bid)	6/7/2011
5/16/2011	GSS	1411	Business Cards	6/7/2011
5/16/2011	DOT	7414	St. Georges Streetscape Improvements	6/14/2011
5/16/2011	OMB	7610	Legislative Hall - Window Asbestos Abatement	6/16/2011
5/16/2011	OMB	7210	Capitol Police/Credit Union – HVAC System Renovations	6/9/2011

- Review bids.delaware.gov for examples then register
- Register for all UNSPSC potential codes
  - Marketing
    - 80140000 Marketing & Distribution
    - 82140000 Graphic Design
    - 8212000 Reproduction Services
    - 8210000 Advertising
    - 82110000 Writing & Translations
    - 80160000 Business Administration

State Purchasing Opportunities
How to register for State opportunities listserv - UNSPSC

UNv120901

Search Code:

Search Title: Search

Return 100 Records (Maximum 800 Records)

#	ID	Name
1		UNSPSC Version 12_0901
2		UNSPSC Version 12_0901
3	10000000	Live Plant and Animal Material and Accessories and Supplies
4	10100000	Live animals
5	10101500	Livestock
6	10101501	Cats
7	10101502	Dogs
8	10101504	Mink
9	10101505	Rats
10	10101506	Horses
11	10101507	Sheep
12	10101508	Goats
13	10101509	Asses
14	10101510	Mice
15	10101511	Swine

#	ID	Name
1	80101508	Business intelligence consulting services
2	80151605	Customs consulting service
3	81101516	Energy or utility consulting service

#	ID	Name
1	43231514	Sales and marketing software
2	60105409	Brand marketing or advertising instructional materials
3	80111602	Temporary marketing staff needs
4	80111704	Permanent marketing staff needs
5	80140000	Marketing and distribution
6	80141501	Marketing analysis
7	80141505	Marketing plans
8	80141603	Telemarketing
9	80141606	Direct marketing fulfillment
10	80141612	Sales or marketing programs
11	80141618	Sales marketing agencies including print
12	80151505	Multinational marketing enterprises

Bids Tab

- View current, closed, awarded and non awarded solicitations
- Review State purchasing procedures – What is under threshold?
- Register to receive bid solicitations via email

Recently Closed Solicitations | Solicitations Not Awarded | Awarded Contracts

Ad Date	Agency (Agency Acronyms)	UNSPSC (UNSPSC Information)	Contract Title/Description	Deadline Date
5/26/2011	FPR	9210	Risk Watch State Coordinator	6/17/2011
5/23/2011	DOT	7414	South District Administration Building Roof and Boiler Impro	7/19/2011
5/23/2011	DOT	7414	Micro-surfacing, Canal, FY 2012	6/21/2011
5/23/2011	DOT	7414	BR 1-404 on N427 Cedar Lane, Middletown	6/14/2011
			re for Visually Impaired	6/28/2011
			Accountin	
			meter (re-b	
			scape Impr	
			indow Asb	
5/16/2011	OMB	7210	Capitol Police/Credit Union –	

Contract Specific Message:

A MANDATORY Pre-Bid Meeting will be held on Tuesday, June 28, 2011, at 10:00 a.m. at the ODW/OPM Building, 43 S. DuPont Highway (Edgehill Shopping Center), Dover, Delaware, for the purpose of establishing the list of subcontractors and to answer questions. Representatives of each party to any Joint Venture must attend this meeting. ATTENDANCE OF THIS MEETING IS A PREREQUISITE FOR BIDDING ON THIS CONTRACT.

Solicitation Ad Date	6/17/2011
Deadline for Bid Responses	7/15/2011 at 2:00 p.m. Local Time
Supporting Documents	RFP - Public Works Wage Determination
Contact Information	richard.glazeski@state.de.us

Project: OMB/DFM Contract MC1002000079
Capitol Police/Credit Union Building – HVAC System Renovations

Pre-Bid Meeting: Date: May 24, 2011
Time: 1:00 p.m.
Location: Thomas Collins Building, Dover, Delaware

NAME	COMPANY	PHONE	FAX	EMAIL
John Farina	DEDC	302-730-7172	302-732-7175	jfarina@dedc-eng.com
Rob Kapp	OMB/DFM	302-739-4611	302-739-6148	rob.kapp@state.de.us
Ken Starke	OMB/DFM	302-739-4611	302-739-6148	ken.starke@state.de.us
Mark D'Allesandro	OMB/DFM	302-739-4611	302-739-6148	mark.dallesandro@state.de.us
Joe Waski	H&A Electric	302-678-8252	302-678-5610	jogw.handa@comcast.net
Larry Wall	Joseph T. Richardson	302-398-8101	302-398-9504	larry@jtrmech.net
Gary Fowler	Diamond State Engineering	302-697-3296	302-697-1328	gfowler@diamondelectric.org
Chip Gruber	Schlosser Associates	302-738-7333	302-738-5692	cgruber@hotmail.com
Fred Fisher	First State Electric	302-322-0140	302-322-1146	fredf@firststateelectric.com
Scott Capaldi	Tuscan Construction	302-588-4406	302-644-7092	scott@tuscanconstruction.com

Bids.delaware.gov

- Centralized location for advertised Delaware opportunities including school districts
- Prebid meeting & attendee list – utilize for marketing and partnering

Solicitation Ad Date	5/9/2011
Deadline for Bid Responses	6/2/2011 at 2:00 p.m. Local Time
Supporting Documents	Advertisement RFP - Public Works Planholder Plans Cross Sections
Contact Information	dot-ask@state.de.us

			Fax
			(302) 453-9550
			(302) 325-4488
BYERS ELECTRICAL CONSTRUCTION LLC	800 CENCO BLVD CLAYTON, NJ 83120	(856) 881-8431	(856) 881-6473
CHRISTIANA EXCAVATING CO	2042 SUNSET LAKE ROAD NEWARK, DE 197020	(302) 738-8660	(302) 738-3515
DAVID W TALLEY GENERAL CONTRACTOR, LLC	199 AIRPORT ROAD NEW CASTLE, DE 197200	(302) 325-4366	(302) 325-4367
DONEGAL CONSTRUCTION CORP	1235 MARGUERITE LAKE ROAD GREENSBURG, PA 156010	(724) 423-7500	(724) 423-7501
EASTERN STATES CONST SERVICE INC	702 FIRST STATE BLVD WILMINGTON, DE 198040	(302) 995-2259	(302) 995-2460
GRASSBUSTERS LANDSCAPING CO	935 RAHWAY DR NEWARK, DE 197110	(302) 292-1166	(302) 292-1197
GUARDIAN CONSTRUCTION CO	101 ROGERS RD STE 101 WILMINGTON, DE 198010	(302) 834-1000	(302) 834-0386

Bids.delaware.gov

•DelDOT – Plan holders list – identify companies that have downloaded plans which indicates an interest in specific project

Contracts

•View awarded vendors, cooperative contracts, set aside contracts, current bid solicitations, recently closed solicitations and solicitations not awarded

Bids | Contracts | Agency Resources | Vendor Resources | Results Delaware | Contact Us | Related Links

- State Contracts
- Contracts - Awarded Vendors
- Contracts - Set Aside
- Contracts - Cooperatives

Awarded Vendors | Cooperative Contracts | Set Aside Contracts | Current Bid Solicitations | Recently Closed Solicitations | Solicitations Not Awarded

Contract Number	Contract Title	UNSPSC	Agency	Effective Date	Expiration Date	Extension Available	Spend/Usage Available	M/WBE	Vets/SDV	Cooperative	Set Aside	Delaware Vendor
GSS09199-ADVERTISING	Advertising	8210	GSS	2/15/2009	2/14/2012	Y	Y	N/A	N/A	N/A	N/A	N/A
GSS11043A-AMMUNITION	Ammunition and Targets	4610	GSS	2/1/2011	1/31/2012	Y	Y	N/A	N/A	N/A	N/A	N/A
GSS08034-ARMORED_CAR	Armored Car Services	9212	GSS	12/1/2008	11/30/2011	Y	Y	N/A	N/A	N/A	N/A	N/A
GSS09030-AUCTIONEER	Auctioneer's Services	8014	GSS	12/15/2009	12/14/2011	Y	Y	N/A	N/A	N/A	N/A	N/A
GSS07015-AUDIO_VISUAL	Audio Visual Equipment and Services	8016	GSS	10/1/2007	9/30/2011	Y	Y	Partial	N/A	N/A	N/A	N/A
GSS06450-AUDIOVIDEOCNF	Audio, Video, Web Conferencing Services and Equipment	8116	GSS	11/1/2006	9/30/2011	N	Y	Partial	N/A	N/A	N/A	N/A
GSS11007-AUTO_PARTS	Auto Parts and Batteries	2517	GSS	3/1/2011	2/29/2012	Y	Y	Partial	N/A	N/A	N/A	Whole
GSS07411-AED	Automatic External Defibrillators	4217	GSS	7/1/2007	6/30/2011	N	Y	N/A	N/A	N/A	N/A	N/A
GSS08503-BIODIESEL	Biodiesel - B20 Fuel	1510	GSS	2/15/2008	2/14/2012	N	Y	N/A	N/A	N/A	N/A	N/A
GSS09365-BOTTLE_WATER	Bottled Spring Water	4810	GSS	6/15/2009	6/14/2012	Y	Y	N/A	N/A	N/A	N/A	N/A
GSS08005-BREAD_PROD	Bread and Bread Products	5018	GSS	7/1/2008	6/30/2011	Y	Y	N/A	N/A	N/A	N/A	N/A
GSS11005-BREAD_PROD	Bread and Bread Products	5018	GSS	7/1/2011	6/30/2012	Y	Y	N/A	N/A	N/A	N/A	N/A
GSS10090-BUSINESS_CARD	Business Cards	1411	GSS	7/1/2010	6/30/2011	Y	Y	N/A	N/A	N/A	N/A	N/A
GSS10384-CELL-DATA-SVC	Cellular and Data Equipment and Services	8311	GSS	12/1/2010	6/30/2013	Y	Y	N/A	N/A	N/A	N/A	N/A
GSS10070-CLOTHING	Clothing, Linen, Textiles, Footwear and Scrubs	5310	GSS	2/1/2011	1/31/2013	Y	Y	Parti	N/A	N/A	N/A	Parti

Key for M/WBE, Vets/SDV, Cooperative, Set Aside and Delaware Vendor
P = Partial W = Whole N - Not Applicable/None

Contracts – State Contracts

•Snapshot of central contracts - including expiration dates, extension availability, set aside, cooperative, socio economic classifications

Bids | Contracts | Agency Resources | Vendor Resources | Results Delaware | Contact Us | Related Links

- State Contracts
- Contracts - Awarded Vendors
- Contracts - Set Aside
- Contracts - Cooperatives

Awarded Contracts | Current Bid Solicitations | Recently Closed Solicitations | Solicitations Not Awarded

Vendor	M/WBE	Vets/SDV	Delaware	Contract Number	Contract Title
	N	N	N	GSS10270B-SNOW_REMOVE	Snow and Ice Removal
A-1 Sanitation Svc Inc	N	N	Y	GSS10165-PORT_TOILET	Portable Toilets - Rental and Servicing
Aardvark Tactical Inc	N	N	N	GSS10594-HIRE	Hazardous Incident Response Equipment (HIRE)
Ace Technology Partners	Y	N	N	GSS09133-COMPUTER	Computer Equipment, Peripherals and Related Services
Admiral Tire and Auto of Dover	N	N	Y	GSS10526-MAINT/REPAIR	Fleet Maintenance and Repair
Admiral Tire and Auto of Newark	N	N	Y	GSS10526-MAINT/REPAIR	Fleet Maintenance and Repair
Advanced Office Environments Inc	N	N	Y	GSS10479-FURNITURE	Furniture
Airgas East Inc	N	N	N	GSS08170-LAB_GAS	Lab and Compressed Gases
Alcatel-Lucent USA Inc	N	N	Y	GSS09579-DATACOMM	Data Communications Equipment Associated OEM Maintenance and Training
Alere, Inc.	N	N	N	GSS10587-DRUG_TESTING	Drug Testing Kits
Alere, Inc. (formerly Inverness Med)	N	N	N	GSS10587-DRUG_TESTING	Drug Testing Kits
All State Distributors	N	N	N	GSS10575-PERSONAL_CARE	Personal Care Products
Amercare Products	N	N	N	GSS10575-PERSONAL_CARE	Personal Care Products
American Amenities	N	N	N	GSS10575-PERSONAL_CARE	Personal Care Products
American Truck & Bus, Inc.	N	N	N	GSS10560A-TRUCKS	Trucks and Vans - Model Year 2011 or Later - Supplemental Bid

Contracts – Awarded Vendors

- Vendor contact information and classification
- Contract title provides detailed contract information

Bids | Contracts | Agency Resources | Vendor Resources | Results Delaware | Contact Us | Related Links

- State Contracts
- Contracts - Awarded Vendors
- Contracts - Set Aside
- Contracts - Cooperatives

Agency Award Documents

Award Notice	Effective: 3/1/2010
Pricing Spreadsheet	Effective: 3/1/2010
Addendum History	

Vendor Information	M/WBE	Vets/SDV	DE
A-1 Sanitation Svc Inc			Y
Arrow Leasing Corp	Y		Y

Contract Usage Information

Total Aggregate Spend
Usage Report - FY 2011
Usage Report - FY 2010
Usage Report - FY 2009

Vendor Bid Documents

RFP - Materiel and Nonprofessional Services
Pricing Spreadsheet
FY09 Usage Reports
Proposals Received

Contracts – Awarded Vendors – Contract Title – Proposal received

•Awarded contract details – Usage reports, aggregate spend, pricing, proposals received

PROPOSALS SUBMITTED

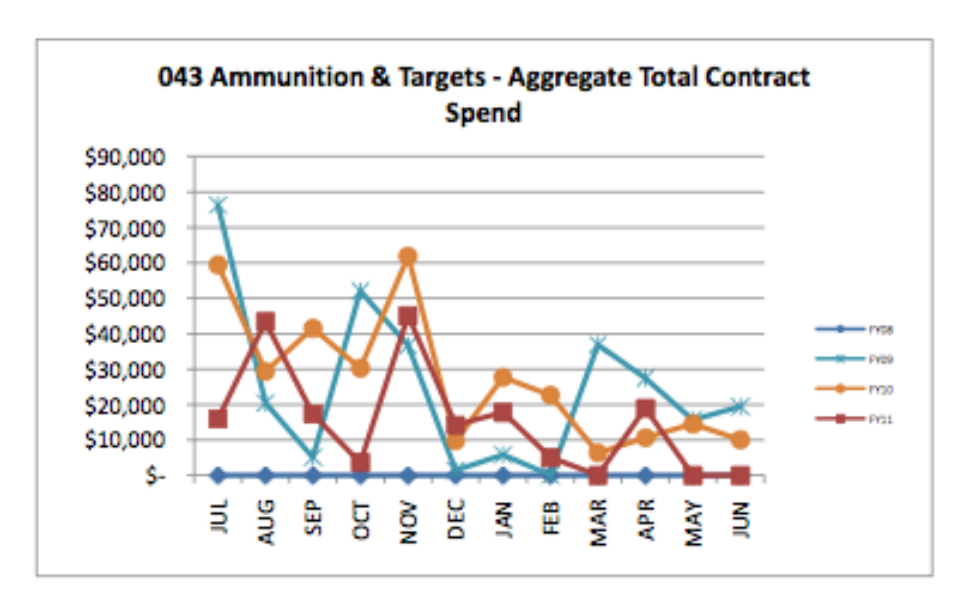
CON TRACT NUMBER	CONTRACT NAME	BUSINESS NAME	ADDRESS	CONTACT NAME	PHONE	EMAIL
GSS10208-SECURITY_OFF	Security Officer Services - Unarmed	Bennett Security	PO Box 344 Dover, DE 19903	Wayne Keller	302-734-2480	waynekeller@dmv.com
		Bowles Corporate Services	335 Broad St. Clifton, NJ 07011	Albert Barette	973-773-0699	abarette@BC-S.WS
		C&D Security	306 N. Delaware Dr. Colorado Springs, CO 80909	Troy Thames	719-597-0750	troy.thames@canddsecurity.com
		Dunbar	7675 Canton Ctr. Baltimore, MD 21224	Carroll Dixon	410-285-8400	carroll.dixon@dunbararm.com
		G4S Secure Solutions	750 Otts Chapel Rd. Newark, DE 19713	Nicholas Paros	302-292-8869	Nicholas.Paros@usa.g4s.com
		J.R. Gettier	2 Centerville Rd. Wilmington, DE 19808	Louis Manerchia	302-652-2700	lmanerchia@gettier.com
		MC Security International	265 N. Dupont Hwy New Castle, DE 19720	James White	302-221-2433	mcs152@yahoo.com
		SPI Security Services	1901 West Ritner St. Philadelphia, PA 19145	Thomas Jensen	215-338-0800	sales@spisecuritysesrvices.com
		Tri-County Security	1142 East Chestnut Ave., Suite A Vineland, NJ 08360	Daniel Coe	856-691-5555	TCS5555@aol.com
		US Security Assoc.	261 Old York Rd., Suite 103-5 Jenkintown, PA 19046	Steven Siegel	877-340-1935	ssiegel@ussecurityassociates.com

Proposals Received – Vendor Bid Documents

•Identify partners and competitors

043 AMMUNITION & TARGETS
State Contract Spend Summary

	Aggregate Total Contract Spend				
	FY08	FY09	FY10	FY11	FY12
JUL	$ -	$ 76,292	$ 59,468	$ 15,989	$ -
AUG	$ -	$ 20,469	$ 29,346	$ 43,405	$ -
SEP	$ -	$ 5,149	$ 41,540	$ 17,339	$ -
OCT	$ -	$ 52,052	$ 30,273	$ 3,630	$ -
NOV	$ -	$ 36,643	$ 61,929	$ 45,072	$ -
DEC	$ -	$ 1,410	$ 9,810	$ 14,187	$ -
JAN	$ -	$ 5,858	$ 27,706	$ 17,808	$ -
FEB	$ -	$ -	$ 22,678	$ 5,046	$ -
MAR	$ -	$ 36,919	$ 6,385	$ -	$ -
APR	$ -	$ 27,497	$ 10,686	$ 19,004	$ -
MAY	$ -	$ 15,773	$ 14,530	$ -	$ -
JUN	$ -	$ 19,439	$ 10,093	$ -	$ -
YTD Comparative Mo. Avg		$ 29,143	$ 29,982	$ 20,164	
YTD Comparative Total	$ -	$ 262,290	$ 299,820	$ 181,479	$ -
% Increase		0.0%	2.9%	-32.7%	
Overall Mo. Avg		$ 24,792	$ 27,037	$ 15,123	
Overall Year Total	$ -	$ 297,502	$ 324,443	$ 181,479	
Overall % Increase (based on monthly average)		0.0%	9.1%	-44.1%	



Contracts – Contract Aggregate Spend

•Utilize data to estimate state demand for products & services

Contract Number:	043						
Contract Name:	Ammunition & Targets						
Vendor	Agency Name or School District	Division or Name of Schoo	Item Description	Qty.	Contract Proposal	Total Spend	Month
Lawmen Supply	Department of Safety & Homeland Security	DE State Police	.357 Speer 100 gr	4000	14.52	58080	7/1/09
Lawmen Supply	Other	Greenwood PD	.357 Sig 125 gr Speer	5	15.16	75.8	7/1/09
Lawmen Supply	Other	Camden PD	.357 Sig 125 gr Speer Lawm	40	15.16	606.4	7/1/09
Lawmen Supply	Other	Greenwood PD	.357 Sig Speer Lawmen	20	9.32	186.4	7/1/09
Lawmen Supply	Other	Wyoming PD	12 ga Speer 8 pellet RR Bucl	4	1.52	6.08	7/1/09
Lawmen Supply	Other	Wyoming PD	12 ga Speer 1 oz RR Slug	4	1.6	6.4	7/1/09
Lawmen Supply	Other	Smyrna PD	.223 Hornady 55 gr Tap	30	11.52	345.6	7/1/09
Lawmen Supply	Other	Ocean View	.223 Hornady 55 gr Ball	30	12.03	360.9	7/1/09
Lawmen Supply	Department of Natural Resources & Environmental Control	DE Nat/Res	12 ga Remington 00 Buck	10	11.53	115.3	8/1/09
Lawmen Supply	Department of Natural Resources & Environmental Control	DE Nat/Res	12 ga Remington Sabot Slug	10	11.53	115.3	8/1/09
Lawmen Supply	Department of Natural Resources & Environmental Control	DE Nat/Res	12 ga Speer 1 oz	50	1.6	80	8/1/09
Lawmen Supply	Department of Natural Resources & Environmental Control	DE Nat/Res	12 ga Speer 8 Pellet	50	1.52	76	8/1/09
Lawmen Supply	Other	Wilmington PD	12 ga Speer 8 Peller	2200	1.52	3344	8/1/09
Lawmen Supply	Other	Wilmington PD	Speer Lawman Rifle Slug	2200	1.6	3520	8/1/09
Lawmen Supply	Other	Delmar PD	.45 Speer 155 gr	80	15.19	1215.2	8/1/09
Lawmen Supply	Department of Safety & Homeland Security	DE State Police	Remington 12 ga Sabot Slu	800	11.53	9224	9/1/09
Lawmen Supply	Department of Safety & Homeland Security	DE State Police	Remington 12 ga 00 Buck	100	11.53	1153	9/1/09
Lawmen Supply	Department of Safety & Homeland Security	DE State Police	.223 Remington 55 gr	20	22.2	444	9/1/09
Lawmen Supply	Department of Natural Resources & Environmental Control	DE Dept Nat Res	.357 Speer 100 gr	100	14.52	1452	9/1/09
Lawmen Supply	Department of Safety & Homeland Security	DE State Police	.357 Speer Gold Dot	120	15.16	1819.2	9/1/09
Lawmen Supply	Department of Safety & Homeland Security	DE State Police	.357 Sig 125 gr	400	15.16	6064	9/1/09
Lawmen Supply	Department of Safety & Homeland Security	DE State Police	12 ga Speer 8 pellet	700	1.52	1064	9/1/09
Lawmen Supply	Department of Safety & Homeland Security	DE State Police	12 ga Speer 1 oz	700	1.6	1120	9/1/09
Lawmen Supply	Other	Newark PD	.40 S&W 125 gr	380	14.52	5517.6	10/1/09
Lawmen Supply	Other	Seaford PD	9 mm Speer Lawmen 124 gr	20	6.48	129.6	10/1/09
Lawmen Supply	Other	Seaford PD	.45 Speer Lawmen 230 gr	80	8.91	712.8	10/1/09

Contracts – Vendor Bid Information– Usage Report

•Awarded vendors utilize this date for marketing your products and services

•Non awarded vendors utilize this data to market to agencies that are not required to utilize mandatory central contracts.

Andrews and Company – New Castle County	
Item	**Cost**
Window Cleaning – **per window price**	$ 8.00
Venetian Blind Cleaning – **per blind price**	$ 6.00
Hard Surface Floor Cleaning (stripping, rinsing, finishing) – **sq. ft. price**	$ .14
Carper Cleaning (Shampoo, dry foam and extraction methods) – **sq. ft. price**	$ .12
Waiting Room Chair Cleaning – **per chair price**	$ 8.00
VCT Cleaning/Waxing – **sq. ft. price**	$ .12
Spray Buffing (if requested in addition to normal service requirements) – **sq, ft. price**	$ .05

	CRITERIA	POINTS
1.	The qualifications and experience of the persons to be assigned to the project. (size of work force)	30
2.	The background, experience, resources, reputation, financial resources, years in business and references	40
3.	The ability to perform the work in the time allotted for the project, as demonstrated by the proposed commitment of management, personnel and other resources.	40
4.	The understanding of the scope; details of the offering, how you plan to meet the requirements of this RFP	20
5.	Experience in other projects of this size and space.	30
6.	Equipment	20
7.	Daily hours required per facility	50
8.	The provider's location relative to the location of required services.	20
9.	Project supervisory experience	30
10.	Price	30
	TOTAL SCORE	**310**

Contracts – Vendor Bid Information

- Identify proposal evaluation criteria
- Identify estimate of contract current costs

Bids | Contracts | Agency Resources | Vendor Resources | Results Delaware | Contact Us | Related Links

- State Contracts
- Contracts - Awarded Vendors
- Contracts - Set Aside
- Contracts - Cooperatives

SET ASIDE CONTRACTS

In accordance with Delaware Code, Chapter 96, State Use Law, certain State Contracts are awarded as internal contracts as authorized by the State Use Commission (which rests under the jurisdiction of the Department of Health and Social Services). Therefore, these contracts are not part of the normal bid process.

Government Support Services provides our customers with an overview of business processes / flowcharts. If you have any questions regarding a process, please contact the section manager.

- Set Aside Contract Flowchart

Contract Title	Contract Number	Expiration Date
Document and Mail Preparation Services	GSS09559-DOC/MAIL_PREP	5/30/2012
Remanufactured Toner Cartridges	GSS10412-REMAN_TONER	12/31/2015
Engraving and Promotional Items	GSS10404-ENGRAVING	12/31/2015
Janitorial Services	GSS10551-JANITORIAL_SA	12/31/2015
Rubber Stamps	GSS10403-RUBBER_STAMPS	12/31/2015
Temporary Employment Services	GSS10112-TEMP_EMPL	6/30/2012
Secured Document Destruction	GSS11608-DOC_DESTRUCT	12/31/2015

Contracts – Set Aside

•Disabled and Partially Disabled Persons Delaware Code, Chapter 96 – State Use Law

Bids | Contracts | Agency Resources | Vendor Resources | Results Delaware | Contact Us | Related Links

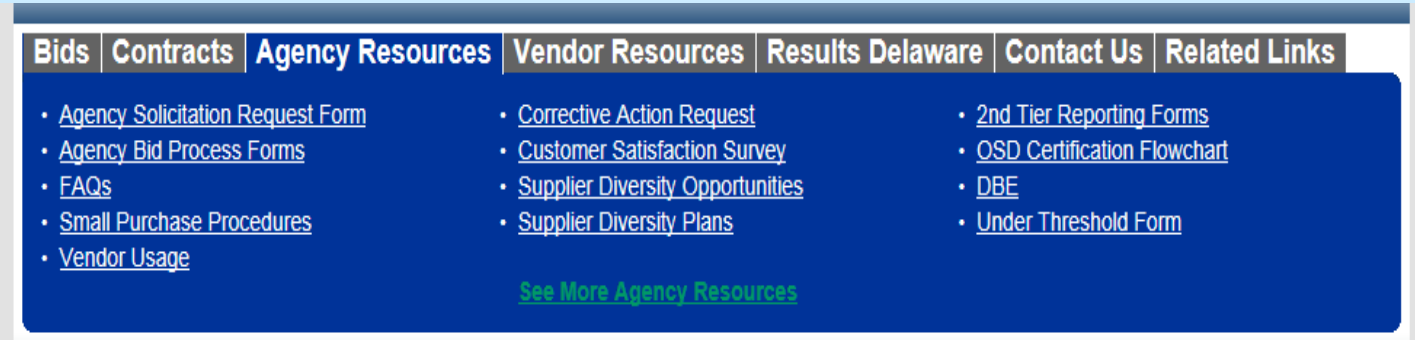
- State Contracts
- Contracts - Awarded Vendors
- Contracts - Set Aside
- Contracts - Cooperatives

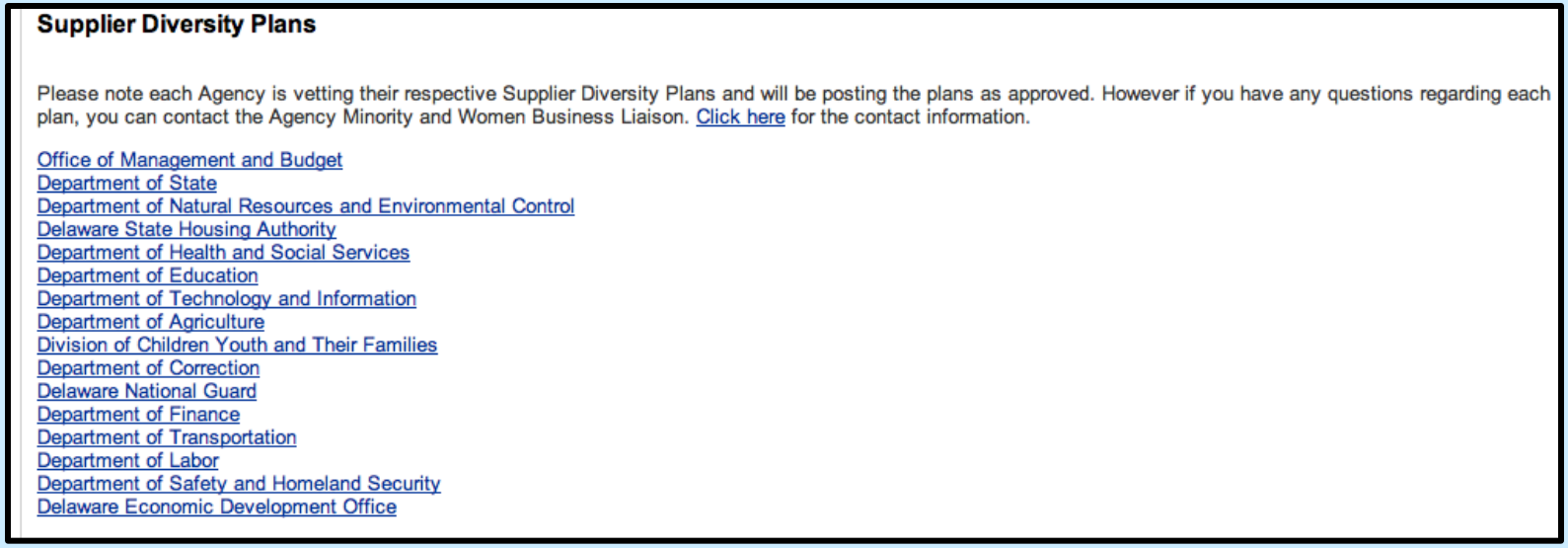
Contract Title	Contract Number	Expiration Date
Computer Equipment, Peripherals and Related Services	GSS09133-COMPUTER	8/31/2014
Data Communications Equipment Associated OEM Maintenance and Training	GSS09579-DATACOMM	5/31/2012
Document and Package Services	GSS09413-DOCUMENT_SRVC	6/30/2011
Drug Testing Kits	GSS10587-DRUG_TESTING	12/16/2011
Equipment Maintenance Management Program	GSS09582-EQUIPMAINT	4/15/2012
Hazardous Incident Response Equipment (HIRE)	GSS10594-HIRE	5/31/2015
I.T. Staff Augmentation Services	GSS11597-IT_SERVICES	6/30/2012
Industrial Supplies and Equipment	GSS11577-INDUSTRIAL	2/28/2014
Microcomputer Software	GSS10228-SOFTWARE	8/31/2013
Office Supplies and Accessories	GSS11489-OFFICSUPPLIES	6/30/2014
Plumbing Supplies and Accessories	GSS10129A-PLUMBING	3/31/2012
Postage and Mail Processing Equipment, Accessories, Services and Supplies	GSS09576-MAILMACHIN	11/14/2011
Refurbished Laptops	GSS11609-REFURB_LAPTOP	7/23/2011
School Furniture and Accessories	GSS11605-SFURNITURE	12/31/2011
Tires and Tubes	GSS10004-TIRES	2/29/2012
Vehicle Lifts and Related Garage Equipment	GSS09405-VEHLIFT	3/31/2013

Contracts - Purchasing Cooperatives

•A type of cooperative arrangement, often among businesses, to agree to aggregate demand to get lower prices from selected suppliers

•Western States Contracting Alliance (WSCA), The Minnesota Multistate Contracting Alliance for Pharmacy (MMCAP), The National Joint Powers Alliance (NJPA), The Cooperative Purchasing Network (TCPN), The Interlocal Purchasing System (TIPS), U.S. Communities





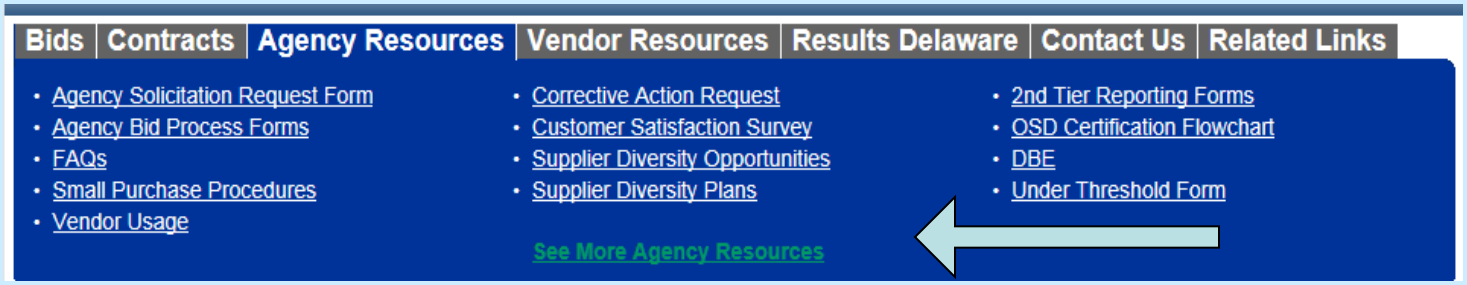
Supplier Diversity Plans

Please note each Agency is vetting their respective Supplier Diversity Plans and will be posting the plans as approved. However if you have any questions regarding each plan, you can contact the Agency Minority and Women Business Liaison. Click here for the contact information.

Office of Management and Budget
Department of State
Department of Natural Resources and Environmental Control
Delaware State Housing Authority
Department of Health and Social Services
Department of Education
Department of Technology and Information
Department of Agriculture
Division of Children Youth and Their Families
Department of Correction
Delaware National Guard
Department of Finance
Department of Transportation
Department of Labor
Department of Safety and Homeland Security
Delaware Economic Development Office

Agency Resources – Supplier Diversity Plans

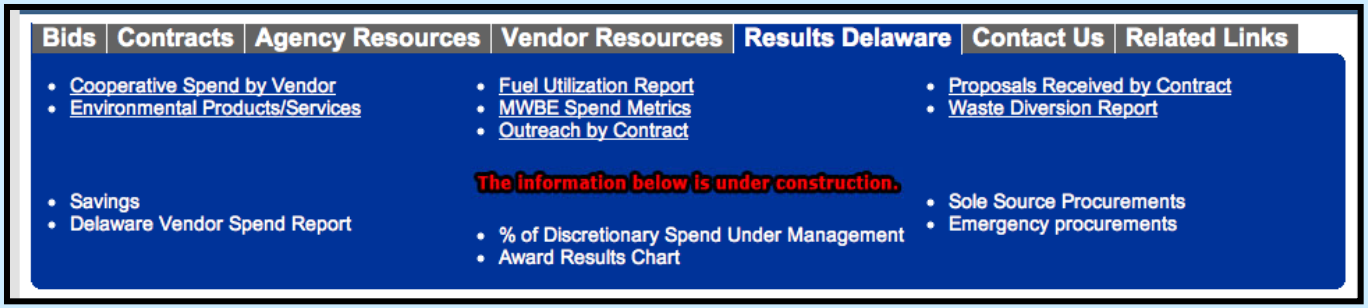
- Identify agency specific supplier diversity initiatives



Agency Resources – More Agency Resources

•Procurement unit contact list of over 250 contacts – Use as a marketing tool

•Over 100 FAQ's regarding state procurement process



Contract	Contract #	Award Date		Total Vendors	DE	Small	MWBE	Veteran & SDV
Paper - Specialty/Printing	GSS10016D-SPEC_PAPER	11/19/10	GSA	0	0	0	0	0
			SBA	120	0	0	0	0
			OMWBE	1	0	0	1	0
			GSS	8	0	0	0	0
			TOTAL	129	0	0	1	0

Contract	Contract #	Award Date		Total Vendors	DE	Small	MWBE	Veteran & SDV
Sedans and Hybrid Vehicles	GSS10561-SEDANS/HYBRIDS	11/19/10	GSA	0	0	0	0	0
			SBA	0	0	0	0	0
			OMWBE	0	0	0	0	0
			GSS	6	2	0	0	0
			TOTAL	6	2	0	0	0

Contract	Contract #	Award Date		Total Vendors	DE	Small	MWBE	Veteran & SDV
Snow and Ice Removal	GSS10270B-SNOW_REMOVE	11/30/10	GSA	0	0	0	0	0
			SBA	180	0	0	0	0
			OMWBE	36	0	0	36	0
			GSS	20	5	0	1	0
			TOTAL	236	5	0	37	0

Contract	Contract #	Award Date		Total Vendors	DE	Small	MWBE	Veteran & SDV
Trucks and Vans	GSS10560-TRUCKS_VANS	11/30/10	GSA	0	0	0	0	0
			SBA	0	0	0	0	0
			OMWBE	0	0	0	0	0
			GSS	7	2	0	0	0
			TOTAL	7	2	0	0	0

Results Delaware – Utilize this information for growth

•Outreach sources – Certified OSD directory & dynamic small business database

•Public Works Opportunities FY12 and FY13 – Reports of Public Works Opportunities available

OSD@STATE.DE.US
gss.omb.delaware.gov/osd

Return to Table of Contents

Bids | Contracts | Agency Resources | Vendor Resources | Results Delaware | Contact Us | Related Links

- Aggregate Contract Usage
- Cooperative Spend by Vendor
- Environmental Products/Services
- Savings
- Delaware Vendor Spend Report

- Fuel Utilization Report
- Supplier Diversity Spend Metrics
- Outreach by Contract
- Office Supplies Environmental Impact 2011

The information below is under construction.

- % of Discretionary Spend Under Management
- Award Results Chart

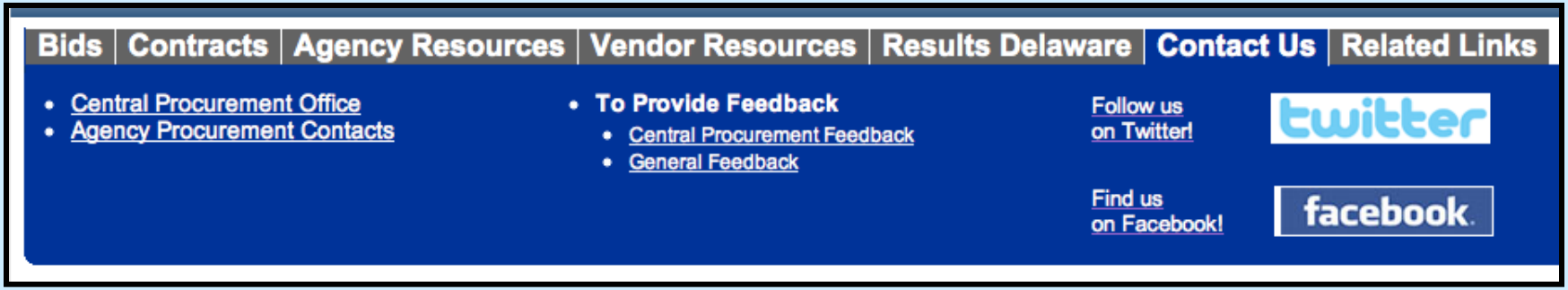
- Proposals Received by Contract
- Public Works Opportunities FY12
- Public Works Opportunities FY13
- Waste Diversion Report
- Sole Source Procurements
- Emergency procurements

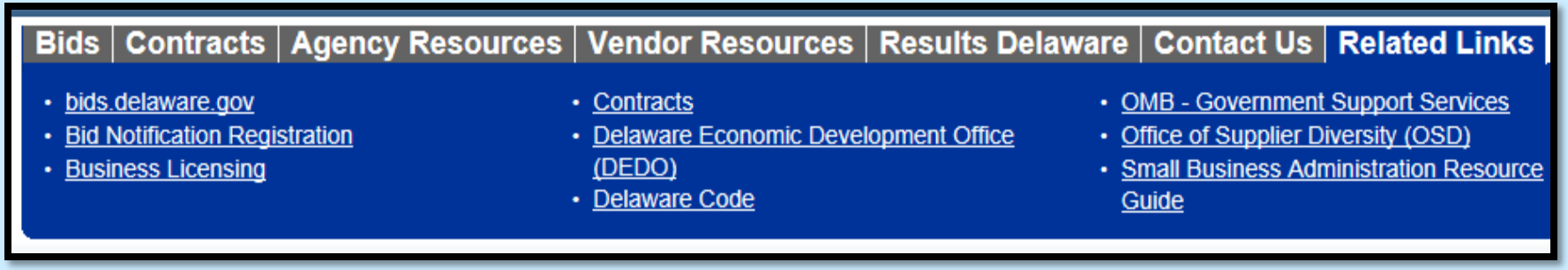
PROPOSALS RECEIVED SUMMARY DATA

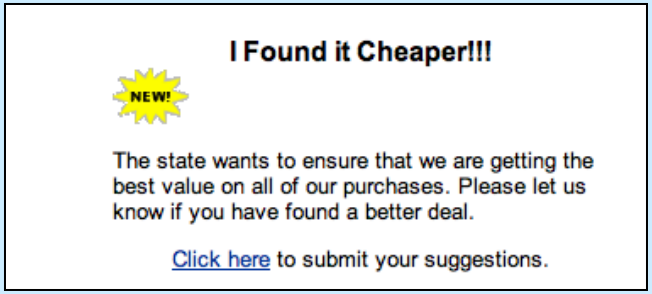
AWARD DATE	BID OR CONTRACT NUMBER	COMMODITY OR SERVICE DESCRIPTION	TOTAL BIDS RECEIVED	TOTAL MWBE BIDS RECEIVED	# AWARDED TO A MWBE	# AWARDED TO A DE FIRM
10/1/10	GSS10442-INTERNETSVC	8111 - Computer Services	6	0	0	0
10/25/10	GSS10009-MOTOR_OIL	Motor Oil, Re-refined Motor Oil, Lubricants and Antifreeze	2	1	1	0
10/28/10	GSS10013-POLICEVEH	Police Pursuit Vehicles - Model Year 2011 or Later	5	0	0	1
10/28/10	GSS10053-TOWING	Towing	7	2	1	6
11/4/10	GSS10208-SECURITY_OFF	Security Officer Services - Unarmed	10	0	0	1
11/19/10	GSS10016D-SPEC_PAPER	Paper - Specialty/Printing	5	0	0	0
11/19/10	GSS10561-SEDANS/HYBRIDS	Sedans and Hybrid Vehicles	5	0	0	1
11/30/10	GSS10270B-SNOW_REMOVE	Snow and Ice Removal	3	1	0	1
11/30/10	GSS10560-TRUCKS_VANS	Trucks and Vans	4	0	0	1
11/30/10	GSS10384-CELL_DATA_SVC	Cell Phones	4	0	0	1
12/1/10	GSS11490-PACKAGE_FOOD	5019 - Prepared/Processed Food	10	0	0	0
12/15/10	GSS11578A-MEAT	5011 - Meat/Poultry Products	11	0	0	0
12/29/10	GSS10070-CLOTHING	Clothing, Linen & Textiles, Footwear and Scrubs	14	2	1	4
1/24/11	GSS11043A-AMMUNITION	Ammunition and Targets	5	0	0	0
1/27/11	GSS10557-CYBER_SECUR	Cyber Security and Disaster Recovery Staffing services	5	1	1	2
2/4/11	GSS10560A-TRUCKS-VANS	Supplemental Bid for Handicap Vehicles	4	0	0	1
2/15/11	GSS11596-FOODYARD_COMPOST	Food and Yard Waste for Composting	3	1	0	2
2/28/11	GSS11007-AUTO_PARTS	Auto Parts and Batteries	12	2	1	8
3/21/11	GSS11578B-MEAT	Meat, Poultry, Fish & Dairy	11	1	1	0
3/31/11	GSS10363-ARMEDSECURITY	Security Officer Services - Armed	5	0	0	1
4/7/11	GSS11462C-MICROGRAPHIC	Micrographic Services and Conversion Services	3	1	1	1
4/11/11	GSS11595A-COOK_OIL_REM	Cooking Oil Collection/Recycling	1	0	0	0
4/20/11	GSS11005-BREAD_PROD	Bread and Bread Products	5	0	0	0
4/20/11	GSS11055A-BEEF_PROCESS	Commodity Processing of Frozen Ground Beef	6	0	0	0
4/21/11	GSS11411-SAED	Semi Automated External Defibrillators	11	2	0	0

Results Delaware

•Use this information as a resource to identify areas for growth







Contact Us & Related Links

- Provide feedback and suggestions
- Identify additional business support resources, training, business licensing
- I found it cheaper – Can you provide a better price?

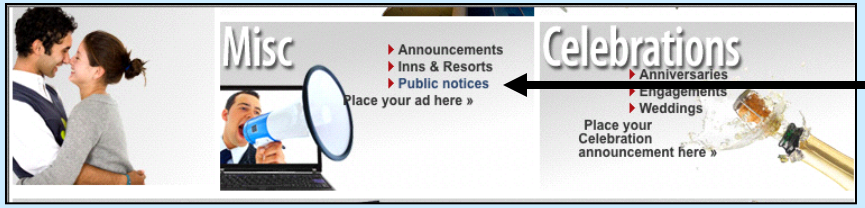
OSD@STATE.DE.US
gss.omb.delaware.gov/osd

Return to Table of Contents

Additional Resources for Opportunities

Scroll down

www.delawareonline.com



Additional Resources for Opportunities

690-7776
www.ascmoving.com

Voted Best Maid Service
We Clean Corners Not Around Them Doing Quality Service & Detail
www.prideklean.com

Public Arrest Records
See anyone's past criminal history. Unlimited searches. Peace of mind.
www.instantcheckmate.com

Legal Notice Experts
Class action experts specializing in Rule 23 notification.
www.KinsellaMedia.com

Official BP Claims Site
Make A Claim Without A Lawyer Visit Our BP Claims Page For More Info
www.BP.com/claims

Welcome to the Web site for Maryland, Delaware and District of Columbia public notices from member newspapers of the Maryland Delaware and DC Press Association. Click on a newspaper to browse its foreclosure and public notice listings or use the search box below. **All ads are copyright the Maryland, Delaware and DC Press Association and its member newspapers.**

Browse Public Notices by Newspaper

Newspapers A to E

Annapolis Capital
Arbutus Times
Baltimore Sun
Baltimore Messenger
Bay Times
Carroll County Times
Catonsville Times
Cecil Whig
Columbia Flier
Crisfield Times
Cumberland Times-News
Delaware State
Dorchester Star
Dundalk Eagle
Eastern Shore Banner
Easton Star Democrat

Newspapers F to Z

Frederick News Post
Gazette of Politics and Business
Howard County Times
Hagerstown Herald-Mail
Kent County News
Laurel Leader
Maryland Daily Record
Maryland Gazette
Milford Chronicle
Owings Mills
Sussex County
The Jeffersonian
Towson Times
Washington Post
Wilmington News-Journal

Search Notices and Foreclosures by Keyword

Please note that searches are case sensitive. To search for a phrase, place the words inside double quotes. e.g. "Lance Armstro
search for entries without certain words or phrases, place a negative sign ("-") before it. e.g. "Lance Armstrong" -charity.

Search by Keyword
Search in Titles and Entries
Exact Phrase Match

Search Entries From
Any date
Newer Older

Sort Results By
Date
Descending Ascending

Delaware

- Powerball jackpot climbs to $173 million

Delaware

NOMINATIONS FOR KENT CONSERVATION DISTRICT SUPERVISOR MAY BE MADE The Kent Conservation Dis

Newspaper: **Delaware State** | Date: **10/23/11**

NOMINATIONS FOR KENT CONSERVATION DISTRICT SUPERVISOR MAY BE MADE The Kent Conservation District Board of Supervisors has announced that nominations will be accepted for a board supervisor to represent the northeast portion of Kent County on the District Board. The term will begin January 1, 2012, and end December 31, 2015. Any interested farmer can become a candidate for election to the Board. There…

Invitation To Bid Snow Removal Bids Old Mill Acres I & II Accepting bids for the 2011-2012 S

Newspaper: **Delaware State** | Date: **10/23/11**

Invitation To Bid Snow Removal Bids Old Mill Acres I & II Accepting bids for the 2011-2012 Season Call 302-697-8099

NOTICE OF PUBLIC SALE OF PERSONAL PROPERTY Notice is hereby given that the undersigned will

Newspaper: **Delaware State** | Date: **10/23/11**

NOTICE OF PUBLIC SALE OF PERSONAL PROPERTY Notice is hereby given that the undersigned will sell, to satisfy lien of the owner, at public sale by competitive bidding on November 15, 2011 at 10:30 AM at the Extra Space Storage facility located at: 121 Ruthar Dr Newark, DE 19711 302-292-2574 The personal goods stored therein by the following may include, but are not limited to general household, furniture,…

IN THE SUPERIOR COURT OF THE STATE OF DELAWARE No. S11C-09-038 RFS SUSSEX COUNTY, a politic

Newspaper: **Delaware State** | Date: **10/22/11**

IN THE SUPERIOR COURT OF THE STATE OF DELAWARE No. S11C-09-038 RFS SUSSEX COUNTY, a political subdivision of the State of Delaware, Plaintiff v. "CHURCH STREET" as depicted on the Tax Records of Sussex County, and ANY UNKNOWN PARTIES HAVING AN INTEREST IN "CHURCH STREET" Defendants. NOTICE To any parties having an interest in property known as "Church Street" situated along the southern Right of Way…

HARRINGTON SELF STORAGE 6467 Milford-Harrington Hwy. (302) 398-0668 Harrington Self Storage

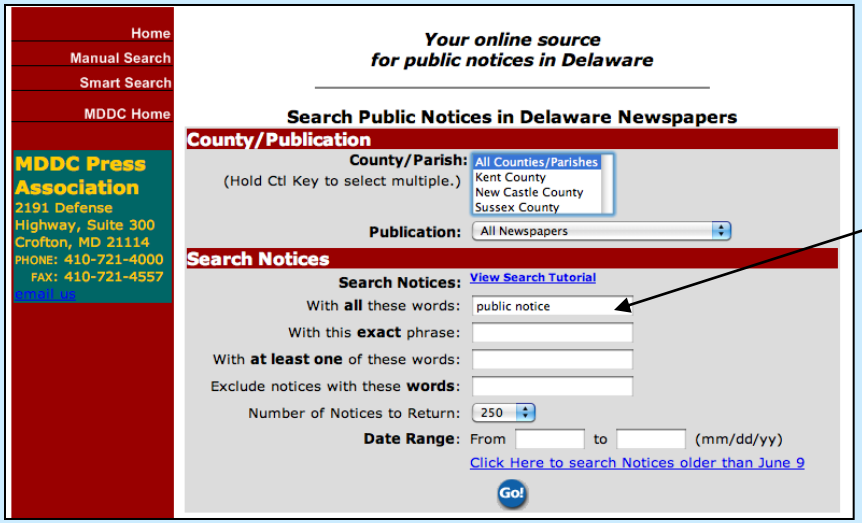
Newspaper: **Delaware State** | Date: **10/22/11**

HARRINGTON SELF STORAGE 6467 Milford-Harrington Hwy. (302) 398-0668 Harrington Self Storage Rt 13/Rt 14E Harrington DE 19952 will be holding a public auction on November 29, 2011 at 9:00 AM for non-payment of rent. Unit 30, Jennipher Unicaphee Unit 38, January Mclean Unit 131, Freda Sneed Unit 224, Ted Snedeker Unit 305, James Forest Unit 416, Ruthie Scott Units 229/1730, Lena Farrington Household…

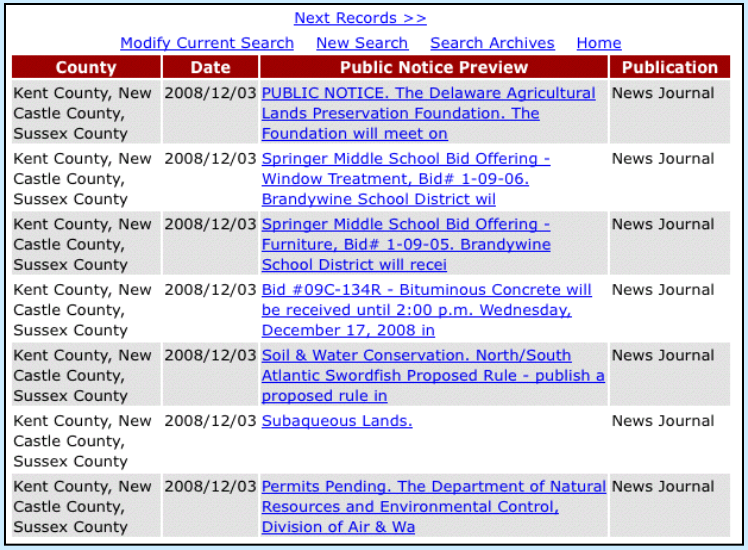
Page 1 of 74 pages **1** 2 3 > Last »

http://www.mddcnews.com/index.php/public_notices/

Additional Resources for Opportunities



Search "public notice"



Next Records >>

Modify Current Search New Search Search Archives Home

County	Date	Public Notice Preview	Publication
Kent County, New Castle County, Sussex County	2008/12/03	PUBLIC NOTICE. The Delaware Agricultural Lands Preservation Foundation. The Foundation will meet on	News Journal
Kent County, New Castle County, Sussex County	2008/12/03	Springer Middle School Bid Offering - Window Treatment, Bid# 1-09-06. Brandywine School District wil	News Journal
Kent County, New Castle County, Sussex County	2008/12/03	Springer Middle School Bid Offering - Furniture, Bid# 1-09-05. Brandywine School District will recei	News Journal
Kent County, New Castle County, Sussex County	2008/12/03	Bid #09C-134R - Bituminous Concrete will be received until 2:00 p.m. Wednesday, December 17, 2008 in	News Journal
Kent County, New Castle County, Sussex County	2008/12/03	Soil & Water Conservation. North/South Atlantic Swordfish Proposed Rule - publish a proposed rule in	News Journal
Kent County, New Castle County, Sussex County	2008/12/03	Subaqueous Lands.	News Journal
Kent County, New Castle County, Sussex County	2008/12/03	Permits Pending. The Department of Natural Resources and Environmental Control, Division of Air & Wa	News Journal

http://publicnoticeads.com/de/

Additional Resources for Opportunities

DelawareReview.com
The Online Portal to Delaware Business, Industry and Government

Delaware News: *Stories posted every day from the Delaware State News, the state capital's daily newspaper.*

- Local community websites at **newszap.com**
- Business news from **PR Newswire**
- International news from **Reuters**

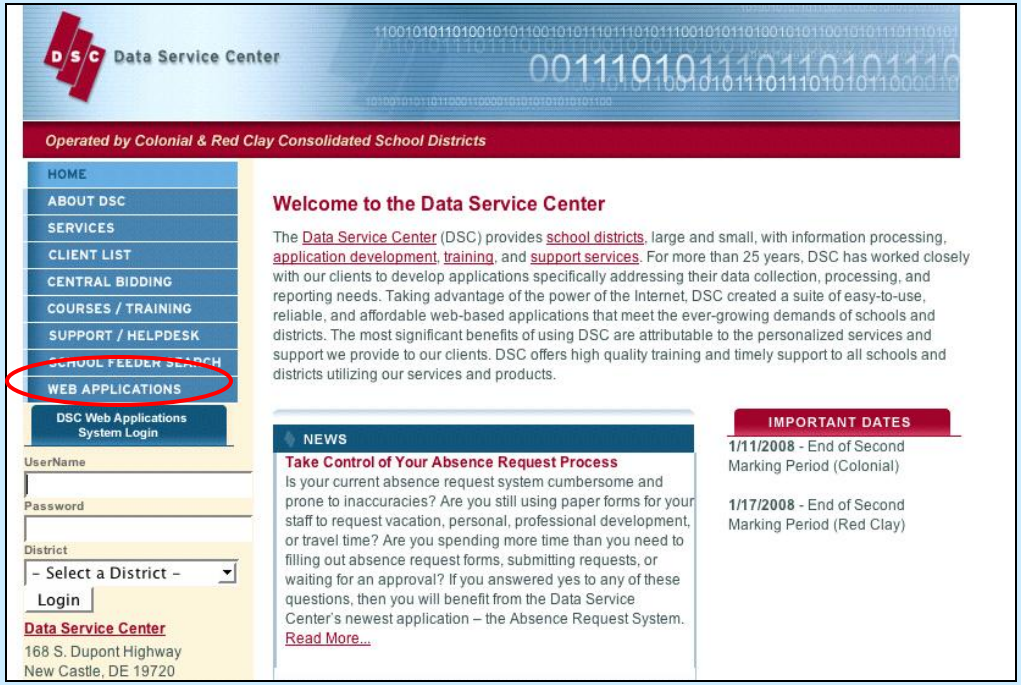
State of Delaware's website with links and phone numbers to state departments and agencies.
Official public notices, Requests for Proposals and Invitations to Bid
Delaware Legislative bill tracker
Delaware Municipalities & Counties

INVITATION TO BID General Contractor seeking Certified MBE/WBE quotes for the following project: **Renovation and Addition to the Milford Public Library Milford, Delaware Contract No. 2006237 Bid is due on or before December 18, 2008** The Work consists of all phases of Site Work. Plans and Specifications are available for review: Melvin L. Joseph Construction Co. 25136 DuPont Blvd. Georgetown, DE 19947 Phone: 302-856-7396 Fax: 302-856-1725 An Equal Opportunity Employer 303824 DSN 12/11/08

Dec 11, 2008

Additional Resources for Opportunities

http://www.dataservice.org



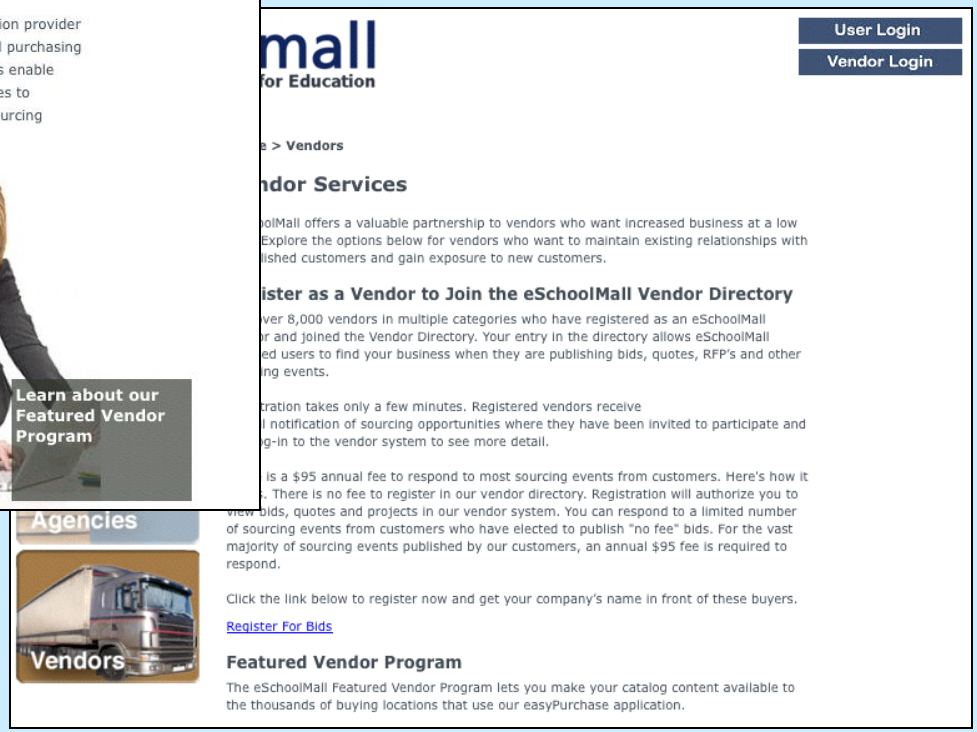
The following school districts participate:

- Appoquinimink
- Colonial
- Red Clay
- Christina
- Milford
- New Castle County Vo-Tech

Additional Resources for Opportunities

www.eschoolmall.com

Complete list of products posted on OSD web site - FAQ



Additional Resources for Opportunities

www.eschoolmall.com

Services

Register to Receive Bids

Featured Vendor Program

Customer Care

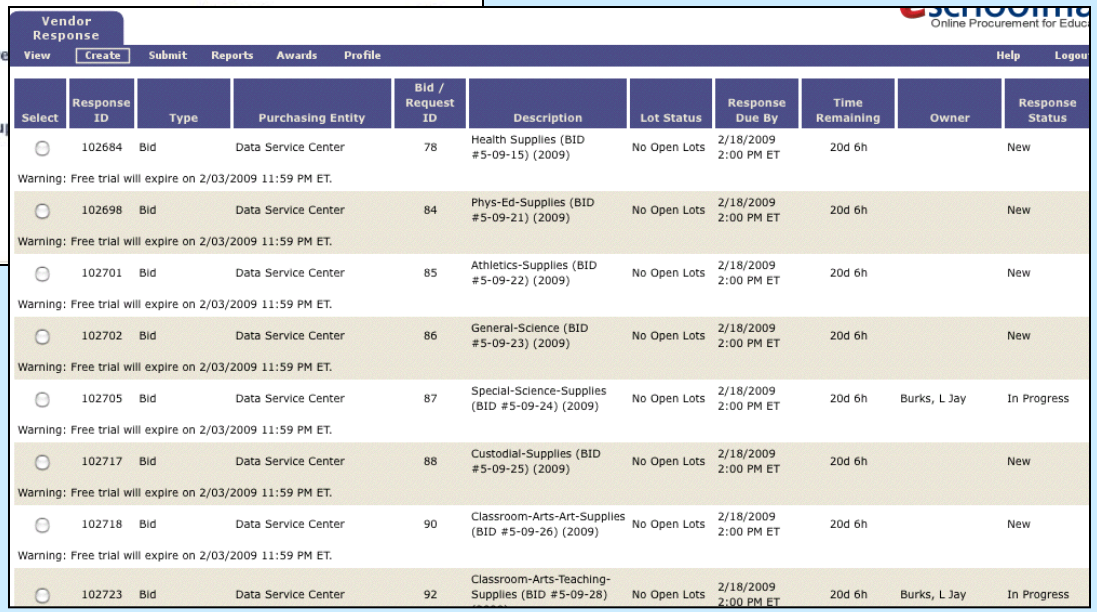
FAQ

Help

Customer Support

Recent Sourcing Opportunities

Sourcing Opportunity	Award Amount	# of Line Items
Food Service Supplies Bid	$2,400,000	690
Copy Paper Bid	$1,800,000	50
Office Supplies Bid	$1,005,000	310
Office and Classroom Furniture Bid	$849,000	115
Custodial Supplies Bid	$756,000	315
Maintenance/Hardware Bid		
Cafeteria Paper and Small Ware		
Cafeteria Equipment Bid		
Audio Visual Equipment and Su		
Technology Education Bid		
Science Supplies Bid		
Arts & Crafts Supplies Bid		



Vendor Response

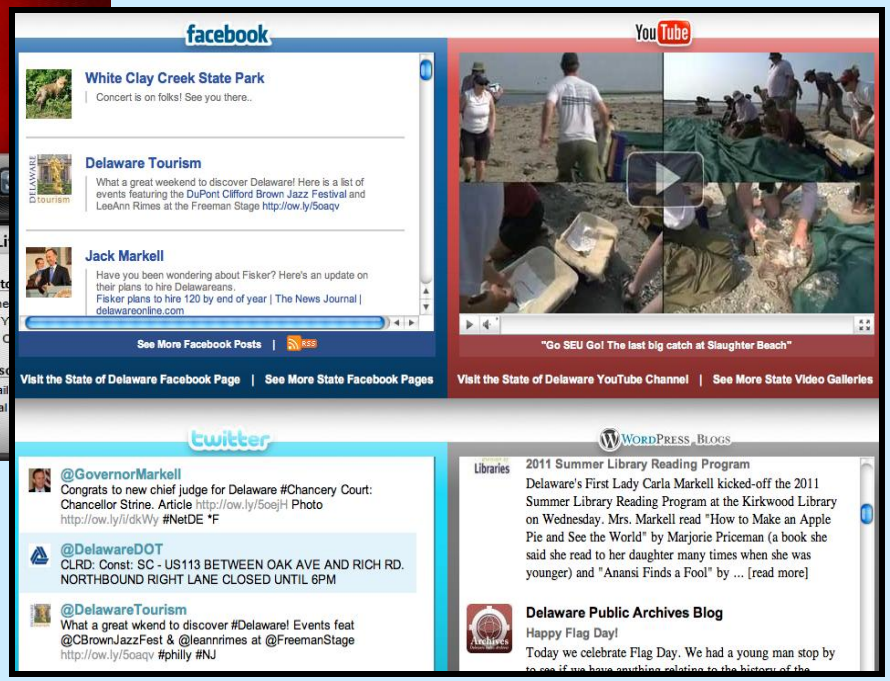
View | Create | Submit | Reports | Awards | Profile | Help | Logou

Online Procurement for Educ

Select	Response ID	Type	Purchasing Entity	Bid / Request ID	Description	Lot Status	Response Due By	Time Remaining	Owner	Response Status
○	102684	Bid	Data Service Center	78	Health Supplies (BID #5-09-15) (2009)	No Open Lots	2/18/2009 2:00 PM ET	20d 6h		New
Warning: Free trial will expire on 2/03/2009 11:59 PM ET.										
○	102698	Bid	Data Service Center	84	Phys-Ed-Supplies (BID #5-09-21) (2009)	No Open Lots	2/18/2009 2:00 PM ET	20d 6h		New
Warning: Free trial will expire on 2/03/2009 11:59 PM ET.										
○	102701	Bid	Data Service Center	85	Athletics-Supplies (BID #5-09-22) (2009)	No Open Lots	2/18/2009 2:00 PM ET	20d 6h		New
Warning: Free trial will expire on 2/03/2009 11:59 PM ET.										
○	102702	Bid	Data Service Center	86	General-Science (BID #5-09-23) (2009)	No Open Lots	2/18/2009 2:00 PM ET	20d 6h		New
Warning: Free trial will expire on 2/03/2009 11:59 PM ET.										
○	102705	Bid	Data Service Center	87	Special-Science-Supplies (BID #5-09-24) (2009)	No Open Lots	2/18/2009 2:00 PM ET	20d 6h	Burks, L Jay	In Progress
Warning: Free trial will expire on 2/03/2009 11:59 PM ET.										
○	102717	Bid	Data Service Center	88	Custodial-Supplies (BID #5-09-25) (2009)	No Open Lots	2/18/2009 2:00 PM ET	20d 6h		New
Warning: Free trial will expire on 2/03/2009 11:59 PM ET.										
○	102718	Bid	Data Service Center	90	Classroom-Arts-Art-Supplies (BID #5-09-26) (2009)	No Open Lots	2/18/2009 2:00 PM ET	20d 6h		New
Warning: Free trial will expire on 2/03/2009 11:59 PM ET.										
○	102723	Bid	Data Service Center	92	Classroom-Arts-Teaching-Supplies (BID #5-09-28)	No Open Lots	2/18/2009 2:00 PM ET	20d 6h	Burks, L Jay	In Progress

Additional Resources for Opportunities

Delaware.gov – Great resource for finding additional State agencies



Additional Resources for Opportunities

Departmental List of State Agencies

Change To: Alphabetical Listing of State Agencies

Jump: A B C D E F G H I J K L M N O P Q R S T U V W X Y Z

State Elected Officials

- Governor Jack Markell
- Lt. Governor Matt Denn
- Attorney General Joseph R. Biden, III
- Auditor of Accounts R. Thomas Wag
- Insurance Commissioner Karen We
- State Treasurer Chipman Flowers,

Legislative & Judicial Branches

Legislative Branch
- State Senate
- State House of Representatives

Judicial Branch
- Court System Ove
- Courts

Executive Branch Agencies

A

Agriculture, Department of
- Agriculture Compliance
- Food Product Inspection
- Forest Service
- Harness Racing Commission
- Information and Education
- Land Use Planning and Preservation
- Marketing
- Nutrient Management
- Pesticides
- Plant Industries
- Poultry & Animal H
- Standardbred Breed
- Thoroughbred Racin
- Weights & Measure

Alcoholic Beverage Control Commissioner, Office of the

Attorney General's Office
- Administration
- Appeals Division
- Civil Division
- Criminal Division
- Fraud/Consumer Pr
- Securities Division

More State Agencies

A
- Accounting, Division of
- Agriculture, Department of
- Archives, State

B
- Bank Commissioner, Office of the State
- Budget Development, Planning and

G
- General Assembly
- Government Information Center
- Governor, Office of the

H
- Harness Racing Commission
- Homeland Security, Dept. of Safety and

N
- Natural Res. and Env. Control, Dept. of

P
- Pardons, Board of, State
- Professional Regulation, Division of
- Public Advocate, State
- Public Integrity Commission

R
- Revenue, Division of

S
- Social Services, DHSS

T
- Technology and Information, Dept. of
- Tourism, Office of (DEDO)
- Transportation, Department of

U
- Unemployment Insurance, Division of

V
- Veteran's Affairs, Commission of
- Veterans Home, Delaware, State

Close Window *or* press 'Esc'

New Castle County

- Arden
- Bellefonte
- Delaware City
- Elsmere
- Middletown
- New Castle
- Newark
- Odessa
- Townsend
- Wilmington

Kent County

- Bowers Beach
- Camden
- Cheswold
- Clayton
- Dover
- Farmington
- Felton
- Frederica
- Harrington
- Hartly
- Houston
- Kenton
- Leipsic
- Little Creek
- Magnolia
- Milford
- Smyrna
- Viola
- Woodside
- Wyoming

Sussex County

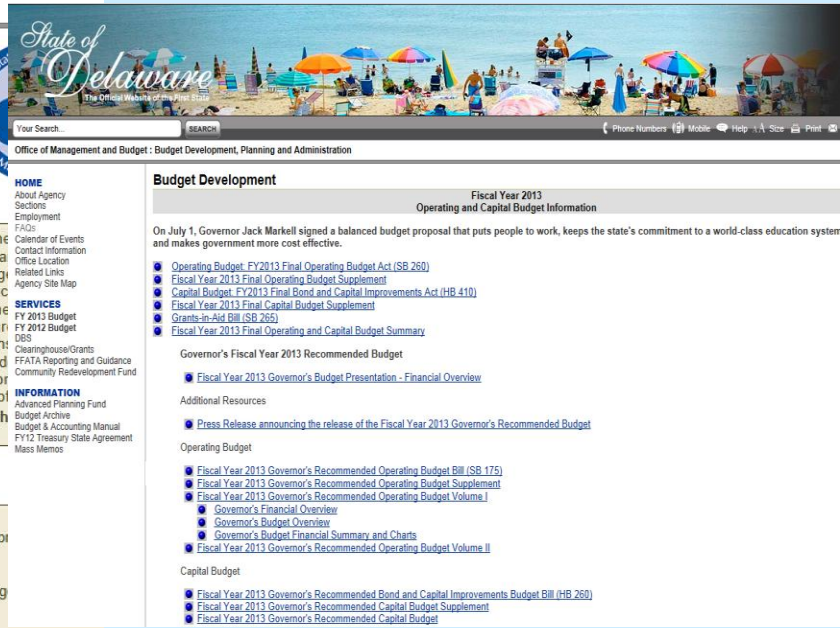
- Bethany Beach
- Bethel
- Blades
- Bridgeville
- Dagsboro
- Dewey Beach
- Ellendale
- Fenwick Island
- Frankford
- Georgetown
- Greenwood
- Henlopen Acres
- Laurel
- Lewes
- Millsboro
- Millville
- Milton
- Ocean View
- Rehoboth Beach
- Seaford
- Selbyville
- Slaughter Beach
- South Bethany

Delaware.gov – Great resource for finding additional State agencies

Additional Resources for Opportunities

State of Delaware Business Intelligence http://mymarketplace.delaware.gov/	www.delawareonline.com → classified section www.delawarereview.com
All State of Delaware Bids – Vendor Registration www.bids.delaware.gov	New Castle County http://www2.nccde.org/purchasing/default.aspx
City of Dover - MWBE preference program http://www.cityofdover.com/	City of Wilmington - Vendor Registration & DBE Goals http://www.wilmingtonde.gov/government/minoritybusiness
Delaware River and Bay Authority – Federal DBE Goals www.drba.net - Vendor Registration	Delaware State University - Vendor Registration http://www.desu.edu/purchasing/
City of Newark http://www.cityofnewarkde.us/index.aspx?nid=108	University of Delaware http://www.udel.edu/procurement/
Department of Education www.eschoolmall.com	Kent County http://www.co.kent.de.us
Delaware Solid Waste Authority – Vendor Registration http://www.dswa.com/vendorsRFBs.asp	Office of Management & Budget – Review the Budget http://www.omb.delaware.gov/
Department of Education http://www.dataservice.org	Federal Opportunities www.fbo.gov
Follow the Money http://checkbook.delaware.gov	Follow the Money http://pcard.accounting.delaware.gov/
Grants www.grants.gov	Follow The Money – Federal Funding www.usaspending.gov
GSA Federal Procurement Data Center https://www.FPDS.gov	US General Services Administration http://www.gsa.gov/portal/content/197989

www.omb.delaware.gov



Strategies for Success – Transparency Tools

- Review budget and bond bill

www.Checkbook.delaware.gov

STATE OF DELAWARE ONLINE CHECKBOOK

Welcome to the State of Delaware's official online checkbook. This resource will provide you with financial data related to the State's purchase of goods and services, as well as reimbursements. As you browse the online checkbook, you will be able to view payment information by **state agency**, **expenditure category**, or **vendor**. This data will be updated on a quarterly basis and available to you all year round with the click of a button. With Delaware's online checkbook, it's easy!

Disclaimer: The data on this website is uploaded on a quarterly basis. As this will be an ongoing process throughout the fiscal year, transactions are not audited and may contain corrected information, which may reverse or change the effect of previous entries.

This data includes Executive Branch agencies, Other Elected Official agencies, Higher Education, and School Districts.

The records displayed represent accounting system payment entries. Several of these entries may be combined in the issuance of one payment or check to a vendor. As such, it should be recognized that these transactions do not necessarily reflect individually issued checks or payments to vendors.

If you have any questions concerning the data and information on this website, please email: Delaware.Checkbook@state.de.us

by Department | by Category | by Vendor/Payee | Summary

Begin Your Department Search Here:

Select a Period: 2009 FY

Click on Department Name to Expand or Collapse		
ADV COUNCIL/EXCEPTIONAL CITIZN	120 Payments	$15,858.18
AGRICULTURE	6,088 Payments	$88,774,569.27
CORRECTION	4,024 Payments	$60,763,509.95
DELAWARE NATIONAL GUARD	6,843 Payments	$9,470,266.63
EDUCATION	9,414 Payments	$92,547,948.15
EDUCATION(SCHOOL DISTRICTS)	238,855 Payments	$537,705,290.64

Strategies for Success – Transparency Tools

•Follow the money – data can be sorted by vendor, product and service and UNSPSC

http://pcard.accounting.delaware.gov/

by Department | by Merchant Category | by Merchant | Summary

Begin Your Department Search Here:

Select a Period: FY2011-April

Click on Department Name to Expand or Collapse

ADVISORY COUNC EXCEPTNL CITIZN	3 Transactions	$226.74
DELAWARE NATIONAL GUARD	28 Transactions	$7,355.89
DEPARTMENT OF AGRICULTURE	196 Transactions	$31,311.54
DEPARTMENT OF CORRECTION	1,881 Transactions	$1,655,168.66
DEPARTMENT OF EDUCATION	1,511 Transactions	$546,619.37
DEPARTMENT OF ELECTIONS	50 Transactions	$7,227.54
DEPARTMENT OF FINANCE	156 Transactions	$56,152.48
DEPARTMENT OF LABOR	195 Transactions	$53,829.05
DEPARTMENT OF STATE	846 Transactions	$167,691.87
DEPT OF HEALTH SOCIAL SVS	1,249 Transactions	$343,517.08

Strategies for Success – Transparency Tools

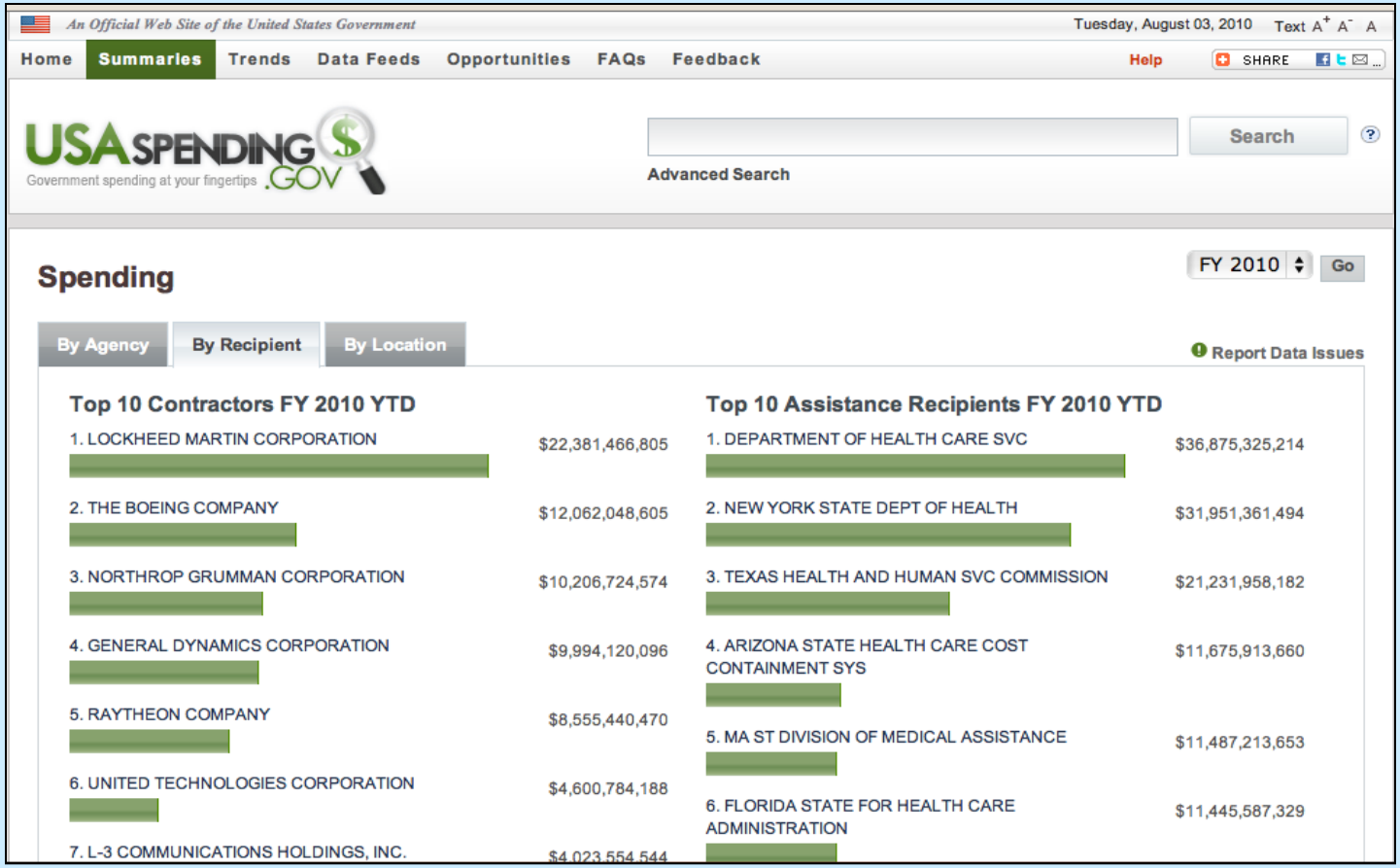
Follow the money – data can be sorted by vendor, product and service and agency

www.usaspending.gov

Strategies for Success – Transparency Tools

- Federal government spending

www.usaspending.gov



Strategies for Success – Transparency Tools

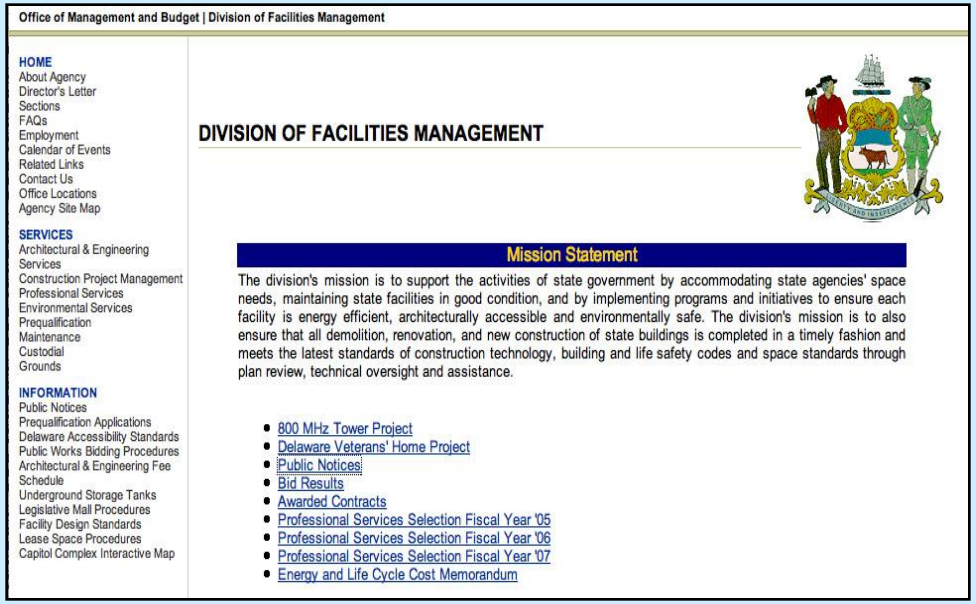
- Target top vendors receiving Federal funding

Strategies for Success Construction

http://dfm.delaware.gov/

Facilities Management

- Carpentry, Concrete Controls
- Electric Power, Flooring, Masonry
- Mechanical, Painting, Plumbing
- Site work, Testing & Balancing
- General Contracting, Roofing



Office of Management and Budget | Division of Facilities Management

HOME
About Agency
Director's Letter
Sections
FAQs
Employment
Calendar of Events
Related Links
Contact Us
Office Locations
Agency Site Map

SERVICES
Architectural & Engineering Services
Construction Project Management
Professional Services
Environmental Services
Prequalification
Maintenance
Custodial
Grounds

INFORMATION
Public Notices
Prequalification Applications
Delaware Accessibility Standards
Public Works Bidding Procedures
Architectural & Engineering Fee Schedule
Underground Storage Tanks
Legislative Mall Procedures
Facility Design Standards
Lease Space Procedures
Capitol Complex Interactive Map

DIVISION OF FACILITIES MANAGEMENT

Mission Statement

The division's mission is to support the activities of state government by accommodating state agencies' space needs, maintaining state facilities in good condition, and by implementing programs and initiatives to ensure each facility is energy efficient, architecturally accessible and environmentally safe. The division's mission is to also ensure that all demolition, renovation, and new construction of state buildings is completed in a timely fashion and meets the latest standards of construction technology, building and life safety codes and space standards through plan review, technical oversight and assistance.

- 800 MHz Tower Project
- Delaware Veterans' Home Project
- Public Notices
- Bid Results
- Awarded Contracts
- Professional Services Selection Fiscal Year '05
- Professional Services Selection Fiscal Year '06
- Professional Services Selection Fiscal Year '07
- Energy and Life Cycle Cost Memorandum

Strategies for Success Construction

http://dfm.delaware.gov/

Division of Facilities Management

- Prequalification application
- Find prime contractors

Office of Management and Budget | Division of Facilities Management

HOME

SERVICES
Annual Application

INFORMATION
Applications
Regulations
Registry

PREQUALIFICATION

Applications

- Annual Prequalification Application Revised 10/06/05
- Delaware Veterans' Home Design-Build Team Prequalification Application

Regulations

- Regulations for the Annual Prequalification of Contractors and Subcontractors

Prequalification Registry

- Sorted By Contractor
- Sorted by Trade

Supplemental Prequal by Project

- Red Clay School District - Telegraph Road School Renovations
- Red Clay School District – Henry B. Dupont Middle School Addition & Renovations

Strategies for Success Construction – 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 OSD web site

Strategies for Success Construction

Prevailing Wage Law

- The Department of Labor establishes and enforces the payment of wage rates for laborers and mechanics employed on state-funded construction projects.
  - Prevailing rates must be paid on new construction projects costing **more than $100,000**
  - Prevailing rates must be paid on alteration, repair, renovation, rehabilitation, demolition or reconstruction projects costing **more than $15,000**

- The Department of Labor determines the classification of workers and the type of construction on state-funded construction projects. Wage rates are established by an annual survey conducted by the Department.

http://dia.delawareworks.com/labor-law

Strategies for Success Construction

Contractor Prequalification

Large construction projects

- Letter from your bonding company
- Claims and suits
- Most recent audited financial statement and/or financial statement review
- Organizations "Z" Score
  - Only those General Contractors who have been PREQUALIFIED on both an annual and supplemental basis and have been assigned a **MAXIMUM CONTRACT DOLLAR VALUE of $400,000** (four hundred thousand dollars) or greater, may submit bids on this project. However, certain other conditions as they relate to Maximum Contract Dollar Value may apply. Please see the full text of the Prequalification Regulations on our web site at http://dfm.delaware.gov/.

Application is listed on Facilities Management web site
http://dfm.delaware.gov/

Strategies for Success Construction

Housing Authorities

- State Housing Authority - Housing Rehabilitation
  - Contractors are hired directly by the homeowners that borrow funds
  - Register directly with the following offices:
  - Kent County- (302) 744-2489 Sussex County- (302) 855-7777 New Castle County- (302) 395-5600 City of Wilmington-(302) 576-3000

BROWSE

- Your Home
- Your Business
- Public and Non-Profits
- Renewable Energy
- Energy Education & Resources
- Your Community
- Library

Energize Delaware and the Sustainable Energy Utility

The **Sustainable Energy Utility (SEU)** is a unique non-profit organization offering a one-stop resource through its Energize Delaware initiative to help **residents** and **businesses** save money through clean energy and efficiency. The SEU was created in 2007 by the state of Delaware to foster a sustainable energy future for the state. The SEU model is the first of its kind to be established in the United States, and is being replicated in several other communities around the world.

The portfolio of programs that help Delawareans save energy and money continues to grow and evolve and includes:

- **Home Performance with ENERGY STAR® Program** with rebates for a range of efficiency improvements from insulation and sealing to efficient heating, cooling and other appliances
- **Lighting Discounts** that include CFL's and LED's
- ***Efficiency Plus* Business** providing efficiency and renewable energy solutions for businesses and non-profits
- **Performance contracting** to cut energy waste in state and local government buildings, schools and universities
- ily low-income new construction and rehab construction
- r **Green** rebates for new construction homes built to high efficiency standards

urces

dent non-profit, the Energize Delaware is able to leverage multiple sources of funding to serve Delaware's clean
Current funding sources for the SEU include:

Approved Energy Services Companies (ESCOs)

Ameresco, Inc.

3640 Everett Street, NW, Suite 100
Washington, DC 20004
Shelley Cohen
Title: Sr. Project Developer
Cell: 202.422.4488
Fax: 508.661.2201

Chevron Energy Solutions

A Division of Chevron U.S.A., Inc.
12980 Foster Drive, Suite 400
Overland Park, KS 66213
Steve Spurgeon
Title: Manager of Marketing Communications
Ph: 913.748.8663
Cell: 913.544.4126
Fax: 913.748.8734

Robert F. Kownurko
Regional Director of Operations
Ph: 215.699.0300 x 12
Cell: 215.688.8588

CM3 Building Solutions Incorporated

BROWSE

- Your Home
- Your Business
- Public and Non-Profits
  - Efficiency Plus Business Program
  - Performance Contracting
    - FAQs
- Renewable Energy

Performance Contracting Program

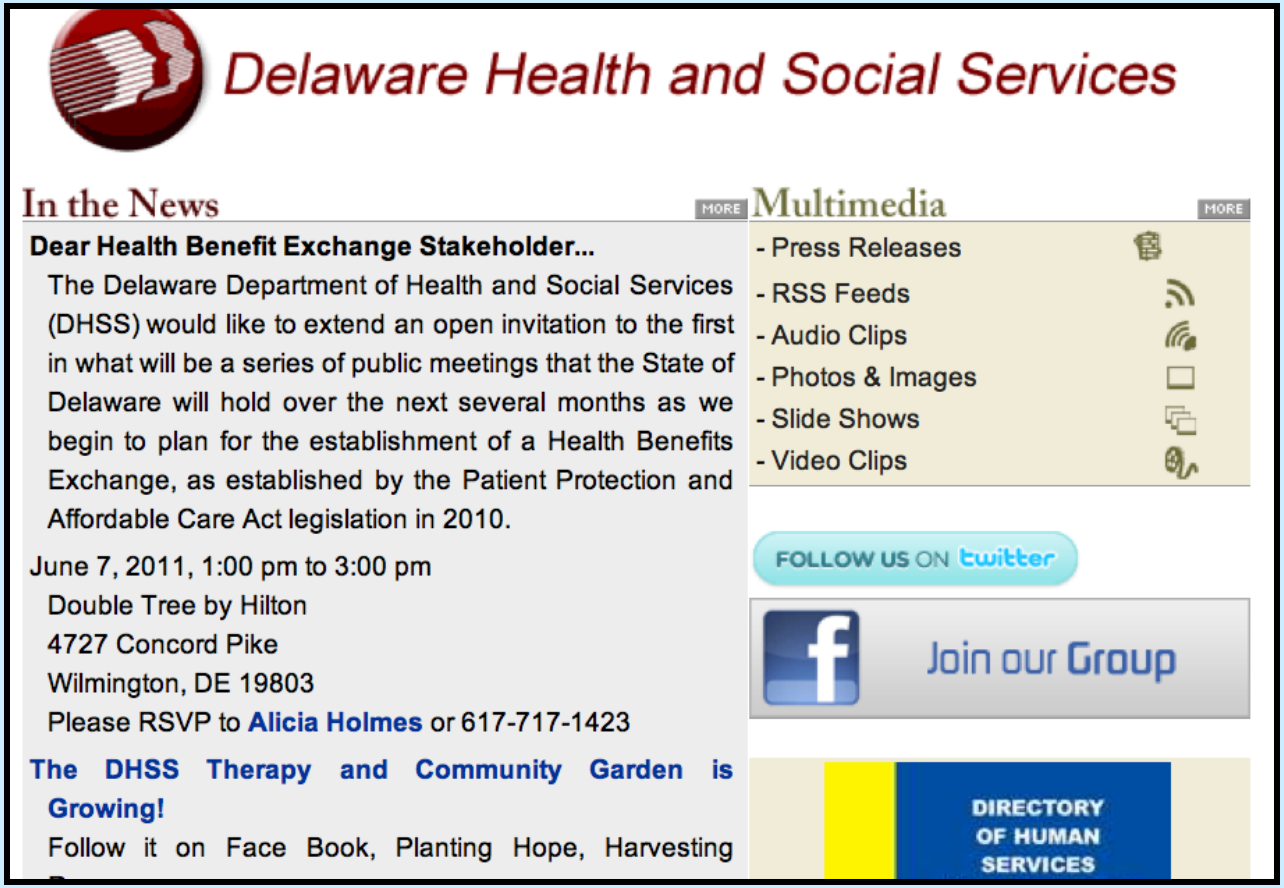
Energize Delaware's Performance Contracting Program is a comprehensive energy saving program directed at schools, universities, municipalities, hospitals and other non-profits and privately held institutions. The program provides a comprehensive approach to assess energy use and to implement energy and water efficiency improvement projects by providing contractual and financing mechanisms to execute the upgrades with minimal financial risk.

The Performance Contracting Program uses long-term utility cost savings derived from implementation of the projects to fund the improvements. The Program is executed through a pool of eleven area **Energy Services Companies** (ESCOs) who have been pre-qualified by the SEU. The ESCOs offer guaranteed energy savings which cover annual payments for project costs, usually over a contract terms of 15 to 20 years. This **Program Guidebook** and **diagram** details the steps in the process.

Learn more about Energize Delaware's Performance Contracting Program and whether Perfromance Contracting may be right for you with these **frequently asked questions** or contact a program representative today at **302-504-3077.**

Marketing Strategies – EnergizeDelaware.org

- Performance contracting
- Market to approved vendors



Marketing Strategies - Directories

- Client list to marketing your products and services
- Central contracted vendors can leverage award
- Multiple online directories including daycare and Department of Education

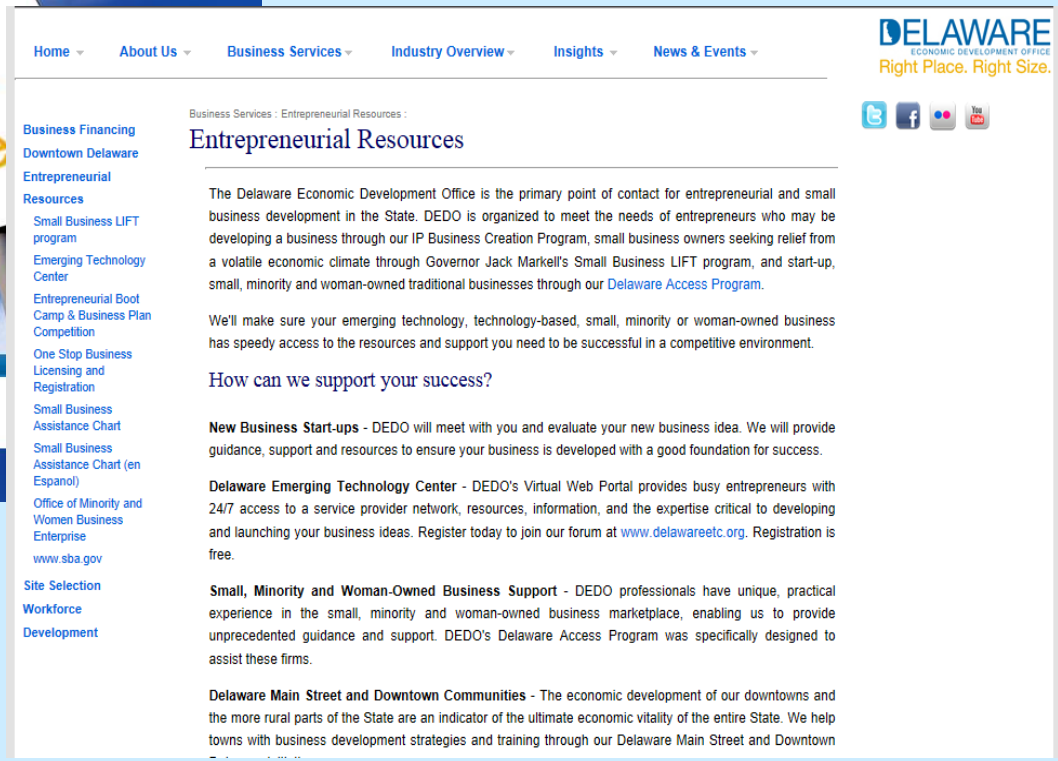
Small Business Resources

OSD@STATE.DE.US
gss.omb.delaware.gov/osd

Return to Table of Contents

Delaware Economic Development Office (DEDO)

http://dedo.delaware.gov/



Delaware Economic Development Office (DEDO) – Financing

- Delaware Strategic Fund - Our primary funding source to provide customized financial assistance in the form of low interest loans, grants, or other creative instruments.
- Small Business Assistance Chart – A chart displaying the various sources of potential business resources.
- Tax-Exempt Bond Financing - Financing through the issuance of tax-exempt bonds available to certain entities exempt from federal income taxation.
- Delaware Innovation Fund – Provides early-stage investment capital and counsel to encourage start-up and early-stage high technology companies in Delaware and surrounding region.
- The Delaware Access Program - Encourages Delaware banks to make loans they would otherwise not make due to a borrowers riskier profile.
- Renewable Energy facilities Revolving Loan Fund – Funding to assist businesses specializing in energy efficiency.

Business Support Resources

Include in your marketing strategy

Delaware Resource Guide http://www.smallbusiness3.com/pdf/english/delaware.pdf	
DEDO - www.dedo.delaware.gov (302)739-4271	First State Community Loan Fund www.firststateloan.org (302)652-6774
Small Business Technology & Development Center www.delawaresbdc.org (302)831-1555	U.S. Small Business Administration - (302)573-6552 http://www.sba.gov/localresources/district/de/index.html
YWCA Center for Entrepreneurship www.ywcade.org (302)224-4060	Delaware Center for Enterprise Development http://www.desu.edu/dced/ (302)857-6954
SCORE www.scoredelaware.org (302)573-6552	Delaware Association of Nonprofit Agency (302)777-5500 http://www.delawarenonprofit.org
Business license http://revenue.delaware.gov/ (302)577-8778	Accounting W9 Form Getting Paid http://accounting.delaware.gov
Division of Professional Regulation (302)744-4500 http://www.dpr.delaware.gov/	Delaware State Forms http://www.delaware.gov/egov/portal.nsf/portal/formsdirect
Prevailing Wage http://www.delawareworks.com/industrialaffairs/services/LaborLawEnforcementInfo.shtml#pw1	Department of Labor (302)761-8084 www.delawareworks.com

Get Involved

Delaware Chambers of Commerce Directory http://www.delawarereview.com/	Delaware School District Directory http://www.doe.k12.de.us/edudir2/programs/EduDirStart.asp
Insight Community for Economic Development http://www.insightcced.org/	Delaware Hospital Directory http://www.delawarereview.com/
National Association of Women Business Owners (NAWBO) http://www.nawbodelaware.org	State Training Advisory Network Delaware (STAND) http://stand.delaware.gov/
Associated Builders and Contractors (ABC) http://www.abcdelaware.com	Delaware Contractor Association (DCA) http://www.e-dca.org/
Delaware Public Meeting Calendar http://delaware.gov/egov/portal.nsf/portal/calendarpublicmeetings	Directory of Human Services for Delaware http://dhss.delaware.gov/dhss/dssc/files/2011_hsdirectory.pdf
Metropolitan Wilmington Urban League http://www.mwul.org/	National Federation of Small Business http://www.nfib.com/
U.S. Women's Chamber of Commerce http://www.uswcc.org/	National Black Chamber of Commerce www.nationalbcc.org
Minority Business Development Agency http://www.mbda.gov/	United States Hispanic Chamber of Commerce www.ushcc.com
Indo American Chamber of Commerce www.iaccindia.com	Asian American Chamber - www.uspaacc.com
Women in Public Policy http://www.wipp.org/	International Trade and Development http://itc.omb.delaware.gov/default.shtml

Questions

Thank You

Office of Supplier Diversity (OSD)
100 Enterprise Place Suite 4
Dover, DE 19904
Telephone: (302)857-4554 Fax: (302)677-7086