

*Governor's Supplier Diversity Council Review
for Governor Jack Markell for Period Ending
December 2013*

Review of Governor's Supplier Diversity Council FY 13
Initiatives for
Governor Jack Markell
Ken Anderson, Chair
December 2013

Agenda

- Opening Statements by Chair, GSDC
- Introduction of SDC Members and Agency Liaisons
- Review and Status of GSDC Initiatives for FY 13
- Review of Status for Launch of Small Business Focus Program
- Discussion
- Final Remarks

Review GSDC Initiatives for FY 13

- **Continued to Refine Elements of Small Business Focus Program specifically:**
 - Established formulaic approach for eligibility for the program and inclusion in the Small Business Focus Program
 - Used 50% of the smallest industry standard size caps (FTE's/Gross Sales) for selected industry sectors, as set by SBA, and utilized in Delaware by DeIDOT for their DBA program
 - Based upon three (3) year averages

Review GSDC Initiatives for FY 13

- **GSDC adapted the following initiatives for FY 13 research, discussion and as appropriate recommendations:**
 - Examine and where practical, establish a standard for all agencies in terms of contract length and increased transparency on how the length of contract decisions are made
 - Encourage School Districts to report Diversity spend on the Supplier Diversity Score Card
 - OMB GSS to actively participate in School Districts Vendor Days including the providing of training

Review GSDC Initiatives for FY 13

- Ensure that the State's Supplier Diversity Vendors have access to plans and related documents for all Public Works Solicitations
- Reaffirm objectives in terms of percentage of spend for Supplier Diversity vendors
- Devise a method for effectively communicating current Supplier Diversity Score Card information to the Supplier Diversity Community

Review GSDC Initiatives for FY 13

- Evaluate consistency and integrity of the RFP process, including follow-through and status updates by Procurement personnel. Create accountable timelines for Vendors who have submitted formal proposals
- Continue work on codifying and promulgating various initiatives explored and proposals developed through the Council Tiger Team process. This includes incorporating Veterans into initiatives.
- Continue work with the Governor's Office to see the establishment of a Small Business Focus Program and/or its Under Threshold Alternative
- Develop sourcing models and spend analysis

Review GSDC Initiatives for FY 13

- **GSDC has researched, discussed and voted to recommend the following for selected FY 13 focus areas:**

1. **“Examine and where practical, establish a standard for all agencies in terms of contract length and increased transparency on how the length of contract decisions are made”**

Recommendation: GSDC is recommending to not standardize contract terms for state contracting. OMB GSS is developing training materials and FAQs to educate the supplier diversity community on what the opportunities are to understand and influence contract decisions with regard to length of terms.

Review GSDC Initiatives for FY 13

2. “Continue to work on codifying and promulgating the various initiatives explored and proposals developed through the GSDC Tiger Team process. This includes incorporating Veterans into the initiatives”.

Recommendation: Once the webpage of OSD Certified firms is updated, the OSD will provide guidance to resource partners on the ability to use the OSD Directory of Certified Business Enterprises for inclusion in opportunities and events.

Review GSDC Initiatives for FY 13

3. "Evaluate the consistency and integrity of the RFP process, including follow-through and status updates by Procurement personnel. Create accountable timelines for Vendors who have submitted formal proposals."

Recommendation: OMB GSS recommends conducting research on all contracts since 2010 to present date to review, from bid opening to contract close date for all procurements. This research will provide a timeline and will then assist in creating a recommendation by the GSDC for consideration in the state procurement process.

Review GSDC Initiatives for FY 13

4. “Devise a method for effectively communicating current Supplier Diversity Score Card information to the Supplier Diversity Community”.

Recommendation: The FY 2014 first quarter report was published on December 18, 2013. OSD has reversed the reporting requirement from an agency self-submission to an OSD quarterly outreach to gather data necessary to complete agency score cards.

Review GSDC Initiatives for FY 13

5.”Encourage School Districts to report their Diversity spend on the Supplier Diversity Score Cards: GSS to actively participate in School Districts Vendor Days including the providing of training.”

Recommendation: OMB GSS presented a letter on December 2nd to the school districts reminding them of their pledge to participate in the supplier diversity initiatives of the State. As of December 10th the districts committed to offering Vendor Day training in each county. The first is in Sussex County at Cape Henlopen School District on January 16. The next is in New Castle County at Appoquinimink Training Center on January 21. Vendor outreach to open the seats for these events commenced on December 18, 2013.

Review Status and Launch: Small Business Focus Program


- On December 6, 2013, Governor's Chief of Staff Mike Barlow, Secretary Alan Levin, Dean Stotler and Ken Anderson met to discuss protocol and timing of Small Business Focus Program launch
- Launch date to be confirmed at today's meeting.
- Update from Director, GSS on status of program launch and other related issues

Review Status and Launch: Small Business Focus Program

- Update from Director, GSS on status of program launch and other related issues
 - on schedule for operational and functional database and webpage completion in December
 - expect a January role-out based on identifying a host company to conduct the Launch event
 - OSD is conducting a site visit for a potential site – as they classify within the majority of the constituency inclusive of the small business eligibility of the SBF Program.

Review of Status and Launch: Small Business Focus Program

Delaware.gov | Text Only Governor | General Assembly | Courts | Elected Officials | State Agencies



Your Search... Phone Numbers Mobile Help Size Print Email

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

HOME
[Director's Letter](#)
[About Agency](#)
[FAQs](#)
[Employment](#)
[Contact Information](#)

SERVICES
[Beneficial Business Events](#)
[Certification](#)
[Recertification](#)
[Contractor Registration Application](#)
[MBE, WBE & Veteran Directory](#)

INFORMATION
[2nd Tier Reporting Form](#)
[DE Certification Flowchart](#)
[Informational Video Series](#)
[Newsroom & Spend Reports](#)
[SDC Meeting Minutes](#)
[Strategies for Success](#)
[Presentation](#)
[Supplier Diversity Plans](#)
[Under Threshold Form](#)

Directory of Certified Businesses

Search the Directory [Helpful Search Tips](#)

Please visit the North American Industry Classification System (NAICS) for additional information.
 For a complete directory of all businesses certified in either program select the program title below.

Office of Supplier Diversity

- Minority Business Enterprise (MBE)
- Woman Business Enterprise (WBE)
- Veteran Owned Business Enterprise (VOBE)
- Service Disabled Veteran Owned Business Enterprise (SDVOBE)

Full OSD Directory

Small Business Focus

- Architecture & Engineering Industry Firms
- Construction Industry Firms
- Manufacturing Industry Firms
- Retail Industry Firms
- Service Industry Firms
- Wholesale Industry Firms

Full SBF Directory

For assistance call the Office of Supplier Diversity at 302-857-4554

Last Updated: Wednesday December 18 2013

[site map](#) | [contact us](#) | [translate](#) | [delaware.gov](#)

Discussion and Final Remarks

