Delaware Office of Supplier Diversity

Strategies for Success!

Michelle Harris
Executive Director
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
Other Important Vendor Certifications
State, City, Federal and Non-Government

- SBA size
- City of Wilmington
- Hub Zone
- Certifications
  - Federal
  - Business
  - Act
  - Section 8a
- Delaware Opportunities
  - State of Delaware
  - Procurement Portal

State Supplier Diversity Initiatives no size limit

Special considerations for federal contracting opportunities from prime contractors & federal government agencies for service disabled veterans/veterans

Historically underutilized business zones program to help small businesses gain preferential access to federal procurement - not ethnic or gender based.

Provides assistance to DBE (new or expanding) based on employment data.

USDOT, FTA, FAA, FHWA, funded projects. Personal networth of 1.32 million except primary residence. Must have if interested in other Federal non-Delaware DBE opportunities.

Title of the image: Office of Supplier Diversity

- Minority Supplier Developer Council
- Women's Business Enterprise National Council
- Federal Business Opportunities
- Federal Business Opportunities
- Delaware Office of Supplier Diversity
- Delaware Opportunities State of Delaware Procurement Portal

osd@state.de.us
302-857-4554

OMITTED FROM RELEVANT TEXT

DMSC
WBENC
VetBiz
Federal Business Opportunities
Women's Business Enterprise National Council
Federal Business Opportunities
Minority Supplier Developer Council
PA, NJ, DE
Minority Supplier Developer Council
PA, NJ, DE
Minority Supplier Developer Council
PA, NJ, DE
Minority Supplier Developer Council
PA, NJ, DE

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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 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
Other DE Certifications

• Delaware Department of Transportation [www.deldot.gov](http://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
  – 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](http://www.msdc-panjde.org)
  – Streamlined application with State

• Women’s Business Enterprise National Council
  – [www.wbenc.org](http://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

• Veteran & Service Disabled Veteran
  – (302)573-6294 ext 227
  – http://www.asdv.org/ - Association for Service Disabled Veterans
Supplier Diversity Initiatives


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)

10/19/2012  OSD@STATE.DE.US  gss.omb.delaware.gov/osd
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 28, 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 Initiatives

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

Delaware Supplier Diversity Reports

FY 13 Supplier Diversity Reports
- FY13 Bond Bill Opportunities

FY 12 Supplier Diversity Reports
- FY12 Q1-Q2 Supplier Diversity Report
- FY12 Q1-Q3 Supplier Diversity Report
- Narrative MWBE Report for FY11

FY 11 MWBE Report
- Narrative MWBE Report for FY11
- Narrative MWBE Report for FY11Q1-Q2
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
Benefits of Certification

OSD Directory
Benefits of Certification

Directory Keyword Search

Apple Electric

Delaware Certification Number: DE09071604
ATTN: Lisa Presticino
18854 John J. Williams Highway
Rehoboth, DE 19971
302-645-5105 Telephone
302-645-5500 Fax

Business Description
Prompt quality electrical 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.

Delaware Certification Number: DE08081338
ATTN: Anne M Jacobi
20173 John J Williams Highway
Lewes, DE 19958
302-644-7081 Telephone
302-644-7082 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

Certified Minority and/or Women Business Spotlight

Io and Thomas Betley, of Astec Inc. have been doing business in Delaware for 20 years. Even with the wealth of knowledge born of twenty years experience in the field, they continue to seek new opportunities to learn. Astec is a recent graduate of the CAPS (Construction Assistance Participation Series) and a certified minority woman business certified with the State of Delaware since 2003. Astec has worked with the federal government and state government including the Office of Management and Budget’s Division of Facilities Management. Recently, Astec commended the facilities team (Larry Schrock) for including Astec in under threshold opportunities. Astec has a history of providing superior quality at competitive prices. The importance of inclusion to support the Supplier Diversity Executive Order and OMB’s supplier diversity plan has gradually begun to penetrate state agencies and increase the awareness and importance of inclusion to even the playing field. Astec is well positioned to take advantage of this opportunity: the superior work ethic and history of providing superior workmanship at competitive prices at Astec offers the state the opportunity to enhance their commitment to supplier diversity. Astec has greatly benefited from the many workshops offered by the OMWBE, and finds the information useful.

"The commitment to increased transparency and supplier diversity has provided us with additional tools to strengthen our competitive advantage and grow our business with the State of Delaware, Io Betley."

Please visit our web site http://asteceenviro.com/ or (302)378-2717

Beneficial Business Events

✓ Register for the monthly Office of Supplier Diversity Newsletter
✓ Receive alerts for trainings, workshops and potential business opportunities
Benefits of Certification

Know your NAICS Code

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


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<thead>
<tr>
<th>Material &amp; Non Professional Services</th>
<th>Under Threshold</th>
<th>Formal Bid Process</th>
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<tr>
<td>Less Than $10,000</td>
<td>$10,000-$24,999</td>
<td>$25,000 &amp; Over</td>
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<tr>
<td>Open Market Purchase</td>
<td>3 Written Quotes</td>
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<tr>
<td>Less Than $50,000</td>
<td>$50,000-$99,999</td>
<td>$100,000 &amp; Over</td>
</tr>
<tr>
<td>Open Market Purchase</td>
<td>Three Letter Bids</td>
<td>Formal Bid</td>
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<tr>
<td>Public Works</td>
<td></td>
<td></td>
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<tr>
<td>Less than $50,000</td>
<td>$50,000 &amp; over</td>
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<tr>
<td>Professional Services</td>
<td></td>
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<td>Less than $50,000</td>
<td>$50,000 &amp; over</td>
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</tr>
<tr>
<td>Open Market Purchase</td>
<td>Formal Bid Process</td>
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</table>
State Purchasing Opportunities

Welcome to the State of Delaware Procurement Portal - An all-inclusive site providing information on how to do business with the state.

I Found It Cheaper

In an effort to ensure the State is getting the best value on all purchases under central contracts OMB's Government Support Services now offers our new "I Found It Cheaper" website where you can submit real prices for real products. GSS then compares our value to your suggestions, so please let us know if you have found a better deal.

Submit Your Suggestions
State Purchasing Opportunities
How to register for State opportunities listserv

Subscription Service Main Menu

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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gss.omb.delaware.gov/osd
State Purchasing Opportunities
How to register for State opportunities listserv

Password must contain 3 out of following 4: lower case letters, upper case letters, numbers, symbols
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&eId=Q3E1XVBVXZIFSLD21KAAMII&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

<table>
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<tr>
<th>Service Category</th>
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<tr>
<td><strong>Education</strong></td>
<td>Information provided by the Delaware Department of Education, such as school closing notifications.</td>
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<tr>
<td><strong>Public Health and Safety</strong></td>
<td>Notifications of statewide health and safety issues.</td>
<td></td>
</tr>
<tr>
<td><strong>Regulatory Information</strong></td>
<td>Monthly notification of regulatory action.</td>
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<tr>
<td><strong>Public Announcement</strong></td>
<td>Announcements from the Office of the Governor to the public.</td>
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<tr>
<td><strong>Legislation Information</strong></td>
<td>Legislative notifications.</td>
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<tr>
<td><strong>Public Archives</strong></td>
<td>Public archives information.</td>
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</tr>
<tr>
<td><strong>Cyber Security News, Alerts, and Advisories</strong></td>
<td>Announcements from DIT about information security.</td>
<td></td>
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</tbody>
</table>
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

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

Although UNSPSC codes are eight digits the last four are “0’s” register with four digit prefix.

Different from NAICS Code
State Purchasing Opportunities
How to register for State opportunities
listserv - UNSPSC

- Review bids.delaware.gov for examples then register
- Register for all UNSPSC potential codes
  - Marketing
    - 80140000 Marketing & Distribution
    - 82140000 Graphic Design
    - 82120000 Reproduction Services
    - 8210000 Advertising
    - 82110000 Writing & Translations
    - 80160000 Business Administration

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gss.omb.delaware.gov/osd
State Purchasing Opportunities

How to register for State opportunities

listserv - UNSPSC

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UNv120901

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<td>80101508</td>
<td>Business intelligence consulting services</td>
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<td>2</td>
<td>80151605</td>
<td>Customs consulting service</td>
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<td>3</td>
<td>81101516</td>
<td>Energy or utility consulting service</td>
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<td>Sales and marketing software</td>
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<td>2</td>
<td>60105409</td>
<td>Brand marketing or advertising instructional materials</td>
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<td>3</td>
<td>80111602</td>
<td>Temporary marketing staff needs</td>
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<td>80111704</td>
<td>Permanent marketing staff needs</td>
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<td>80141606</td>
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<td>80141612</td>
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<td>11</td>
<td>80141618</td>
<td>Sales marketing agencies including print</td>
</tr>
<tr>
<td>12</td>
<td>80151505</td>
<td>Multinational marketing enterprises</td>
</tr>
</tbody>
</table>

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10/19/2012

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gss.omb.delaware.gov/osd
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
<table>
<thead>
<tr>
<th>Ad Date</th>
<th>Agency (Agency Acronyms)</th>
<th>UNSPSC (UNSPSC Information)</th>
<th>Contract Title/Description</th>
<th>Deadline Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>5/23/2011</td>
<td>DOT</td>
<td>7414</td>
<td>South District Administration Building Roof and Boiler Impro</td>
<td>7/19/2011</td>
</tr>
<tr>
<td>5/23/2011</td>
<td>DOT</td>
<td>7414</td>
<td>BR 1-494 on N427 Cedar Lane, Middletown</td>
<td>6/14/2011</td>
</tr>
</tbody>
</table>

**Contract Specific Message:**

A MANDATORY Pre-Bid Meeting will be held on Tuesday, June 28, 2011, at 10:00 a.m. at the OOW/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.

**Supporting Documents**
- RFP - Public Works
- Wage Determination

**Contact Information**
richard.glazeski@state.de.us

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**Bids.delaware.gov**

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

10/19/2012  
OSD@STATE.DE.US  
gss.omb.delaware.gov/osd
### 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

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>BYERS ELECTRICAL CONSTRUCTION LLC</td>
<td>600 CENCO BLVD CLAYTON, NJ 83120</td>
<td>(856) 881-8431</td>
</tr>
<tr>
<td>CHRISTIANA EXCAVATING CO</td>
<td>2042 SUNSET LAKE ROAD NEWARK, DE 197020</td>
<td>(302) 738-8660</td>
</tr>
<tr>
<td>DAVID W TALLEY GENERAL CONTRACTOR, LLC</td>
<td>199 AIRPORT ROAD NEW CASTLE, DE 197200</td>
<td>(302) 325-4366</td>
</tr>
<tr>
<td>DONEGAL CONSTRUCTION CORP</td>
<td>1235 MARGUERITE LAKE ROAD GREENSBURG, PA 156010</td>
<td>(724) 423-7500</td>
</tr>
<tr>
<td>EASTERN STATES CONST SERVICE INC</td>
<td>702 FIRST STATE BLVD WILMINGTON, DE 198040</td>
<td>(302) 995-2259</td>
</tr>
<tr>
<td>GRASSBUSTERS LANDSCAPING CO</td>
<td>935 RAHWAY DR NEWARK, DE 197110</td>
<td>(302) 292-1166</td>
</tr>
<tr>
<td>GUARDIAN CONSTRUCTION CO</td>
<td>101 ROGERS RD STE 101 WILMINGTON, DE 198010</td>
<td>(302) 834-1000</td>
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</tbody>
</table>

**Bids.delaware.gov**

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

10/19/2012
OSD@STATE.DE.US
gss.omb.delaware.gov/osd
Contracts

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

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

10/19/2012
OSD@STATE.DE.US
gss.omb.delaware.gov/osd
## Contracts – Awarded Vendors

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

### Awarded Contracts

<table>
<thead>
<tr>
<th>Vendor Name</th>
<th>MWBE</th>
<th>Vets/SDV</th>
<th>Delaware</th>
<th>Contract Number</th>
<th>Contract Title</th>
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<td>N</td>
<td>N</td>
<td>Y</td>
<td>GSS10165-PORT_TOILET</td>
<td>Portable Toilets - Rental and Servicing</td>
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<tr>
<td>Aardvark Tactical Inc</td>
<td>N</td>
<td>N</td>
<td>N</td>
<td>GSS10594-HIRE</td>
<td>Hazardous Incident Response Equipment (HIRE)</td>
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<tr>
<td>Ace Technology Partners</td>
<td>Y</td>
<td>N</td>
<td>N</td>
<td>GSS09133-COMPUTER</td>
<td>Computer Equipment, Peripherals and Related Services</td>
</tr>
<tr>
<td>Admiral Tire and Auto of Dover</td>
<td>N</td>
<td>N</td>
<td>Y</td>
<td>GSS10526-MAINT/REPAIR</td>
<td>Fleet Maintenance and Repair</td>
</tr>
<tr>
<td>Admiral Tire and Auto of Newark</td>
<td>N</td>
<td>N</td>
<td>Y</td>
<td>GSS10526-MAINT/REPAIR</td>
<td>Fleet Maintenance and Repair</td>
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<tr>
<td>Advanced Office Environments Inc</td>
<td>N</td>
<td>N</td>
<td>Y</td>
<td>GSS10479-FURNITURE</td>
<td>Furniture</td>
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<td>Airgas East Inc</td>
<td>N</td>
<td>N</td>
<td>N</td>
<td>GSS08170-LAB_GAS</td>
<td>Lab and Compressed Gases</td>
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<td>Alcatel-Lucent USA Inc</td>
<td>N</td>
<td>N</td>
<td>Y</td>
<td>GSS09579-DATACOMM</td>
<td>Data Communications Equipment Associated OEM</td>
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<tr>
<td>Alere, Inc.</td>
<td>N</td>
<td>N</td>
<td>N</td>
<td>GSS10587-DRUG_TESTING</td>
<td>Drug Testing Kits</td>
</tr>
<tr>
<td>Alere, Inc. (formerly Inverness Med)</td>
<td>N</td>
<td>N</td>
<td>N</td>
<td>GSS10587-DRUG_TESTING</td>
<td>Drug Testing Kits</td>
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<tr>
<td>All State Distributors</td>
<td>N</td>
<td>N</td>
<td>N</td>
<td>GSS10575-PERSONAL_CARE</td>
<td>Personal Care Products</td>
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<tr>
<td>Americare Products</td>
<td>N</td>
<td>N</td>
<td>N</td>
<td>GSS10575-PERSONAL_CARE</td>
<td>Personal Care Products</td>
</tr>
<tr>
<td>American Amenities</td>
<td>N</td>
<td>N</td>
<td>N</td>
<td>GSS10575-PERSONAL_CARE</td>
<td>Personal Care Products</td>
</tr>
<tr>
<td>American Truck &amp; Bus, Inc.</td>
<td>N</td>
<td>N</td>
<td>N</td>
<td>GSS10560A-TRUCKS</td>
<td>Trucks and Vans - Model Year 2011 or Later - Supplemental Bid</td>
</tr>
</tbody>
</table>
### Agency Award Documents

- **Award Notice**
  - Effective: 3/1/2010

- **Pricing Spreadsheet**
  - Effective: 3/1/2010

- **Addendum History**

### Vendor Information

<table>
<thead>
<tr>
<th>Vendor Name</th>
<th>MWBE</th>
<th>Vets/SDV</th>
<th>DE</th>
</tr>
</thead>
<tbody>
<tr>
<td>A-1 Sanitation Svc Inc</td>
<td></td>
<td></td>
<td>Y</td>
</tr>
<tr>
<td>Arrow Leasing Corp</td>
<td>Y</td>
<td>Y</td>
<td></td>
</tr>
</tbody>
</table>

### Contract Usage Information

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

### Vendor Bid Documents

- **RFP - Material 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

<table>
<thead>
<tr>
<th>Tract Number</th>
<th>Contract Name</th>
<th>Business Name</th>
<th>Address</th>
<th>Contact Name</th>
<th>Phone</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>GSS10208-SECURITY_OFF</td>
<td>Security Officer Services - Unarmed</td>
<td>Bennett Security</td>
<td>PO Box 344, Dover, DE 19903</td>
<td>Wayne Keller</td>
<td>302-734-2480</td>
<td><a href="mailto:waynekeller@dmv.com">waynekeller@dmv.com</a></td>
</tr>
<tr>
<td>Bowles Corporate</td>
<td>Bowles Corporation Services</td>
<td>Bowles Corporate</td>
<td>306 N. Delaware Dr., Clifton, NJ 07011</td>
<td>Albert Barett</td>
<td>973-773-0699</td>
<td>abarette@bc-sws</td>
</tr>
<tr>
<td>C&amp;D Security</td>
<td>C&amp;D Security</td>
<td>C&amp;D Security</td>
<td>7675 Cantor Dr., Colorado Springs, CO 80809</td>
<td>Troy Thames</td>
<td>719-597-0750</td>
<td><a href="mailto:troy.thames@candrisecurity.com">troy.thames@candrisecurity.com</a></td>
</tr>
<tr>
<td>Dunbar</td>
<td>Dunbar</td>
<td>Dunbar</td>
<td>750 Otts Chapel Rd., Newport, DE 19713</td>
<td>Carroll Dixon</td>
<td>410-285-8400</td>
<td><a href="mailto:carroll.dixon@dunbaram.com">carroll.dixon@dunbaram.com</a></td>
</tr>
<tr>
<td>G4S Secure Solutions</td>
<td>G4S Secure Solutions</td>
<td>G4S Secure Solutions</td>
<td>750 Otts Chapel Rd., Newport, DE 19713</td>
<td>Nicholas Perce</td>
<td>302-292-8869</td>
<td><a href="mailto:Nicholas.Peres@g4s.com">Nicholas.Peres@g4s.com</a></td>
</tr>
<tr>
<td>J.R. Gettler</td>
<td>J.R. Gettler</td>
<td>J.R. Gettler</td>
<td>2 Centerville Rd., Wilmington, DE 19808</td>
<td>Louis Manerchi</td>
<td>302-652-2700</td>
<td><a href="mailto:jmanerchia@gettler.com">jmanerchia@gettler.com</a></td>
</tr>
<tr>
<td>SPI Security Services</td>
<td>SPI Security Services</td>
<td>SPI Security Services</td>
<td>13901 West Ritner St., Philadelphia, PA 19145</td>
<td>Thomas Jensen</td>
<td>215-338-0800</td>
<td><a href="mailto:sales@spisecurityservices.com">sales@spisecurityservices.com</a></td>
</tr>
<tr>
<td>Tri-County Security</td>
<td>Tri-County Security</td>
<td>Tri-County Security</td>
<td>1142 East Chestnut Ave., Suite A, Vineland, NJ 08360</td>
<td>Daniel Coe</td>
<td>856-691-5555</td>
<td><a href="mailto:Tcss5555@apil.com">Tcss5555@apil.com</a></td>
</tr>
</tbody>
</table>

## Proposals Received – Vendor Bid Documents

- Identify partners and competitors

10/19/2012

OSD@STATE.DE.US

gss.omb.delaware.gov/osd

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Contracts – Contract Aggregate Spend

• Utilize data to estimate state demand for products & services

043 AMMUNITION & TARGETS
State Contract Spend Summary

<table>
<thead>
<tr>
<th>Month</th>
<th>FY08</th>
<th>FY09</th>
<th>FY10</th>
<th>FY11</th>
<th>FY12</th>
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<tbody>
<tr>
<td>JUL</td>
<td>$</td>
<td>$76,292</td>
<td>$59,468</td>
<td>$15,989</td>
<td>$</td>
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<tr>
<td>AUG</td>
<td>$</td>
<td>$20,469</td>
<td>$29,346</td>
<td>$43,405</td>
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<tr>
<td>SEP</td>
<td>$</td>
<td>$5,149</td>
<td>$41,540</td>
<td>$17,339</td>
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<tr>
<td>OCT</td>
<td>$</td>
<td>$52,052</td>
<td>$30,273</td>
<td>$3,630</td>
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<tr>
<td>NOV</td>
<td>$</td>
<td>$36,643</td>
<td>$61,929</td>
<td>$45,072</td>
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<tr>
<td>DEC</td>
<td>$</td>
<td>$1,410</td>
<td>$9,810</td>
<td>$14,187</td>
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<tr>
<td>JAN</td>
<td>$</td>
<td>$5,858</td>
<td>$27,706</td>
<td>$17,808</td>
<td>$</td>
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<tr>
<td>FEB</td>
<td>$</td>
<td>$22,678</td>
<td>$</td>
<td>$5,046</td>
<td>$</td>
</tr>
<tr>
<td>MAR</td>
<td>$</td>
<td>$36,919</td>
<td>$6,885</td>
<td>$</td>
<td>$</td>
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<tr>
<td>APR</td>
<td>$</td>
<td>$27,497</td>
<td>$10,686</td>
<td>$19,004</td>
<td>$</td>
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<tr>
<td>MAY</td>
<td>$</td>
<td>$15,773</td>
<td>$14,530</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>JUN</td>
<td>$</td>
<td>$15,439</td>
<td>$10,993</td>
<td>$</td>
<td>$</td>
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</tbody>
</table>

YTD Comparative Mo. Avg | $25,143 | $29,382 | $20,144 |
YTD Comparative Total | $262,290 | $299,820 | $181,479 |

% Increase
- Overall Mo. Avg: 0.0%, 2.9%, -32.7%
- Overall Year Total: $24,792, $27,037, $15,123
- Overall % Increase: 0.0%, 9.1%, -44.1%
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.

10/19/2012  OSD@STATE.DE.US  gss.omb.delaware.gov/osd

<table>
<thead>
<tr>
<th>Vendor</th>
<th>Agency Name or School District</th>
<th>Item Description</th>
<th>Qty</th>
<th>Contract Proposal</th>
<th>Total Spend</th>
<th>Month</th>
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</thead>
<tbody>
<tr>
<td>Lawmen Supply</td>
<td>Department of Safety &amp; Homeland Security</td>
<td>.357 Speer 100 gr</td>
<td>4000</td>
<td>14.52</td>
<td>58080</td>
<td>7/1/09</td>
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<tr>
<td>Lawmen Supply</td>
<td>Greenwood PD</td>
<td>.357 Sig 125 gr Speer</td>
<td>5</td>
<td>15.16</td>
<td>75.8</td>
<td>7/1/09</td>
</tr>
<tr>
<td>Lawmen Supply</td>
<td>Camden PD</td>
<td>.357 Sig 125 gr Speer Lawm</td>
<td>40</td>
<td>15.16</td>
<td>606.4</td>
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<td>Greenwood PD</td>
<td>.357 Sig Speer Lawmen</td>
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<td>9.32</td>
<td>186.4</td>
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<tr>
<td>Lawmen Supply</td>
<td>Wyoming PD</td>
<td>12 ga Speer 8 pellet</td>
<td>1.52</td>
<td>6.08</td>
<td>6.4</td>
<td>7/1/09</td>
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<tr>
<td>Lawmen Supply</td>
<td>Wyoming PD</td>
<td>12 ga Speer 1 oz RR Slug</td>
<td>4</td>
<td>1.6</td>
<td>345.6</td>
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<tr>
<td>Lawmen Supply</td>
<td>Smyrna PD</td>
<td>.223 Hornady 55 gr .38</td>
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<td>11.52</td>
<td>380.9</td>
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<tr>
<td>Lawmen Supply</td>
<td>Ocean View</td>
<td>.223 Hornady 55 gr ball</td>
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<td>12.03</td>
<td>360.9</td>
<td>7/1/09</td>
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<tr>
<td>Lawmen Supply</td>
<td>Department of Natural Resources &amp; Environmental Control</td>
<td>12 ga Remington 00 Buck</td>
<td>10</td>
<td>11.53</td>
<td>115.3</td>
<td>8/1/09</td>
</tr>
<tr>
<td>Lawmen Supply</td>
<td>Department of Natural Resources &amp; Environmental Control</td>
<td>12 ga Remington Sabot Slug</td>
<td>10</td>
<td>11.53</td>
<td>115.3</td>
<td>8/1/09</td>
</tr>
<tr>
<td>Lawmen Supply</td>
<td>Department of Natural Resources &amp; Environmental Control</td>
<td>12 ga Speer 1 oz</td>
<td>50</td>
<td>1.6</td>
<td>80</td>
<td>8/1/09</td>
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<tr>
<td>Lawmen Supply</td>
<td>Department of Natural Resources &amp; Environmental Control</td>
<td>12 ga Speer 8 Pellet</td>
<td>50</td>
<td>1.52</td>
<td>76</td>
<td>8/1/09</td>
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<tr>
<td>Lawmen Supply</td>
<td>Wilmington PD</td>
<td>12 ga Speer 8 Pellet</td>
<td>2200</td>
<td>1.52</td>
<td>3344</td>
<td>8/1/09</td>
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<tr>
<td>Lawmen Supply</td>
<td>Wilmington PD</td>
<td>Speer Lawman Rifle Slug</td>
<td>2200</td>
<td>1.6</td>
<td>3520</td>
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<td>Delmar PD</td>
<td>.45 Speer 155 gr</td>
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<td>1215.2</td>
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<td>Remington 12 ga Sabot Slug</td>
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<td>Department of Safety &amp; Homeland Security</td>
<td>Remington 12 ga 00 Buck</td>
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<td>11.53</td>
<td>1153</td>
<td>9/1/09</td>
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<tr>
<td>Lawmen Supply</td>
<td>Department of Safety &amp; Homeland Security</td>
<td>.223 Remington 55 gr</td>
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<td>22.2</td>
<td>444</td>
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<tr>
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<td>Department of Natural Resources &amp; Environmental Control</td>
<td>.357 Speer 100 gr</td>
<td>100</td>
<td>14.52</td>
<td>1452</td>
<td>9/1/09</td>
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<tr>
<td>Lawmen Supply</td>
<td>Department of Safety &amp; Homeland Security</td>
<td>.357 Speer Gold Dot</td>
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<td>15.16</td>
<td>1818.2</td>
<td>9/1/09</td>
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<tr>
<td>Lawmen Supply</td>
<td>Department of Safety &amp; Homeland Security</td>
<td>.357 Sig 125 gr</td>
<td>4000</td>
<td>15.16</td>
<td>6064</td>
<td>9/1/09</td>
</tr>
<tr>
<td>Lawmen Supply</td>
<td>Department of Safety &amp; Homeland Security</td>
<td>12 ga Speer 8 pellet</td>
<td>700</td>
<td>1.52</td>
<td>1064</td>
<td>9/1/09</td>
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<tr>
<td>Lawmen Supply</td>
<td>Department of Safety &amp; Homeland Security</td>
<td>12 ga Speer 1 oz</td>
<td>700</td>
<td>1.6</td>
<td>1120</td>
<td>9/1/09</td>
</tr>
<tr>
<td>Lawmen Supply</td>
<td>Newark PD</td>
<td>.40 S&amp;W 125 gr</td>
<td>380</td>
<td>14.52</td>
<td>5517.6</td>
<td>10/1/09</td>
</tr>
<tr>
<td>Lawmen Supply</td>
<td>Seaford PD</td>
<td>9 mm Speer Lawmen 124 gr</td>
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</tr>
<tr>
<td>Lawmen Supply</td>
<td>Seaford PD</td>
<td>.45 Speer Lawmen 230 gr</td>
<td>80</td>
<td>8.91</td>
<td>712.8</td>
<td>10/1/09</td>
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</tbody>
</table>
Contracts – Vendor Bid Information

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

### Contracts – Vendor Bid Information

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Window Cleaning – per window price</td>
<td>$ 8.00</td>
</tr>
<tr>
<td>Venetian Blind Cleaning – per blind price</td>
<td>$ 6.00</td>
</tr>
<tr>
<td>Hard Surface Floor Cleaning (stripping, rinsing, finishing) – sq. ft. price</td>
<td>$.14</td>
</tr>
<tr>
<td>Carpet Cleaning (Shampoo, dry foam and extraction methods) – sq. ft. price</td>
<td>$.12</td>
</tr>
<tr>
<td>Waiting Room Chair Cleaning – per chair price</td>
<td>$ 8.00</td>
</tr>
<tr>
<td>VCT Cleaning/Waxing – sq. ft. price</td>
<td>$.12</td>
</tr>
<tr>
<td>Spray Buffing (if requested in addition to normal service requirements) – sq. ft. price</td>
<td>$.05</td>
</tr>
</tbody>
</table>

### Criteria Table

<table>
<thead>
<tr>
<th>CRITERIA</th>
<th>POINTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. The qualifications and experience of the persons to be assigned to the project (size of work force)</td>
<td>30</td>
</tr>
<tr>
<td>2. The background, experience, resources, reputation, financial resources, years in business and references</td>
<td>40</td>
</tr>
<tr>
<td>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.</td>
<td>40</td>
</tr>
<tr>
<td>4. The understanding of the scope, details of the offering, how you plan to meet the requirements of this RFP</td>
<td>20</td>
</tr>
<tr>
<td>5. Experience in other projects of this size and space.</td>
<td>30</td>
</tr>
<tr>
<td>6. Equipment</td>
<td>20</td>
</tr>
<tr>
<td>7. Daily hours required per facility</td>
<td>50</td>
</tr>
<tr>
<td>8. The provider’s location relative to the location of required services.</td>
<td>20</td>
</tr>
<tr>
<td>9. Project supervisory experience</td>
<td>30</td>
</tr>
<tr>
<td>10. Price</td>
<td>30</td>
</tr>
<tr>
<td>TOTAL SCORE</td>
<td>310</td>
</tr>
</tbody>
</table>

10/19/2012

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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

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

Contracts – Set Aside

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

10/19/2012

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### Results Delaware

- Use this information as a resource to identify areas for growth
- Use the Awarded Vendors Contact Information link to identify potential awarded vendors on contracts

<table>
<thead>
<tr>
<th>AWARD DATE</th>
<th>BID OR CONTRACT NUMBER</th>
<th>COMMODITY OR SERVICE DESCRIPTION</th>
<th>TOTAL BIDS RECEIVED</th>
<th>TOTAL MWBE BIDS RECEIVED</th>
<th># AWARDED TO A MWBE</th>
<th># AWARDED TO A DE FIRM</th>
</tr>
</thead>
<tbody>
<tr>
<td>10/1/10</td>
<td>GSS10442-INTERNET SVC</td>
<td>B111 - Computer Services</td>
<td>6</td>
<td>0</td>
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<tr>
<td>10/25/10</td>
<td>GSS10009-MOTOR OIL</td>
<td>Motor Oil, Re-refined Motor Oil, Lubricants and Antifreeze</td>
<td>2</td>
<td>1</td>
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<tr>
<td>10/28/10</td>
<td>GSS10013-POLICEVEH</td>
<td>Police Pursuit Vehicles - Model Year 2011 or Later</td>
<td>5</td>
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<td>10/28/10</td>
<td>GSS10053-TOWING</td>
<td>Towing</td>
<td>7</td>
<td>2</td>
<td>1</td>
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<td>11/4/10</td>
<td>GSS10020-SECURITY_OFF</td>
<td>Security Officer Services - Unarmed</td>
<td>10</td>
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<tr>
<td>11/19/10</td>
<td>GSS100160-SPEC PAPER</td>
<td>Paper - Specialty/Printing</td>
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<td>11/19/10</td>
<td>GSS10561-SEDANS/HYBRIDS</td>
<td>Sedans and Hybrid Vehicles</td>
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<tr>
<td>11/30/10</td>
<td>GSS102708-SNOW_REMOVE</td>
<td>Snow and Ice Removal</td>
<td>3</td>
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<td>11/30/10</td>
<td>GSS10560-TRUCKS_VANS</td>
<td>Trucks and Vans</td>
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<td>11/30/10</td>
<td>GSS10384-CELL_DATA_SVC</td>
<td>Cell Phones</td>
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<td>12/1/10</td>
<td>GSS11450-PLOYAGE FOOD</td>
<td>5019 - Prepared/Processed Food</td>
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<td>12/15/10</td>
<td>GSS11578A-MEA</td>
<td>5011 - Meat/Poultry Products</td>
<td>11</td>
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<tr>
<td>12/29/10</td>
<td>GSS10079-CLOTHING</td>
<td>Clothing, Linen &amp; Textiles, Footwear and Scrubs</td>
<td>14</td>
<td>2</td>
<td>1</td>
<td>4</td>
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<tr>
<td>1/24/11</td>
<td>GSS110434-AMMUNITION</td>
<td>Ammunition and Targets</td>
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<tr>
<td>1/27/11</td>
<td>GSS10557-CYBER_SECUR</td>
<td>Cyber Security and Disaster Recovery Staffing services</td>
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<td>1</td>
<td>1</td>
<td>2</td>
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<tr>
<td>2/4/11</td>
<td>GSS10560A-TRUCKS-VANS</td>
<td>Supplemental Bid for Handicap Vehicles</td>
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<td>2/15/11</td>
<td>GSS11596-FOODWASTE_COMPOST</td>
<td>Food and Yard Waste for Composting</td>
<td>3</td>
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<td>2/28/11</td>
<td>GSS11007-AUTO_PARTS</td>
<td>Auto Parts and Batteries</td>
<td>12</td>
<td>2</td>
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<tr>
<td>3/1/11</td>
<td>GSS11578B-MEA</td>
<td>Meat, Poultry, Fish &amp; Dairy</td>
<td>11</td>
<td>1</td>
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<tr>
<td>3/11/11</td>
<td>GSS10363-ARMEDSECURITY</td>
<td>Security Officer Services - Armed</td>
<td>5</td>
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<tr>
<td>4/7/11</td>
<td>GSS11462C-MICROGRAPHIC</td>
<td>Micrographic Services and Conversion Services</td>
<td>3</td>
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<td>4/11/11</td>
<td>GSS11595A-COK_OIL_REM</td>
<td>Cooking Oil Collection/Recycling</td>
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<tr>
<td>4/20/11</td>
<td>GSS10005-BREAD_PROD</td>
<td>Bread and Bread Products</td>
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<tr>
<td>4/20/11</td>
<td>GSS1055A-BEEF_PROCESS</td>
<td>Commodity Processing of Frozen Ground Beef</td>
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<tr>
<td>4/21/11</td>
<td>GSS11411-SAED</td>
<td>Semi Automated External Defibrillizers</td>
<td>11</td>
<td>2</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>
### 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?

10/19/2012

OSD@STATE.DE.US

gss.omb.delaware.gov/osd

---

**NEW!**

I Found it Cheaper!!!

The state wants to ensure that we are getting the best value on all of our purchases. Please let us know if you have found a better deal.

[Click here](#) to submit your suggestions.
Additional Resources for Opportunities

www.delawareonline.com

10/19/2012  OSD@STATE.DE.US  gss.omb.delaware.gov/osd  Return to Table of Contents
Additional Resources for Opportunities

Additional Resources for Opportunities

http://publicnoticeads.com/de/

Search “public notice”
Additional Resources for Opportunities

**Delaware Review.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 [newzap.com](http://newzap.com)
  - Business news from [PR Newswire](http://prnewswire.com)
  - International news from [Reuters](http://reuters.com)

- **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](http://www.delaware.gov)
- [Delaware Legislative bill tracker](http://www.udel.edu)
- [Delaware Municipalities & Counties](http://www.delmunicipalities.org)

**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

The Fastest, Most Cost-Effective Procurement Connection for Educators and Vendors.

eschoolmall is the leading Internet-based procurement solution provider in the K-12 education marketplace. Our bidding, quoting and purchasing solutions, professional services and focused partner offerings enable schools, buying cooperatives and educational service agencies to dramatically reduce time and cost in their purchasing and sourcing processes.

Complete list of products posted on OSD web site - FAQ

- Vendors

User Login
Vendor Login

Vendor Services

eschoolmall offers a valuable partnership to vendors who want increased business at a low cost. Explore the options below for vendors who want to maintain existing relationships with our customers and gain exposure to new customers.

List as a Vendor to Join the eSchoolMall Vendor Directory

Over 5,000 vendors in multiple categories who have registered as an eSchoolMall Vendor and joined the Vendor Directory. Your entry in the directory allows eSchoolMall users to find your business when they are publishing bids, quotes, RFP’s and other selling events.

Registration takes only a few minutes. Registered vendors receive a notification of sourcing opportunities where they have been invited to participate and are linked to the vendor system to see more details.

There is a $55 annual fee to respond to most sourcing events from customers. Here’s how it works:

- There is no fee to register in our vendor directory. Registration will authorize you to view bids, quotes and projects in our vendor system. You can respond to a limited number of sourcing events from customers who have elected to publish "no fee" bids. For the vast majority of sourcing events published by our customers, an annual $55 fee is required to respond.
- Click the link below to register now and get your company’s name in front of these buyers.
- Register for Bids

Featured Vendor Program

The eSchoolMall Featured Vendor Program lets you make your catalog content available to the thousands of buying locations that use our easyPurchase application.
Additional Resources for Opportunities

Delaware.gov – Great resource for finding additional State agencies
Delaware.gov – Great resource for finding additional State agencies
# Additional Resources for Opportunities

<table>
<thead>
<tr>
<th>Additional Resources</th>
<th>Links</th>
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<tbody>
<tr>
<td>All State of Delaware Bids – Vendor Registration</td>
<td><a href="http://www.bids.delaware.gov">www.bids.delaware.gov</a></td>
</tr>
<tr>
<td>Delaware River and Bay Authority – Federal DBE Goals</td>
<td><a href="http://www.drba.net">www.drba.net</a> - Vendor Registration</td>
</tr>
<tr>
<td>City of Wilmington - Vendor Registration &amp; DBE Goals</td>
<td><a href="http://www2.nccde.org/purchasing/default.aspx">http://www2.nccde.org/purchasing/default.aspx</a></td>
</tr>
<tr>
<td>Delaware State University - Vendor Registration</td>
<td><a href="http://www.desu.edu/purchasing/">http://www.desu.edu/purchasing/</a></td>
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<tr>
<td>Department of Education</td>
<td><a href="http://www.eschoolmall.com">www.eschoolmall.com</a></td>
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<tr>
<td>Delaware Solid Waste Authority – Vendor Registration</td>
<td><a href="http://www.dswa.com/vendorsRFBs.asp">http://www.dswa.com/vendorsRFBs.asp</a></td>
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<tr>
<td>Department of Education</td>
<td><a href="http://www.dataservice.org">http://www.dataservice.org</a></td>
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<tr>
<td>Federal Opportunities</td>
<td><a href="http://www.fbo.gov">www.fbo.gov</a></td>
</tr>
<tr>
<td>Follow the Money</td>
<td><a href="http://checkbook.delaware.gov">http://checkbook.delaware.gov</a></td>
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<tr>
<td>Federal Opportunities</td>
<td><a href="http://pcard.accounting.delaware.gov/">Follow the Money</a></td>
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<tr>
<td>Grants</td>
<td><a href="http://www.grants.gov">www.grants.gov</a></td>
</tr>
<tr>
<td>Follow The Money – Federal Funding</td>
<td><a href="http://www.usaspending.gov">www.usaspending.gov</a></td>
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<tr>
<td>GSA Federal Procurement Data Center</td>
<td><a href="https://www.FPDS.gov">https://www.FPDS.gov</a></td>
</tr>
<tr>
<td>US General Services Administration</td>
<td><a href="http://www.gsa.gov/portal/content/197989">http://www.gsa.gov/portal/content/197989</a></td>
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</table>
Strategies for Success – Transparency Tools

- Review budget and bond bill
Strategies for Success – Transparency Tools

• Follow the money – data can be sorted by vendor, product and service and UNSPSC
**Strategies for Success – Transparency Tools**

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

![Image of financial data table]

<table>
<thead>
<tr>
<th>Department</th>
<th>Transactions</th>
<th>Amount</th>
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<tbody>
<tr>
<td>ADVISORY COUNC EXCEPTNL CITIZN</td>
<td>3</td>
<td>$226.74</td>
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<tr>
<td>DELAWARE NATIONAL GUARD</td>
<td>28</td>
<td>$7,355.89</td>
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<tr>
<td>DEPARTMENT OF AGRICULTURE</td>
<td>196</td>
<td>$31,311.54</td>
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<td>DEPARTMENT OF CORRECTION</td>
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<td>$1,655,168.66</td>
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<td>DEPARTMENT OF EDUCATION</td>
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<td>$546,619.37</td>
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<td>DEPARTMENT OF ELECTIONS</td>
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<td>DEPARTMENT OF FINANCE</td>
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<td>DEPARTMENT OF LABOR</td>
<td>195</td>
<td>$53,828.05</td>
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<td>DEPARTMENT OF STATE</td>
<td>846</td>
<td>$167,691.87</td>
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<td>DEPT OF HEALTH SOCIAL SVS</td>
<td>1,249</td>
<td>$343,517.08</td>
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</table>

Strategies for Success – Transparency Tools

- Federal government spending

[Image of USA Spending website]
Strategies for Success – Transparency Tools

• Target top vendors receiving Federal funding

10/19/2012

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

www.usaspending.gov
Facilities Management

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

http://dfm.delaware.gov/
Strategies for Success Construction

http://dfm.delaware.gov/

Division of Facilities Management

• Prequalification application
• Find prime contractors
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
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
Delaware Economic Development Office (DEDO)

http://dedo.delaware.gov/

DED in the NEWS
Barbershop Chane Grows Again
Chris Arnold started U.S. Male Modern 20 years ago. Read more...
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


<table>
<thead>
<tr>
<th>Resource</th>
<th>Description</th>
</tr>
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<tbody>
<tr>
<td>DEDO</td>
<td><a href="http://www.dedo.delaware.gov">www.dedo.delaware.gov</a> (302)739-4271</td>
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# Get Involved

<table>
<thead>
<tr>
<th>Delaware Chambers of Commerce Directory</th>
<th>Delaware School District Directory</th>
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<tbody>
<tr>
<td>Insight Community for Economic Development</td>
<td>Delaware Hospital Directory</td>
</tr>
<tr>
<td>National Association of Women Business Owners (NAWBO)</td>
<td>State Training Advisory Network Delaware (STAND)</td>
</tr>
<tr>
<td>Associated Builders and Contractors (ABC)</td>
<td>Delaware Contractor Association (DCA)</td>
</tr>
<tr>
<td>Delaware Public Meeting Calendar</td>
<td>Directory of Human Services for Delaware</td>
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<tr>
<td>Metropolitan Wilmington Urban League</td>
<td>National Federation of Small Business</td>
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<tr>
<td>U.S. Women's Chamber of Commerce</td>
<td>National Black Chamber of Commerce</td>
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<tr>
<td>Minority Business Development Agency</td>
<td>United States Hispanic Chamber of Commerce</td>
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<tr>
<td>Indo American Chamber of Commerce</td>
<td>Asian American Chamber - <a href="http://www.uspaacc.com">www.uspaacc.com</a></td>
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<tr>
<td><a href="http://www.iaccindia.com">www.iaccindia.com</a></td>
<td></td>
</tr>
<tr>
<td>Women in Public Policy</td>
<td>International Trade and Development</td>
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</tbody>
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Questions

Thank You

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