

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

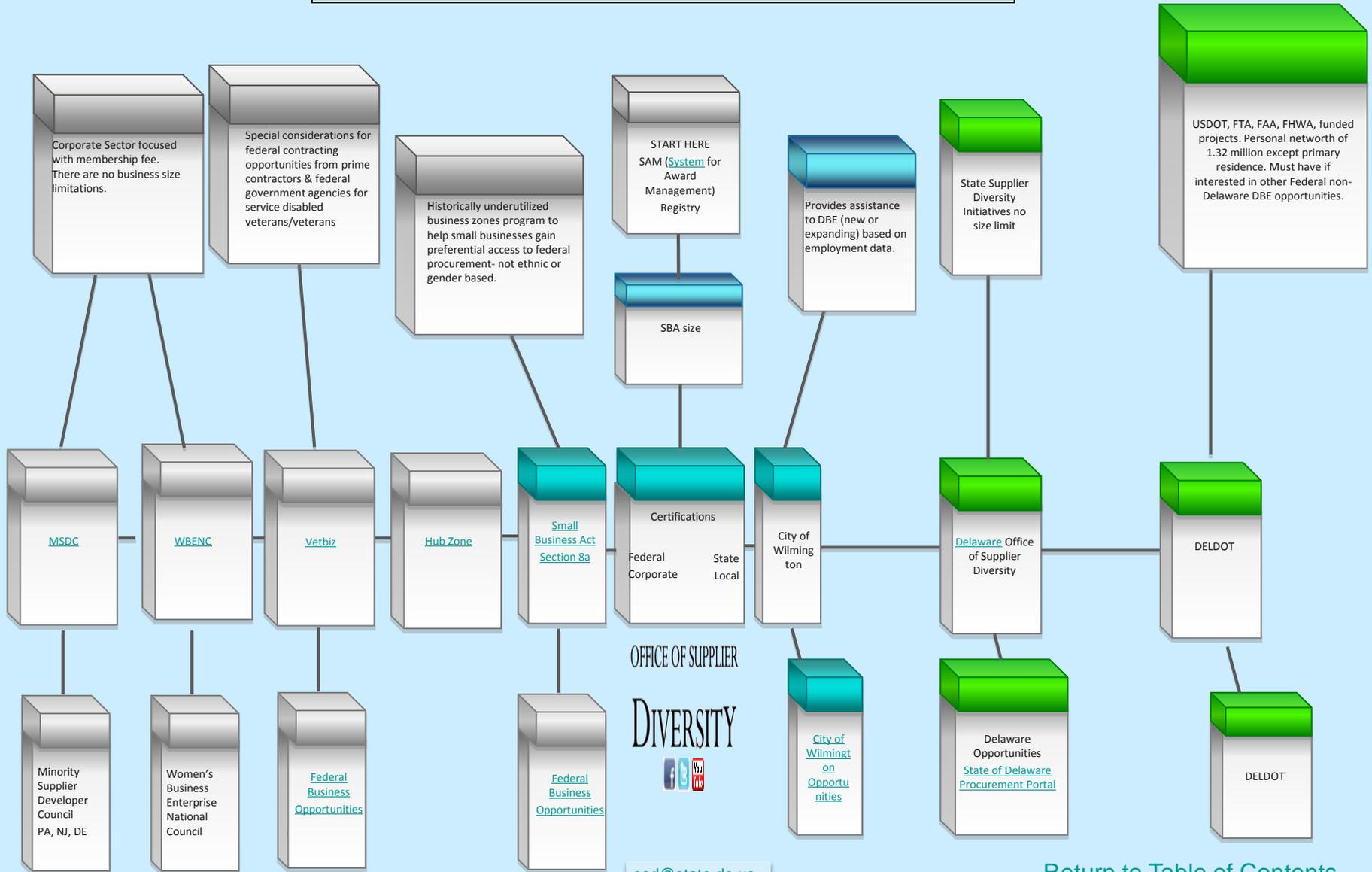
Please review the OSD FAQ's – “Strategies for Success” to identify specific questions that correlate to the specific slides in the presentation

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



OFFICE OF SUPPLIER

DIVERSITY



osd@state.de.us
• 302-857-4554

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 - Informational Video Series
 - Room & Spend Reports
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 - Registration
 - Supplier Diversity Plans
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-

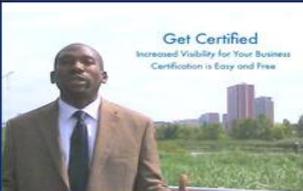
Office of Supplier Diversity (OSD)

"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."

OFFICE OF SUPPLIER DIVERSITY

[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](#)

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@wilmingtonDE.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



our Search...

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

HOME

SERVICES

FORMATION

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[Supplier Diversity Plans](#)
[Under Threshold Form](#)



NEWSROOM

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](#)
- [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



Filters

Office of Minority and Women Business Enterprise has a Supplier Diversity Process that supports the increase of business with certified MWBEs - Click to register <http://ow.ly/2yX9s>
Friday at 4:38am · Comment · Unlike

You and Rodney Jordan like this.

Write a comment...

Office of Minority and Women Business Enterprise Johnson & Johnson recognizes the importance of having a diverse supplier base. J&J provides opportunities for MWBEs <http://ow.ly/2ynP5>
September 2 at 6:01am · Comment · Like

Darlene L. Jenkins and 2 others like this.

Ernestine Patterson Burks Thanks for the info.
September 2 at 6:04am · Like · Flag

Write a comment...

Office of Minority and Women Business Enterprise Waste Management develops partnerships with MWBEs and helps build a diverse supplier base. To be supplier click here <http://ow.ly/2xchf>
August 31 at 5:40am · Comment · Like

2 people like this.

Write a comment...

Office of Minority and Women Business Enterprise Comcast's Supplier Diversity Program is designed to increase the participation of MWBEs in their supply chain <http://ow.ly/2wBJU>
Comcast Diversity - Vendor/Supplier Diversity
ow.ly
Comcast's Supplier Diversity Program is designed to promote, increase, and improve the quality of the participation of small and diversity-owned businesses in our supply chain.

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



facebook

Office of Minority and Women Business Enterprise

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LinkedIn



Benefits of Certification OSD Directory



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

- E**
Director's Letter
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National Video Series
Room & Spend Reports
Meeting Minutes
Strategies for Success
Registration
Supplier Diversity Plans

Certified Directory

[How do I find the appropriate NAICS Code?](#)

Search for Minority, Women and Veteran Enterprises

Search by firm's products and services keyword

Please separate words by comma(s)

or

Search by NAICS Description

or

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 electrical work. Employ master electricians, journeymen and registered employees as apprentices. Do residential service jobs and commercial 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

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 Betly."

Please visit our web site <http://astecenviro.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



U.S. Census Bureau

Summary File 1
The most detailed counts available so far

2010 RESIDENT POPULATION
308,745,538

Learn more about your state

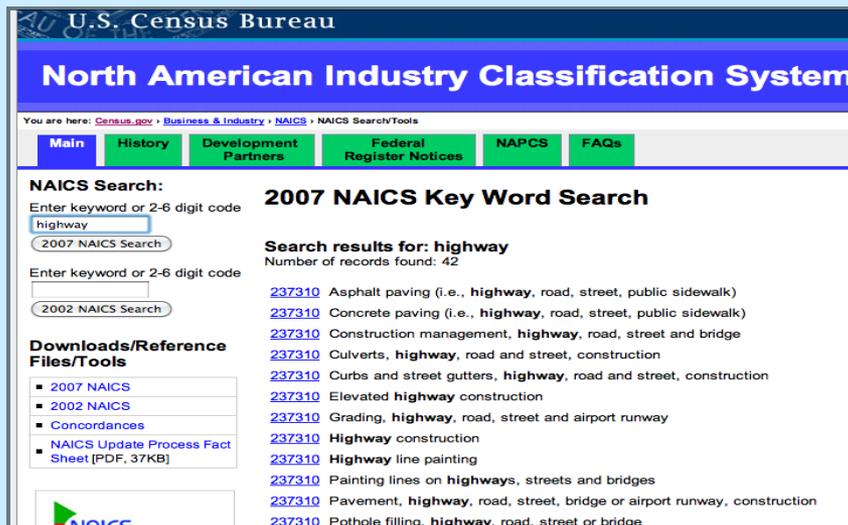
- Data Map
- News
- Animation
- Director's Blog
- Video
- Census Blog

People & Households

- American Community Survey
- Estimates
- Projections
- Housing
- Income
- State Median Income
- Poverty
- Health Insurance
- International
- Genealogy
- Census 2000
- More

Business & Industry

- Economic Census
- Get Help with Your Form
- Economic Indicators
- NAICS
- Survey of Business Owners
- Government
- E-Stats
- Foreign Trade
- Export Codes
- Local Employment Dynamics
- More



U.S. Census Bureau

North American Industry Classification System

You are here: [Census.gov](#) > [Business & Industry](#) > [NAICS](#) > NAICS Search/Tools

Main History Development Partners Federal Register Notices NAPCS FAQs

NAICS Search:
Enter keyword or 2-6 digit code
highway
2007 NAICS Search

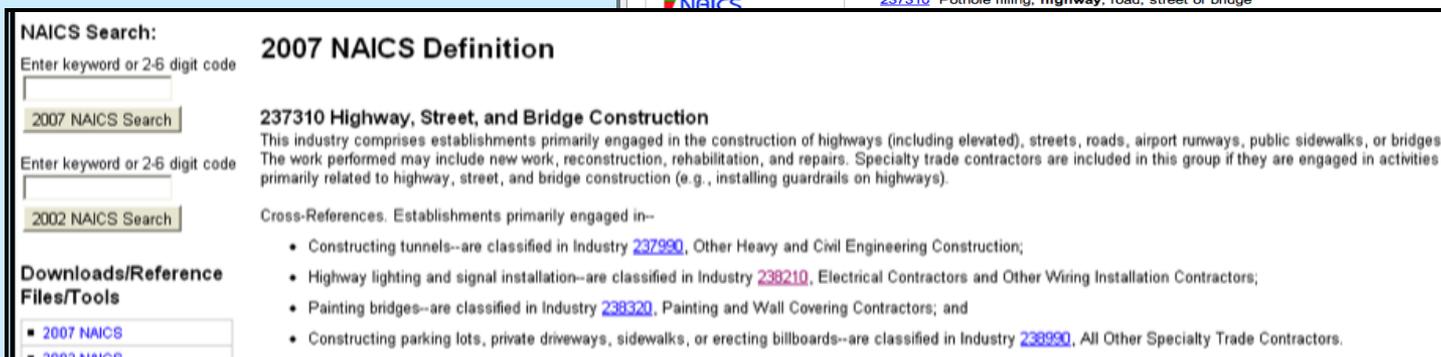
2007 NAICS Key Word Search

Search results for: highway
Number of records found: 42

- 237310 Asphalt paving (i.e., highway, road, street, public sidewalk)
- 237310 Concrete paving (i.e., highway, road, street, public sidewalk)
- 237310 Construction management, highway, road, street and bridge
- 237310 Culverts, highway, road and street, construction
- 237310 Curbs and street gutters, highway, road and street, construction
- 237310 Elevated highway construction
- 237310 Grading, highway, road, street and airport runway
- 237310 Highway construction
- 237310 Highway line painting
- 237310 Painting lines on highways, streets and bridges
- 237310 Pavement, highway, road, street, bridge or airport runway, construction
- 237310 Pothole filling, highway, road, street or bridge

Downloads/Reference Files/Tools

- 2007 NAICS
- 2002 NAICS
- Concordances
- NAICS Update Process Fact Sheet [PDF, 37KB]



NAICS Search:
Enter keyword or 2-6 digit code
2007 NAICS Search

2007 NAICS Definition

237310 Highway, Street, and Bridge Construction

This industry comprises establishments primarily engaged in the construction of highways (including elevated), streets, roads, airport runways, public sidewalks, or bridges. The work performed may include new work, reconstruction, rehabilitation, and repairs. Specialty trade contractors are included in this group if they are engaged in activities primarily related to highway, street, and bridge construction (e.g., installing guardrails on highways).

Cross-References. Establishments primarily engaged in--

- Constructing tunnels--are classified in Industry [237990](#), Other Heavy and Civil Engineering Construction;
- Highway lighting and signal installation--are classified in Industry [238210](#), Electrical Contractors and Other Wiring Installation Contractors;
- Painting bridges--are classified in Industry [238320](#), Painting and Wall Covering Contractors; and
- Constructing parking lots, private driveways, sidewalks, or erecting billboards--are classified in Industry [238990](#), All Other Specialty Trade Contractors.

Downloads/Reference Files/Tools

- 2007 NAICS
- 2002 NAICS

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

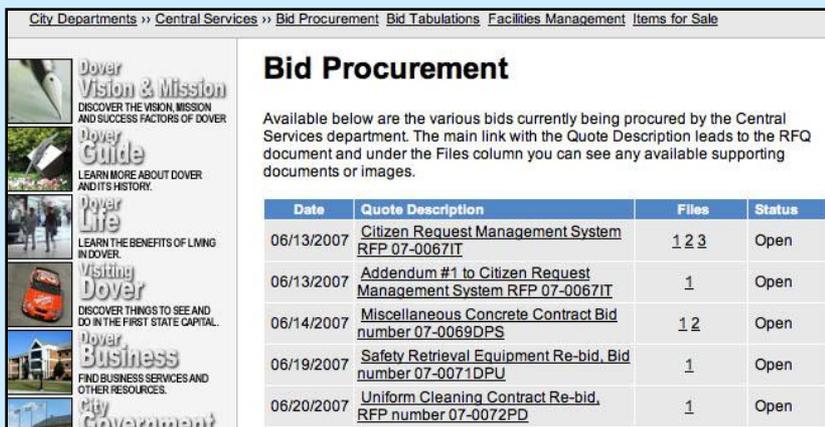
Benefits of Certification

www.cityofdover.com



The screenshot shows the City of Dover website homepage. The header includes the City of Dover logo, 'Capital of the First State', and navigation links for 'Home', 'Residents', 'Business', 'Visitors', and 'Government'. A search bar is also present. The main content area features a large image of the City of Dover building and a sidebar with various links and information.

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.



The screenshot shows the City of Dover Bid Procurement page. The header includes navigation links for 'City Departments', 'Central Services', 'Bid Procurement', 'Bid Tabulations', 'Facilities Management', and 'Items for Sale'. The main content area features a large image of the City of Dover building and a sidebar with various links and information. The main content area is titled 'Bid Procurement' and contains a table of current bids.

Date	Quote Description	Files	Status
06/13/2007	Citizen Request Management System RFP 07-0067IT	1 2 3	Open
06/13/2007	Addendum #1 to Citizen Request Management System RFP 07-0067IT	1	Open
06/14/2007	Miscellaneous Concrete Contract Bid number 07-0069DPS	1 2	Open
06/19/2007	Safety Retrieval Equipment Re-bid, Bid number 07-0071DPU	1	Open
06/20/2007	Uniform Cleaning Contract Re-bid, RFP number 07-0072PD	1	Open

10/19/2012

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

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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

mymarketplace.delaware.gov

Delaware's
Procurement Portal



Help is here

Contact state and local contracting officers for assistance

Welcome

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](#)

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

- [bids.delaware.gov](#)
- [Small Purchase Procedures](#)
- [Vendor Registration](#)

State Purchasing Opportunities

How to register for State opportunities listserv

August 11, 2009




Subscription Service Main Menu

Help

Account Services

User Name

Password

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

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

The current active subscription services include:

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

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

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

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

[Disclaimer](#)

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	<input type="text" value="ljayburks"/>	(min 3 characters)
First Name	<input type="text" value="L Jay"/>	
Last Name	<input type="text" value="Burks"/>	
Password	<input type="password" value="....."/>	(min 8 characters)
Verify Password	<input type="password" value="....."/>	
Email Address	<input type="text" value="ljay.burks@state.de.us"/>	
	<input type="button" value="Submit"/>	<input type="button" value="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>.

Different from NAICS Code

Select subscription criteria

Current criteria

Postmortem and mortuary equipment and supplies

Add new criteria

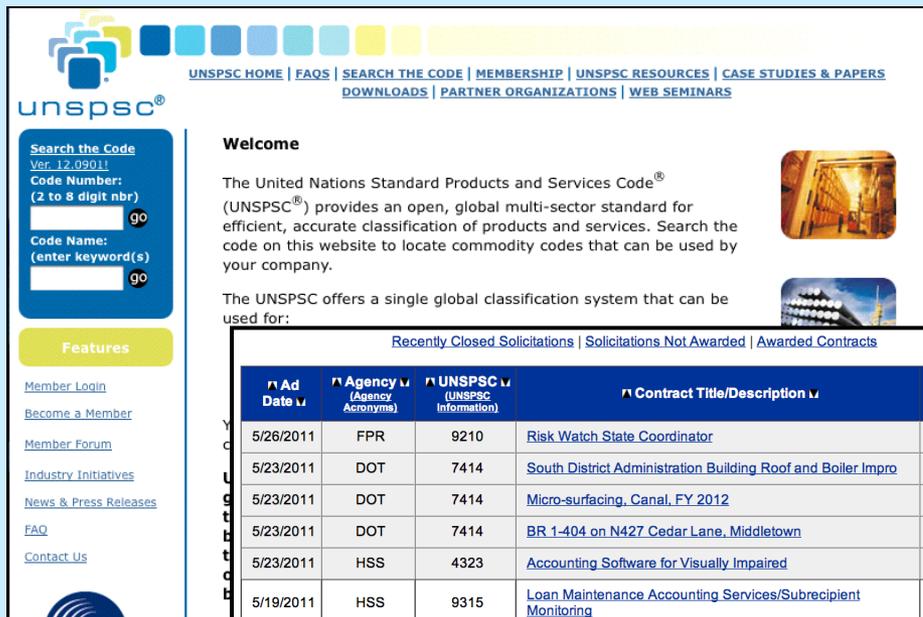
78180000 Transportation repair or maintenance services
80100000 Management advisory services
80110000 Human resources services
80120000 Legal services
80130000 Real estate services
80140000 Marketing and distribution
80150000 Trade policy and services
80160000 Business administration services
81100000 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
80160000 Business administration services

Add new criteria

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



UNSPSC HOME | FAQs | SEARCH THE CODE | MEMBERSHIP | UNSPSC RESOURCES | CASE STUDIES & PAPERS
DOWNLOADS | PARTNER ORGANIZATIONS | WEB SEMINARS

Search the Code
Ver. 12.09011
Code Number:
(2 to 8 digit nbr)
Code Name:
(enter keyword(s))

Welcome

The United Nations Standard Products and Services Code[®] (UNSPSC[®]) provides an open, global multi-sector standard for efficient, accurate classification of products and services. Search the code on this website to locate commodity codes that can be used by your company.

The UNSPSC offers a single global classification system that can be used for:

[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 Spectrometer (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

10/19/2012

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

[Return to Table of Contents](#)

State Purchasing Opportunities

How to register for State opportunities listserv - UNSPSC

UNv120901

Search Code:

Search Title:

Return 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

mymarketplace.delaware.gov

Delaware's
Procurement Portal



Help is here

Contact state and local contracting officers for assistance

Welcome

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](#)

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

- bids.delaware.gov
- [Small Purchase Procedures](#)
- [Vendor Registration](#)

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
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5/23/2011	DOT	7414	BR 1-404 on N427 Cedar Lane, Middletown	6/14/2011
				6/28/2011

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

Area for Visually Impaired

Accounting

Project: OMB/DFM Contract MC100200079
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

meter (re-b

NAME	COMPANY	PHONE	FAX	EMAIL
John Farnia	DEDC	302-739-7172	302-732-7175	jfarnia@dedc-ema.com
Rob Kapp	OMB/DFM	302-739-4611	302-739-6146	rob.kapp@state.de.us
Ken Stork	OMB/DFM	302-739-4611	302-739-6146	ken.stork@state.de.us
Mark D'Alessandro	OMB/DFM	302-739-4611	302-739-6146	mark.dalesandro@state.de.us
Joe Waski	H&A Electric	302-678-8252	302-678-1610	jew.waski@comcast.net
Larry Wall	Joseph T. Richardson	302-398-8101	302-398-9504	larryd@tmspb.net
Gary Fowler	Diamond State Engineering	302-697-3296	302-697-1328	gofowler@diamondstateeng.com
Chip Gruber	Schlosser Associates	302-738-7333	302-738-5692	chipgruber@hotmail.com
Fred Fisher	First State Electric	302-322-0149	302-322-1146	fredf@firststateelectric.com
Scott Capatti	Tuscan Construction	302-588-4408	302-444-7092	scott@tuscanconstruction.com

scope Impr

indow Asb

5/16/2011	OMB	7210	Capitol Police/Credit Union –
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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

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

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

mymarketplace.delaware.gov

Delaware's Procurement Portal

Business Intelligence



Prepare your proposal knowing what is bought, by whom and at what price so you can offer your best deal in response.

Spend/Usage data is located on the contract's detail page.

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

- [State Contracts](#)
- [Contracts - Awarded Vendors](#)
- [Contracts - Set Aside](#)
- [Contracts - Cooperatives](#)

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
	<ul style="list-style-type: none"> State Contracts 		<ul style="list-style-type: none"> Contracts - Awarded Vendors 		<ul style="list-style-type: none"> Contracts - Set Aside Contracts - Cooperatives 	

[Awarded Vendors](#) | [Cooperative Contracts](#) | [Set Aside Contracts](#) | [Current Bid Solicitations](#) | [Recently Closed Solicitations](#) | [Solicitations Not Awarded](#)

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

Contract Number	Contract Title	UNSPSC	Agency	Effective Date	Expiration Date	Extens Avail	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							
GSS11043A-AMMUNITION	Ammunition and Targets	4610	GSS	2/1/2011	1/31/2012	Y							
GSS08034-ARMORED_CAR	Armored Car Services	9212	GSS	12/1/2008	11/30/2011	Y							
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	N/A	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		Y	Y	N/A	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	N/A	N/A	N/A	N/A	N/A
GSS07411-AED	Automatic External Defibrillators	4217	GSS	7/1/2007	6/30/2011		Y	Y	N/A	N/A	N/A	N/A	N/A
GSS08503-BIODIESEL	Biodiesel - B20 Fuel	1510	GSS	2/15/2008	2/14/2012		Y	Y	Partial	N/A	N/A	N/A	N/A
GSS09365-BOTTLE_WATER	Bottled Spring Water	4810	GSS	6/15/2009	6/14/2012		N	Y	Partial	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	Partial	N/A	N/A	N/A	Whole
GSS11005-BREAD_PROD	Bread and Bread Products	5018	GSS	7/1/2011	6/30/2012		N	Y	N/A	N/A	N/A	N/A	N/A
GSS10090-BUSINESS_CARD	Business Cards	1411	GSS	7/1/2010	6/30/2011		N	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	N/A	N/A	N/A	N/A	N/A
							Y	Y	N/A	N/A	N/A	N/A	N/A
							Y	Y	N/A	N/A	N/A	N/A	N/A
							Y	Y	N/A	N/A	N/A	N/A	N/A
							Y	Y	N/A	N/A	N/A	N/A	N/A
							Y	Y	Parti	N/A	N/A	N/A	Parti

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
	<ul style="list-style-type: none"> State Contracts 		<ul style="list-style-type: none"> Contracts - Awarded Vendors 		<ul style="list-style-type: none"> 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
Americare 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	MWBE	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



Bids	Contracts	Agency Resources	Vendor Resources	Results Delaware	Contact Us	Related Links
<ul style="list-style-type: none"> State Contracts 		<ul style="list-style-type: none"> Contracts - Awarded Vendors 		<ul style="list-style-type: none"> Contracts - Set Aside Contracts - Cooperatives 		

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@candsecurity.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@spisecurityservices.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

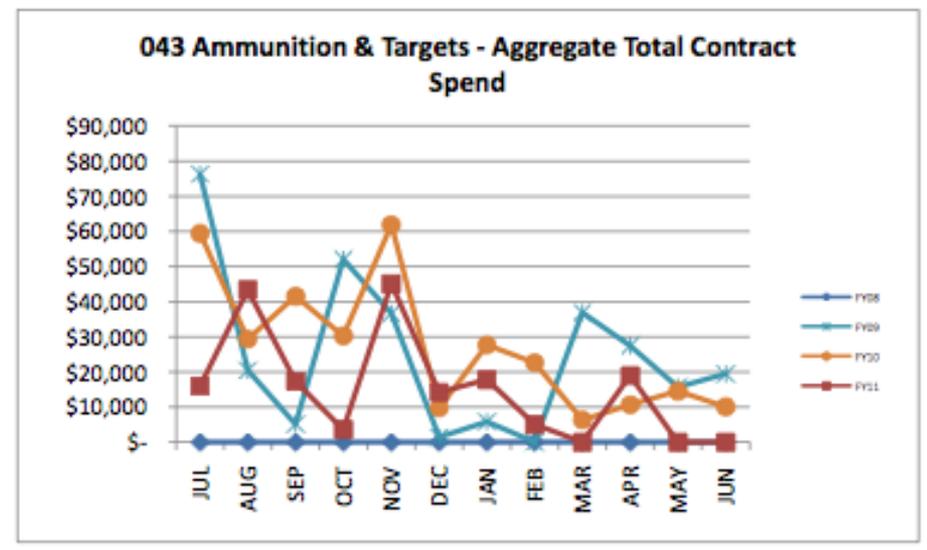


Bids | Contracts | Agency Resources | Vendor Resources | Results Delaware | Contact Us | Related Links

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- [Contracts - Awarded Vendors](#)
- [Contracts - Set Aside](#)
- [Contracts - Cooperatives](#)

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		0.0%	9.1%	-44.1%	
(based on monthly average)					



Contracts – Contract Aggregate Spend

- Utilize data to estimate state demand for products & services

Vendor	Agency Name or School District	Division or Name of School	Item Description	Qty.	Contract Proposal	Total Spend	Month
Contract Number:	043						
Contract Name:	Ammunition & Targets						
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 Buck	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
	<ul style="list-style-type: none"> • State Contracts 		<ul style="list-style-type: none"> • Contracts - Awarded Vendors 		<ul style="list-style-type: none"> • 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

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-OFFICESUPPLIES	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](#)

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

- [Agency Solicitation Request Form](#)
- [Agency Bid Process Forms](#)
- [FAQs](#)
- [Small Purchase Procedures](#)
- [Vendor Usage](#)

- [Corrective Action Request](#)
- [Customer Satisfaction Survey](#)
- [Supplier Diversity Opportunities](#)
- [Supplier Diversity Plans](#)

- [2nd Tier Reporting Forms](#)
- [OSD Certification Flowchart](#)
- [DBE](#)
- [Under Threshold Form](#)

[See More Agency Resources](#)

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

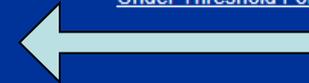
Bids	Contracts	Agency Resources	Vendor Resources	Results Delaware	Contact Us	Related Links
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- [Agency Solicitation Request Form](#)
- [Agency Bid Process Forms](#)
- [FAQs](#)
- [Small Purchase Procedures](#)
- [Vendor Usage](#)

- [Corrective Action Request](#)
- [Customer Satisfaction Survey](#)
- [Supplier Diversity Opportunities](#)
- [Supplier Diversity Plans](#)

- [2nd Tier Reporting Forms](#)
- [OSD Certification Flowchart](#)
- [DBE](#)
- [Under Threshold Form](#)

[See More Agency Resources](#)



AGENCY RESOURCES

- [Contracting User Tutorial](#)
- [Agency Solicitation Request Form](#)
- [Agency Bid Process Forms](#)
- [Contract Process Flowcharts](#)
- [FAQs](#)
- [Statewide Contract Listing - Under Construction](#)
- [Quick Quotes for Under Threshold Spend - Under Construction](#)
- [Corrective Action Request](#)
- [GSA Process Request](#)
- [Level III Participation Form](#)
- [Opportunity Buy Process](#)
- [Small Purchase Procedures](#)
- [Contact List Serve](#)
- [Procurement Unit Contact List](#) (including Schools, Fire Departments, State Agencies)
- [Customer Satisfaction Survey](#)
- [Contact Information](#)
- [Related Links](#)

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

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

- [Aggregate Contract Usage FY12 and Prior](#)
- [Aggregate Contract Usage FY13](#)
- [Awarded Vendor Contact Info](#)
- [Cooperative Spend by Vendor](#)
- [Environmental Products/Services](#)
- [Fuel Utilization Report](#)
- [Outreach by Contract](#)
- [Office Supplies Environmental Impact 2011](#)
- [Proposals Received by Contract](#)
- [Public Works Opportunities FY12](#)
- [Public Works Opportunities FY13](#)
- [Supplier Diversity Spend Metrics](#)
- [Waste Diversion Report](#)

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
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
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
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

10/19/2012

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 FY12 and Prior](#)
- [Aggregate Contract Usage FY13](#)
- [Awarded Vendor Contact Info](#)
- [Cooperative Spend by Vendor](#)
- [Environmental Products/Services](#)
- [Fuel Utilization Report](#)
- [Outreach by Contract](#)
- [Office Supplies Environmental Impact 2011](#)
- [Proposals Received by Contract](#)
- [Public Works Opportunities FY12](#)
- [Public Works Opportunities FY13](#)
- [Supplier Diversity Spend Metrics](#)
- [Waste Diversion Report](#)

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-ARMESECURITY	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
- Use the Awarded Vendors Contact Information link to identify potential awarded vendors on contracts

Bids	Contracts	Agency Resources	Vendor Resources	Results Delaware	Contact Us	Related Links
<ul style="list-style-type: none"> • Central Procurement Office • Agency Procurement Contacts 	<ul style="list-style-type: none"> • To Provide Feedback <ul style="list-style-type: none"> • Central Procurement Feedback • General Feedback 				Follow us on Twitter!	
					Find us on Facebook!	

Bids	Contracts	Agency Resources	Vendor Resources	Results Delaware	Contact Us	Related Links
<ul style="list-style-type: none"> • bids.delaware.gov • Bid Notification Registration • Business Licensing 	<ul style="list-style-type: none"> • Contracts • Delaware Economic Development Office (DEDO) • Delaware Code 				<ul style="list-style-type: none"> • OMB - Government Support Services • Office of Supplier Diversity (OSD) • Small Business Administration Resource Guide 	

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?

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



↓
Scroll down

www.delawareonline.com



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gss.omb.delaware.gov/osd

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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

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Browse Public Notices by Newspaper

<p>Newspapers A to E</p> <ul style="list-style-type: none"> 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 	<p>Newspapers F to Z</p> <ul style="list-style-type: none"> 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
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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 Armstrong" search for entries without certain words or phrases, place a negative sign ("~") before it. e.g. "Lance Armstrong" ~charity.

Search by Keyword

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/

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gss.omb.delaware.gov/osd

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Additional Resources for Opportunities

Home
Manual Search
Smart Search
MDDC Home

MDDC Press Association
2191 Defense Highway, Suite 300
Crofton, MD 21114
PHONE: 410-721-4000
FAX: 410-721-4557

**Your online source
for public notices in Delaware**

Search Public Notices in Delaware Newspapers

County/Publication
County/Parish:
(Hold Ctl Key to select multiple.)
Kent County
New Castle County
Sussex County

Publication:

Search Notices
Search Notices: [View Search Tutorial](#)

With **all** these words: ←

With this **exact** phrase:

With **at least one** of these words:

Exclude notices with these **words**:

Number of Notices to Return:

Date Range: From to (mm/dd/yy)
[Click Here to search Notices older than June 9](#)

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

Easton, MD 410-919-6990
bjress04@yahoo.com
Independently Owned and Operated

JACKSON HEWITT
TAX SERVICES

Seafood, DE 302-629-4549
Millsboro, DE 302-934-9450
Easton, MD 410-919-6990
bjress04@yahoo.com
Independently Owned and Operated

JACKSON HEWITT

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](#)

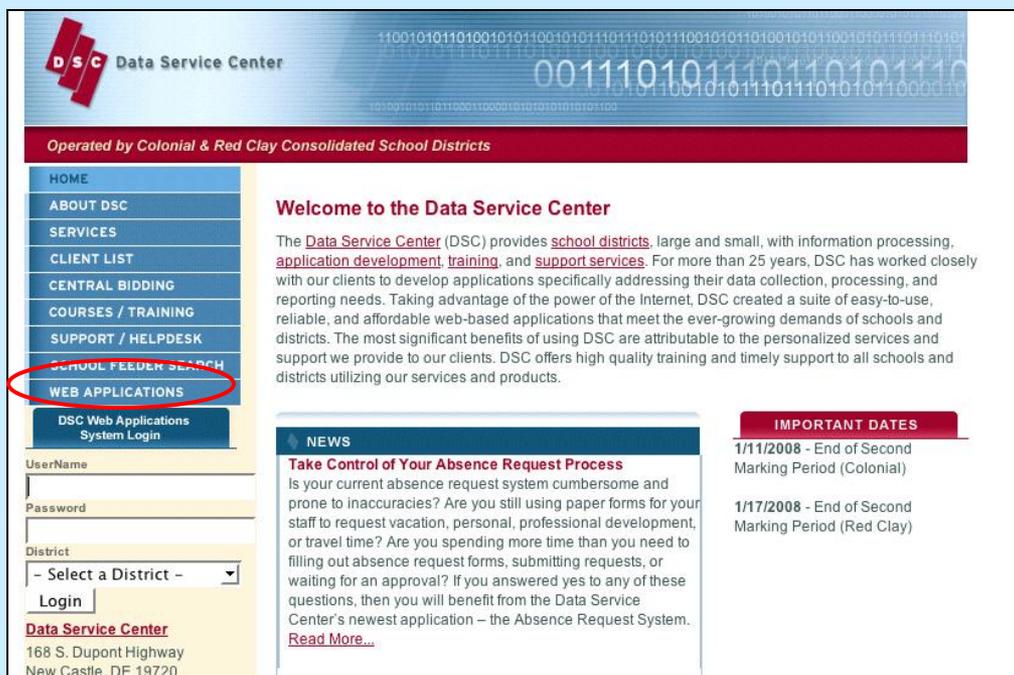
[State of Delaware's website](#) with links and phone numbers to state departments and agencies.
[Official public notices, Requests for Proposals and Invitations to Bid](#)
[Delaware Legislative bill tracker](#)
[Delaware Municipalities & Counties](#)

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>



DSC Data Service Center

Operated by Colonial & Red Clay Consolidated School Districts

HOME
ABOUT DSC
SERVICES
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CENTRAL BIDDING
COURSES / TRAINING
SUPPORT / HELPDESK
WEB APPLICATIONS
DSC Web Applications System Login

Welcome to the Data Service Center

The [Data Service Center \(DSC\)](#) provides [school districts](#), large and small, with information processing, [application development](#), [training](#), and [support services](#). For more than 25 years, DSC has worked closely with our clients to develop applications specifically addressing their data collection, processing, and reporting needs. Taking advantage of the power of the Internet, DSC created a suite of easy-to-use, reliable, and affordable web-based applications that meet the ever-growing demands of schools and districts. The most significant benefits of using DSC are attributable to the personalized services and support we provide to our clients. DSC offers high quality training and timely support to all schools and districts utilizing our services and products.

NEWS

Take Control of Your Absence Request Process
Is your current absence request system cumbersome and prone to inaccuracies? Are you still using paper forms for your staff to request vacation, personal, professional development, or travel time? Are you spending more time than you need to filling out absence request forms, submitting requests, or waiting for an approval? If you answered yes to any of these questions, then you will benefit from the Data Service Center's newest application – the Absence Request System. [Read More...](#)

IMPORTANT DATES

1/11/2008 - End of Second Marking Period (Colonial)
1/17/2008 - End of Second Marking Period (Red Clay)

Data Service Center
168 S. Dupont Highway
New Castle, DE 19720

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

eSchoolMall
Online Procurement for Education

User Login
Vendor Login

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.

School Districts
Buying Cooperatives
Educational Services Agencies
Vendors

e-Procurement Saves Time and Money - Click Here for a Demo
eSchoolMall Partners with Local Government Corporation
Learn about our Featured Vendor Program

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> Vendors
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 established customers and gain exposure to new customers.

Register as a Vendor to Join the eSchoolMall Vendor Directory

Over 8,000 vendors in multiple categories who have registered as an eSchoolMall member and joined the Vendor Directory. Your entry in the directory allows eSchoolMall members to find your business when they are publishing bids, quotes, RFP's and other sourcing events.

Registration takes only a few minutes. Registered vendors receive immediate notification of sourcing opportunities where they have been invited to participate and log-in to the vendor system to see more detail.

There is a \$95 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 \$95 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

www.eschoolmall.com

Services	Recent Sourcing Opportunities	
Register to Receive Bids Featured Vendor Program	Sourcing Opportunity	Award Amount
	Food Service Supplies Bid	\$2,400,000
	Copy Paper Bid	\$1,800,000
	Office Supplies Bid	\$1,005,000
	Office and Classroom Furniture Bid	\$849,000
	Custodial Supplies Bid	\$756,000
	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	
Customer Care	# of Line Items	
FAQ	690	
Help	50	
Customer Support	310	
	115	
	315	

Vendor Response										
Select	Response ID	Type	Purchasing Entity	Bid / Request ID	Description	Lot Status	Response Due By	Time Remaining	Owner	Response Status
<input type="radio"/>	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.										
<input type="radio"/>	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.										
<input type="radio"/>	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.										
<input type="radio"/>	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.										
<input type="radio"/>	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.										
<input type="radio"/>	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.										
<input type="radio"/>	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.										
<input type="radio"/>	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

State of Delaware
The Official Website of the First State

Search Services & Information

Discover a Performance
Visit DelawareScene.com to find arts events, activities, and more. [Learn More](#) →

Citizen Services Business Services Topics & Help Latest News Social Media

Government Employment Education Quality of Life

Fast Facts
\$129,000 in merit scholarships awarded to high school seniors in 2012 by the Delaware Dept. of Education.
— Delaware Department of Education

Jack A. Markell, Governor

Government
Governor
Elected Officials
General Assembly
Courts
State Agencies
State Employees
Cities & Towns
USA.gov

Laws & Regs
State Code
State Regulations

Process
Bill Tracking
Public Meetings
Voter Services
Transparency

Forms
Forms Directory

Taxes
Virtual Tax Center
Personal Income Tax
Franchise Tax
Gross Receipts Tax
Withholding Tax

Delaware.gov – Great resource for finding additional State agencies

facebook

White Clay Creek State Park
Concert is on folks! See you there...

Delaware Tourism
What a great weekend to discover Delaware! Here is a list of events featuring the DuPont Clifford Brown Jazz Festival and LeeAnn Rimes at the Freeman Stage <http://ow.ly/5oaq>

Jack Markell
Have you been wondering about Fisker? Here's an update on their plans to hire Delawareans. Fisker plans to hire 120 by end of year | [The News Journal](http://TheNewsJournal.com) | delawareonline.com

YouTube

"Go SEU Go! The last big catch at Slaughter Beach"

twitter

@GovernorMarkell
Congrats to new chief judge for Delaware #Chancery Court: Chancellor Strine. Article <http://ow.ly/5oejh> Photo <http://ow.ly/ldkWy> #NetDE *F

@DelawareDOT
CLRD: Const: SC - US113 BETWEEN OAK AVE AND RICH RD. NORTHBOUND RIGHT LANE CLOSED UNTIL 6PM

@DelawareTourism
What a great wkend to discover #Delaware! Events feat @CBrownJazzFest & @leannrimes at @FreemanStage <http://ow.ly/5oaq> #philly #NJ

WordPress Blogs

Libraries 2011 Summer Library Reading Program
Delaware's First Lady Carla Markell kicked-off the 2011 Summer Library Reading Program at the Kirkwood Library on Wednesday. Mrs. Markell read "How to Make an Apple Pie and See the World" by Marjorie Priceman (a book she said she read to her daughter many times when she was younger) and "Anansi Finds a Fool" by ... [read more]

Delaware Public Archives Blog
Happy Flag Day!
Today we celebrate Flag Day. We had a young man stop by to see if we have anything relating to the history of the



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

Legislative & Judicial Branches

Legislative Branch	Judicial Branch
- State Senate	- Court System Over
- State House of Representatives	- Courts

Executive Branch Agencies

A

Agriculture, Department of

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

Alcoholic Beverage Control Commissioner, Office of the

Attorney General's Office

- Administration	- Criminal Division
- Appeals Division	- Fraud/Consumer Pr
- Civil Division	- Securities Division

More State Agencies

A	G	N
- Accounting, Division of	- General Assembly	- Natural Res. and Env. Control, Dept. of
- Agriculture, Department of	- Government Information Center	P
- Archives, State	- Governor, Office of the	- Pardons, Board of, State
B	H	- Professional Regulation, Division of
- Bank Commissioner, Office of the State	- Harness Racing Commission	- Public Advocate, State
- Budget Development, Planning and	- Homeland Security, Dept. of Safety and	- Public Integrity Commission

New Castle County

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

Kent County

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

Sussex County

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

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'](#)

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



HOME

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

SERVICES

Delaware Helpline
Fleet Reservations
Surplus Auctions
Surplus Services

INFORMATION

ARRA Reporting & Guidance
Bid Results
Budget Meetings
Calendar
Closing and Delays
Employee Resources
FOIA Request Form
FOIA Regulation
FY 2013 Governor's Recommended Budget
FY 2012 Operating Budget Bill
FY 2012 Capital Budget Bill
FY 2012 Grants-in-Aid Bill
Petition for Regulation Making Proceedings
Public Notices

Office of Management and Budget

Working together to create excellence in state government.

bids.delaware.gov
ONE-STOP ACCESS FOR DOING BUSINESS WITH THE STATE

- request for proposal (RFPs)
- request for information (RFIs)
- invitation to bid (ITBs)

Welcome

Welcome to the Management a (OMB). Our ag is to create exc state governme whether you an employee, pen Delaware resid owner or visitor something to of Ann Sh

Sections

Budget Developp

Facilities Manag

Budget Development

Fiscal Year 2013
Operating and Capital Budget Information

On July 1, Governor Jack Markell signed a balanced budget proposal that puts people to work, keeps the state's commitment to a world-class education system and makes government more cost effective.

- Operating Budget, FY2013 Final Operating Budget Act (SB 260)
- Fiscal Year 2013 Final Operating Budget Supplement
- Capital Budget, FY2013 Final Bond and Capital Improvements Act (HB 410)
- Fiscal Year 2013 Final Capital Budget Supplement
- Grants-in-Aid Bill (SB 265)
- Fiscal Year 2013 Final Operating and Capital Budget Summary

Governor's Fiscal Year 2013 Recommended Budget

- Fiscal Year 2013 Governor's Budget Presentation - Financial Overview

Additional Resources

- Press Release announcing the release of the Fiscal Year 2013 Governor's Recommended Budget

Operating Budget

- Fiscal Year 2013 Governor's Recommended Operating Budget Bill (SB 175)
- Fiscal Year 2013 Governor's Recommended Operating Budget Supplement
- Fiscal Year 2013 Governor's Recommended Operating Budget Volume I
 - Governor's Financial Overview
 - Governor's Budget Overview
 - Governor's Budget Financial Summary and Charts
- Fiscal Year 2013 Governor's Recommended Operating Budget Volume II

Capital Budget

- Fiscal Year 2013 Governor's Recommended Bond and Capital Improvements Budget Bill (HB 260)
- Fiscal Year 2013 Governor's Recommended Capital Budget Supplement
- Fiscal Year 2013 Governor's Recommended Capital Budget

Strategies for Success – Transparency Tools

- Review budget and bond bill

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

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

by Department | by Merchant Category | by Merchant | Summary

Begin Your Department Search Here:

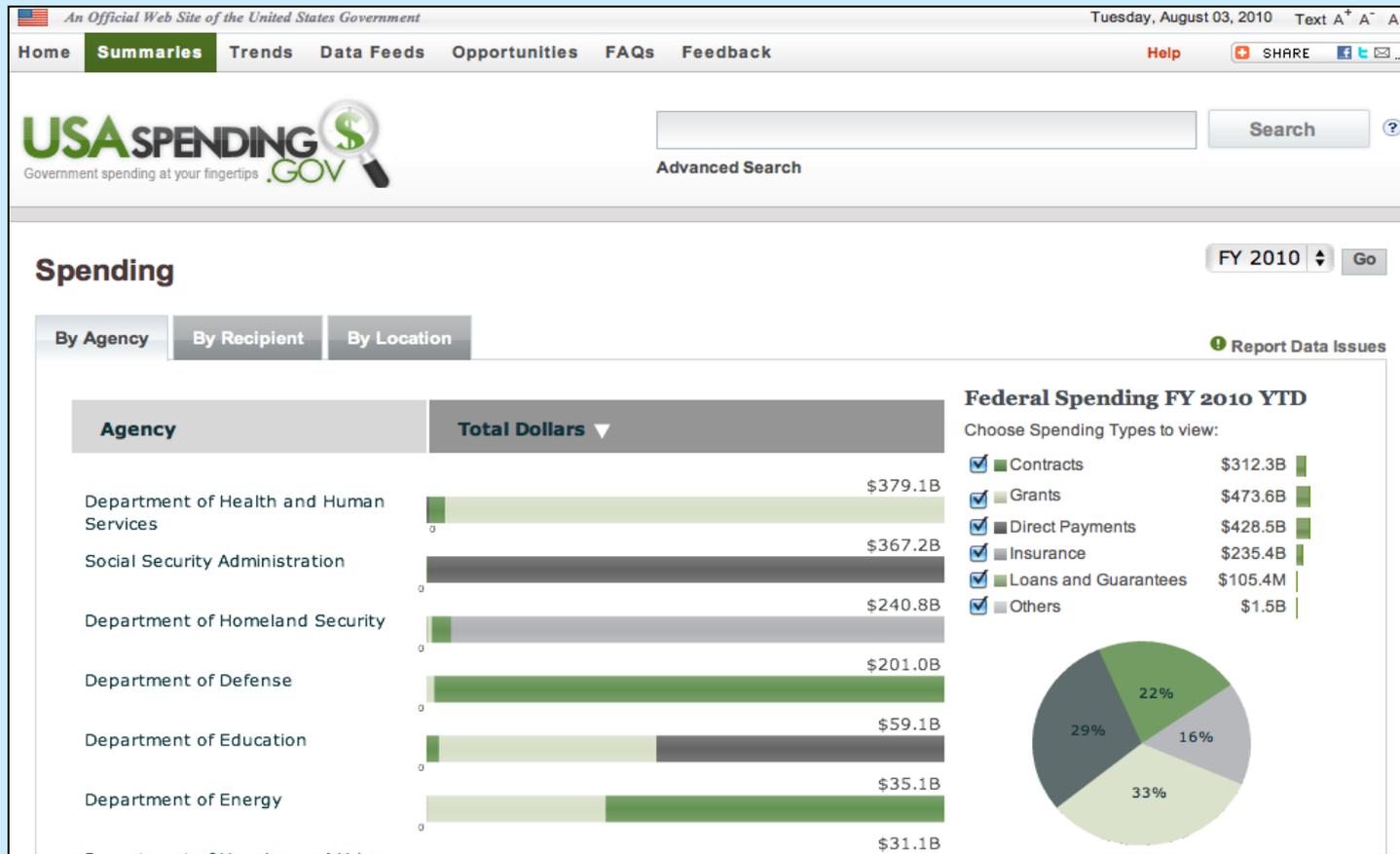
Select a Period:

Click on Department Name to Expand or Collapse

ADVISORY COUNCIL 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

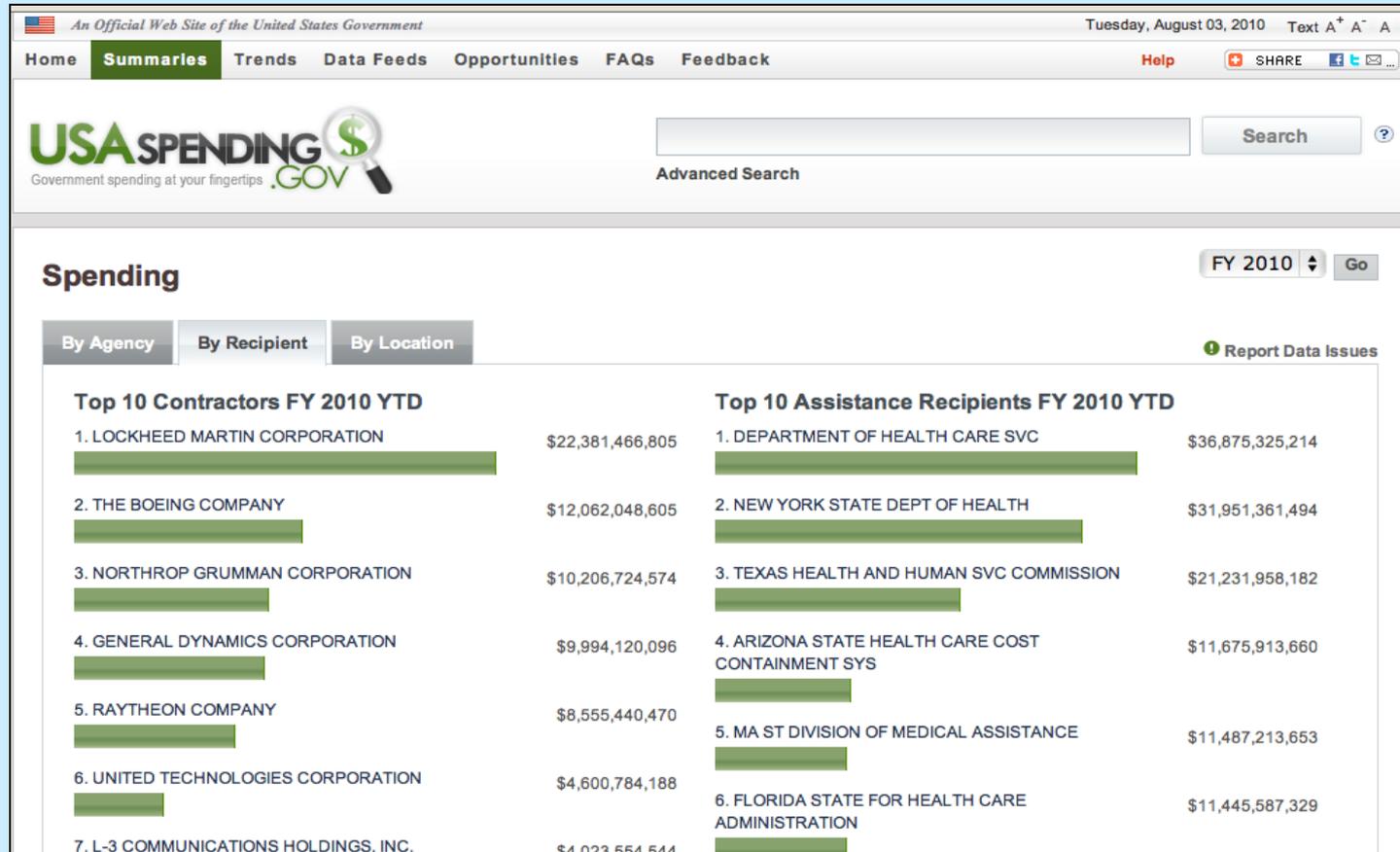
Strategies for Success – Transparency Tools

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



Strategies for Success – Transparency Tools

- Federal government spending



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

<p>HOME About Agency Director's Letter Sections FAQs Employment Calendar of Events Related Links Contact Us Office Locations Agency Site Map</p> <p>SERVICES Architectural & Engineering Services Construction Project Management Professional Services Environmental Services Prequalification Maintenance Custodial Grounds</p> <p>INFORMATION Public Notices Prequalification Applications Delaware Accessibility Standards Public Works Bidding Procedures Architectural & Engineering Fee Schedule Underground Storage Tanks Legislative Mail Procedures Facility Design Standards Lease Space Procedures Capitol Complex Interactive Map</p>	<div style="text-align: center;">  <p>DIVISION OF FACILITIES MANAGEMENT</p> </div> <div style="text-align: center; background-color: #000080; color: white; padding: 5px; margin-top: 10px;"> <p>Mission Statement</p> </div> <p>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.</p> <ul style="list-style-type: none"> • 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	PREQUALIFICATION
SERVICES Annual Application	Applications
INFORMATION Applications Regulations Registry	<ul style="list-style-type: none">• Annual Prequalification Application Revised 10/06/05• Delaware Veterans' Home Design-Build Team Prequalification Application
	Regulations
	<ul style="list-style-type: none">• Regulations for the Annual Prequalification of Contractors and Subcontractors
	Prequalification Registry
	<ul style="list-style-type: none">• Sorted By Contractor• Sorted by Trade
	Supplemental Prequal by Project
	<ul style="list-style-type: none">• 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

SERVICES

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

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
- ▶ **Green** rebates for new construction homes built to high efficiency standards

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 Performance 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



Delaware Health and Social Services

In the News

Dear Health Benefit Exchange Stakeholder...

The Delaware Department of Health and Social Services (DHSS) would like to extend an open invitation to the first in what will be a series of public meetings that the State of Delaware will hold over the next several months as we begin to plan for the establishment of a Health Benefits Exchange, as established by the Patient Protection and Affordable Care Act legislation in 2010.

June 7, 2011, 1:00 pm to 3:00 pm
 Double Tree by Hilton
 4727 Concord Pike
 Wilmington, DE 19803
 Please RSVP to [Alicia Holmes](#) or 617-717-1423

The DHSS Therapy and Community Garden is Growing!

Follow it on Face Book, Planting Hope, Harvesting

Multimedia

- Press Releases 
- RSS Feeds 
- Audio Clips 
- Photos & Images 
- Slide Shows 
- Video Clips 

[FOLLOW US ON twitter](#)

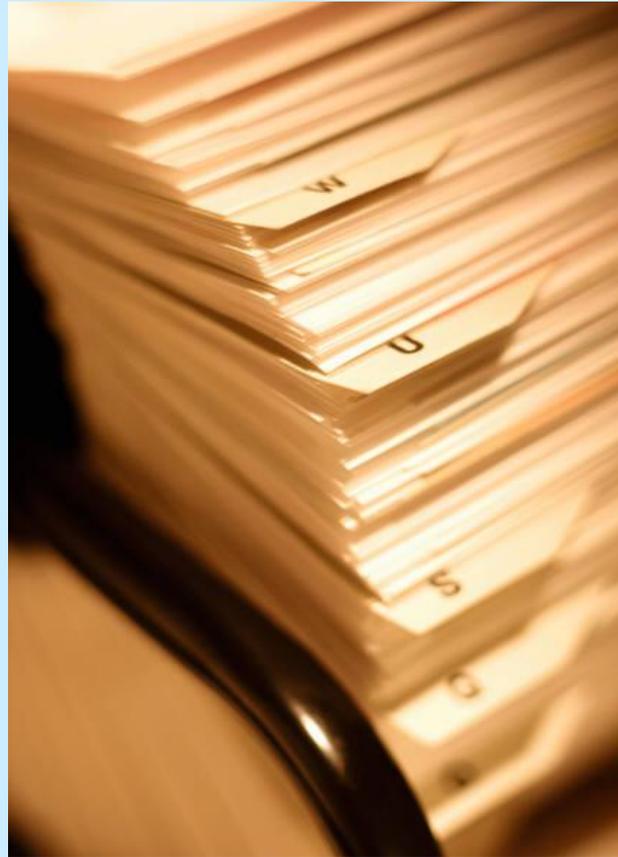

[Join our Group](#)

DIRECTORY
OF HUMAN
SERVICES

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



10/19/2012

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

[Return to Table of Contents](#)

Delaware Economic Development Office (DEDO)

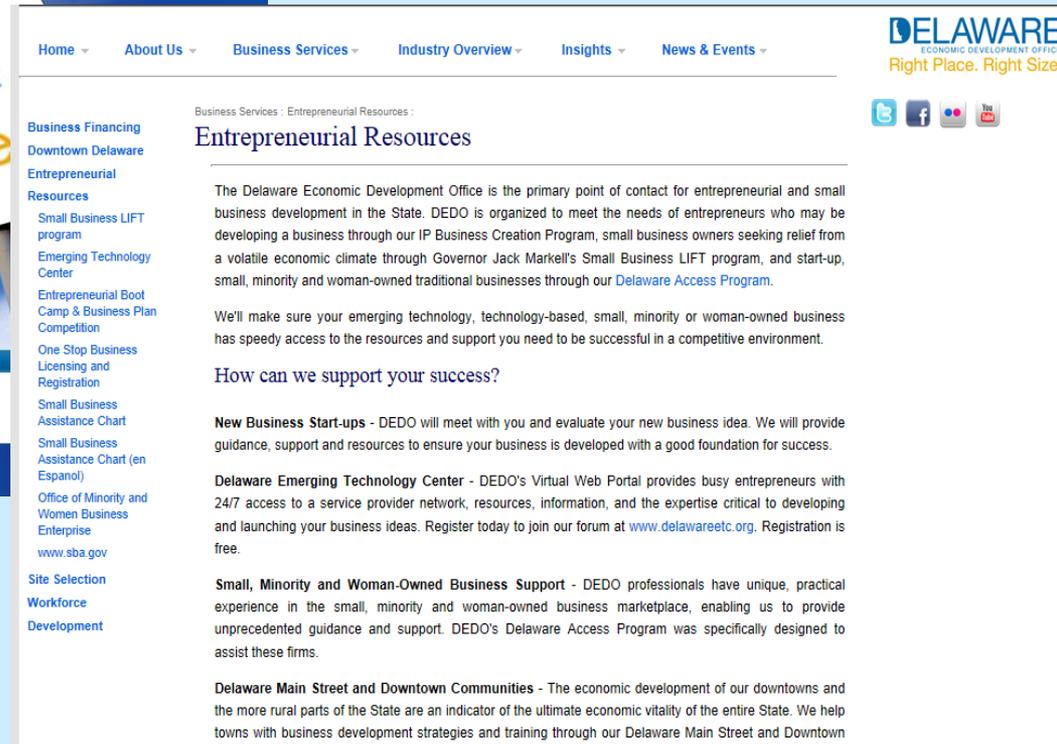


<http://dedo.delaware.gov/>



DEDO in the NEWS

Barbershop Chain Grows Again
Chris Arnold started U.S. Male Modern 20 years ago. [Read more...](#)



10/19/2012

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

[Return to Table of Contents](#)

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.insightccd.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.usbcc.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