

# The Advocate

## Better Business Connections

### Inside this issue:

#### Governor's Advocate MWESB

#### Mission

To advocate for and promote programs to improve government business opportunities for minority, women and emerging small businesses.

Annually, we come in contact with many of our firms. However, since there are over 2000 certified businesses in Oregon, it is impossible to directly connect with each of you. One way we attempt to communicate is through our newsletters. Intended to be written at least quarterly, we send them more often if there is sufficient information. Let us know if there are areas of interest to you that we can research and provide in this publication.

The Oregon Opportunity Register and Clearinghouse receives a few business opportunity notices each month, although more and more potential

contracts are being posted on ORPIN. Notices that come through our office are sent to firms who appear to be the best match for the goods and/or services needed by the government agency requesting them. This office also screens ORPIN and will forward potential opportunities to "matching" firms. However, each business stands a better chance of catching the best openings by continually self monitoring ORPIN. Remember that requests may change daily, so you want to check often. Don't miss out on mandatory meetings, walk-throughs, etc. that are also posted.

#### Important Business Practices:

#### KEEP FAX NUMBERS AND EMAIL ADDRESSES UPDATED!

About 20% of fax and email notices sent by the Clearinghouse Coordinator are not deliverable. **Please** check your information as



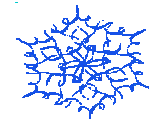
Lydia Muñiz  
Governor's Advocate

listed on the DCBS data base and update quickly if there are changes. To check online go to: <http://egov.oregon.gov/DCBS/OMWESB>.

This office monitors legislative bills that may affect Oregon businesses. February will find us watching carefully as the legislature meets.

Last year's Governor's Marketplace Conference was well attended by state agencies and businesses. Seeing the two come together and interact is important to the Governor's Advocate's (Continued on page 3, **Connect** . . .)

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### Dates of Interest

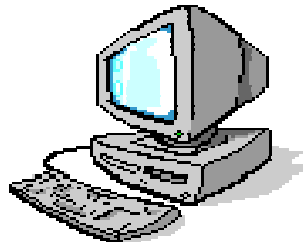
- February—Black History Month
- February 14—Statehood Day
- February 18—Presidents' Day
- March—Women's History Month
- March 9—Daylight Savings Time Begins
- March 17—St. Patrick's Day
- March 20—Spring Begins
- April—Celebrate Diversity Month
- April 22—Earth Day

# Managed Service Provider (MSP) Program for IT Services

Are you MWESB certified? Do you provide Information Technology (IT) services? The IT MSP program can open another door to contracting with the State of Oregon. In November 2005, the State of Oregon entered into a price agreement with nextSource, Inc. for temporary IT services. NextSource serves as the prime contractor and manages a pool of subcontractors through its web-based procurement system, TAMS (Talent Acquisition Management Solution). The IT services provided are either temporary hourly based (tasks at a fixed hourly rate) or temporary project based services (projects with statements of work, milestones, and deliverables).

Currently, 24 state agencies are part of

this program. From December 2005 through September 2007, 384 requests have been processed through the TAMS System; 222 hourly based opportunities filled through 39 different subcontractors,



and 162 project based opportunities filled through 51 different subcontractors.

NextSource is recruiting MWESB certi-

fied businesses for its subcontractor pool. MWESB certified businesses that are currently providing IT services to the State or would like to be part of the program are encouraged to join.

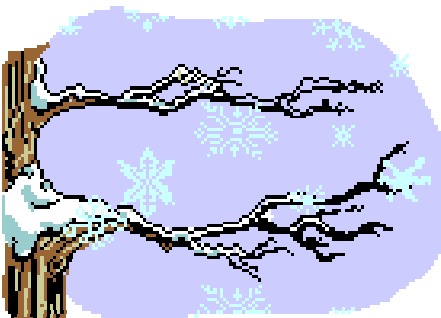
Program benefits include:

- 1). Access to opportunities submitted through TAMS by authorized state agencies
- 2). Streamlined processing times due to an abbreviated procurement process
- 3). An easy, efficient process for requests and responses

For contact information, go to page 4, **nextSource Contact Information.**

*"Many of life's failures are people who did not realize how close they were to success when they gave up."*

Thomas A. Edison



## The Advocate Gets a Close-up View of Construction

It was a cold and stormy day in late November when the Governor's Advocate and staff visited a construction site where one of our certified firms was working. Nathaniel Hartley, Professional Lath and Plaster LLC, and Brent Ziemer, Hoffman Construction, led the tour of soon-to-be condominiums in south Portland. Being on a work site gave us a small feel of what outdoor construction employees face on a daily basis. This time of year it's cold, wet, and windy weather. Our hard hats go off to you for dedication and jobs well done.



*Left to right: Brent Ziemer, Nathaniel Hartley, Lydia Muñiz*



## Governor's Marketplace Connection—Construction Cluster



The Governor's Advocate and staff are gearing up for another Governor's Marketplace Connection workshop on March 5. This workshop will focus on two areas of construction. One area will be ODOT's highway/road construction. The second area is non-highway/road, public improvement construction. State agencies are scheduling construction projects for times when Oregon's weather

improves. Agencies who will present in this all day workshop are: ODOT, Oregon Department of Human Services/State Hospital, and the Oregon University System. In addition, representatives from the Legislative Administration and the Associated General Contractors (AGC) will be available to answer questions



about projects. There will be opportunities to learn more about the Oregon Procurement Information Network (ORPIN) and MWESB certification. The workshop will be held at the Holiday Inn ~ Wilsonville with easy access from I-5. If your company operates in some phase of construction and you would like to hear more about the workshop, contact the Advocate's Office. You MUST be registered in advance to attend.

## Business is a Contact Sport



Communication is critical to businesses. Customers cannot use your services if you cannot be reached.

The Governor's Advocate's Office MWESB is having difficulty contacting many of our firms. There are 2041 certified firms listed in the DCBS data base. About 12% of all certified firms do not have a fax number listed and about 19% do not list email. Of those businesses who

have them listed, up to 20% of those numbers are incorrect. That could mean a typing error. It could mean a company is no longer in business. It could mean emails from this office are being blocked. Keep in mind, however, that if this office cannot reach you, other government agencies also may not be able to. You may miss out on bid opportunities.

If you don't have an email address, you might look into getting one. Technology is here to stay. It is a quick and inexpensive method for agencies (and other customers) to contact a

business. This office sends notices by email in order to save costs. Another method is by fax. The postal service is slower which uses precious bidding time. Telephoning consumes large amounts of staff time and, given staff limitations, is not possible. We strive to provide the best service at the lowest cost—help us reach you.

Examine how you communicate with your customers. Examine how your customers can communicate with you. Increase your business potential by increasing your accessibility.

## Electronic Bidding Coming to ORPIN

The Department of Administrative Services (DAS) Procurement Office just launched an exciting new feature in the ORPIN (Oregon Procurement Information Network) System: Electronic Bidding (e-Bidding). This allows suppliers to enter their bid response electronically, via ORPIN, in a secure, paperless environment.

Some advantages for e-Bidding are:

- Save time and money by reducing the need to mail, hand deliver

or fax bid responses

- Promote a more paperless environment
- Respond more easily to bidding opportunities

To prepare for e-Bidding you should verify that you are Authenticated and that you have an active E-Bid Keyword. Check for more information on the ORPIN web site or call the ORPIN help desk at 503-378-4642.

Manual bids will still be allowed, but keeping up with technology can save your company time and increase possible business opportunities.



**Don't miss out!**

## Connect (Continued from page 1)

Office. In an effort to better serve our businesses, this fall we shifted away from the large conference concept and moved toward smaller workshops. This allows specific topic presentations focusing on business clusters.

The Governor's Advocate and her staff meet with businesses one-on-one, tour business sites, attend various trade shows, and participate in

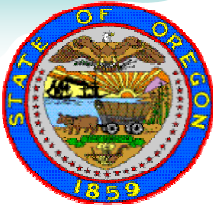


various chambers of commerce and business organizations. This office works diligently to monitor the pulse of businesses owned and managed

by minorities and women as well as emerging small businesses.

*We are dedicated to continuing to offer the best possible service through this new year.*

*We hope 2008 is one of the best for our agencies and businesses, both personally and professionally.*



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155 Cottage St NE  
Salem, OR 97301

nextSource

## Contact Information

(Continued from page 2)

If you are interested or have more questions on the program and how to become a subcontractor with nextSource, we encourage you to contact:

Gretchen Davidson,  
Program Director  
503-783-0240  
[gdavidson@nextsource.com](mailto:gdavidson@nextsource.com)

Jeff Walker, VP Sales  
503-783-0240  
[jwalker@nextsource.com](mailto:jwalker@nextsource.com)

Governor's Marketplace Connection  
**Construction**

## Contracting Workshop

Insight into Government Contracts



**When:** March 5, 2008

**Where:** Holiday Inn ~ Wilsonville

**Cost:** No Charge

**Hint:** Registration **MUST** be received  
by **February 15!**

**Register Early!**  
**Space is limited.**

[See our web site for registration](http://www.oregon.gov/Gov/MWESB/index.shtml)  
under: "events"

<http://www.oregon.gov/Gov/MWESB/index.shtml>



## Upcoming Events

**March 5** — Governor's Marketplace Connection Construction Workshop. Holiday Inn~Wilsonville.  
For more information contact Linda Jones at [Linda.k.jones@state.or.us](mailto:Linda.k.jones@state.or.us) or call 503-378-3583.

**April 15-16** — Trading at the River Conference & Trade show. ONABEN. Red Lion Hotel on the River at Jantzen Beach. For more information: [www.onaben.org](http://www.onaben.org)