I’m MBE/WBE SDO Certified! What’s my next step?

**SDO CERTIFICATION**

- Register in COMMBUYS
- www.COMMBUYS.com
- Sign up for the SBPP if applicable
- View all bidding opportunities
- Find bids
- Submit bids
- Attend bidder’s conference

**MARKETING TO PUBLIC ENTITIES**

- Developing relationships that work
- Outreach & market to SDP Supplier Diversity Officers
- Develop marketing materials for public agencies
- Identify yourself as an SDO certified business
- Include the information in all your marketing material
- Follow us on Twitter @MASS_OSD
- Use social media

**DEVELOPING PARTNERSHIPS & NETWORKING EVENTS**

- Look for partnership opportunities & relationship building
- Attend networking events

**OSD TRAINING PROGRAM**

- Webcast, webinars & instructor-led formats
- Training classes:
  - Basic SDP and SDP Plan
  - COMMBUYS
  - Small Business Purchasing Program
  - Connecting Your Business to the Commonwealth
- More information at www.mass.gov/osd

**SDP TECHNICAL & SUPPORT SERVICES**

- Supplier Diversity Program Basic Training
- Check the SDO and SDP websites for training and networking opportunities
- www.mass.gov/sdo
- www.mass.gov/sdp
- www.mass.gov/sbpp

**NAVIGATING COMMBUYS ONLINE SOLICITATION OPPORTUNITIES**

- Webinars & instructor-led formats
- Training classes:
  - Basic SDP and SDP Plan
  - COMMBUYS
  - Small Business Purchasing Program
  - Connecting Your Business to the Commonwealth
- More information at www.mass.gov/osd