

Pathways & Connections

*News and events from the Massachusetts
Supplier Diversity Office (SDO)*



August 2024

Resources for
Diverse and
Small
Businesses

Open Bid
Opportunities
on COMMBUYS

SDO and
Commonwealth
Training
Opportunities

Directory of
Certified
Businesses

Black Business Month Turns 20

August is Black Business Month! Started in 2004, Black Business Month encourages us to recognize and support black-owned businesses in our communities.

Check out success stories for black-owned businesses below!



Success Stories from Black-Owned Businesses

- This summer, **Jamoji App LLC** secured the state contract RFR 251533 with the Dept. of Public Health for Books and Educational Materials.

- **Velney Construction**, a certified MBE, VBE & SDVOSB, and Citywide Contracting are partnering to renovate the first floor of a church into an Emergency Shelter. The project consists of renovations to the first floor of the First Church Somerville UCC for use as an overnight emergency homeless shelter space by Somerville Homeless Coalition (SHC). The project includes finishing areas for the inclusion of about 26 beds, upgrades to an existing ADA bathroom, and adding three showers, one of them being ADA accessible.
- **KT&T Distributors, Inc.** was awarded a contract under Mass. State Contract FAC124 to provide electrical/lighting supplies to the Commonwealth. This contract provided the company with exposure to new customers, and they have recently added the Massachusetts State Police and Boston Convention Center as new lighting customers!
- **Soleil Conseiller**, a Black and woman-owned business delivering complex technology solutions under tight deadlines fine-tuned its services to include Rapid Project Implementation, Project Rescue and Recovery, 360-Degree Project Management, and premium Project Management Advisory Services.
- **Girls Chronically Rock** Founder Keisha Greaves participated in New York Fashion Week, where Keisha showcased her adaptive clothing line. This event was a significant milestone, as it provided a major platform to raise awareness about the importance of adaptive fashion and disability inclusion in the industry. The exposure allowed Keisha to connect with key

industry leaders and media, leading to potential collaborations and partnerships. Overall, the event played a crucial role in expanding her brand's reach and advancing the mission of creating fashionable, inclusive designs for people with disabilities.

- **1854 Cycling** were recently awarded a contract with the Massachusetts State Police and the Massachusetts Environmental Police.

If you are an SDO-Certified business and would like to submit your success story, [please send it here!](#)

**SDO Means
*Business***

Click here for more!



**Are you SDO
Certified?**

If you have a business owned by minorities, women, veterans, those with a disability, members of the LGBT community, and/or you own a

small Massachusetts-based business, you are eligible for a vital source of support: SDO Certification.

Once you are certified, you will get updates on upcoming state contracts, have access to hours of free training, and you will be added to the SDO's diverse and small vendor database, which is used by Prime Vendors, state departments, cities and towns, and private businesses looking to spend with diverse and small businesses.

SDO certification is free and can provide your business with new opportunities and prospects.

In FY2023, the Commonwealth spent \$3.38 billion with diverse and small businesses. Many Massachusetts businesses say certification not only helped them stay in business during the pandemic but thrive because of new prospects.

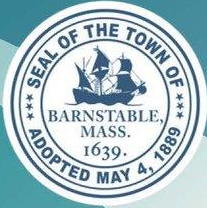
Please note that if you are already certified with one of our partner organizations (such as Center for Women & Enterprise (CWE), Greater New England Minority Supplier Development Council (GNEMSDC), City of Boston, etc.), the steps to becoming SDO certified are simple and straightforward.

[To learn more about SDO Certification please click here!](#)

Construction Contractor Outreach Event on September 18

**Minority (MBE) Woman (WBE) and Veteran
(VBE) Construction Contractors Outreach Event**
September 18th 4-6:00PM | Barnstable High School

Presented by:



Representatives from the Division of Capital Asset Management & Maintenance (DCAMM), Massachusetts Supplier Diversity Office (SDO), Town of Barnstable Procurement Office and Barnstable County Procurement Office will be present to answer questions and share information on how to get involved with public projects and the processes to apply and receive relevant certifications.

Focus: Connecting local contractors with opportunities and resources that may enhance their marketability when bidding on public contracts and certification for diverse businesses.

When: Wednesday, September 18th 4-6PM
Where: Barnstable High School, Senior Cafeteria,
744 West Main Street, Hyannis, MA 02601.
Ample Parking is available at the location

[Click HERE to Register](#)

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More Upcoming Events

Register/Save the Date for these upcoming events!

Click the links to register.

September

- 9/10 [DCAMM Massachusetts Construction Opportunities Meeting \(Zoom\)](#)
- 9/10 [SBA Access to Capital & Resources Matchmaker - New Bedford](#)
- 9/10 [How to Grow Your Business through Public Contracting \(with OSD\)](#) (with Rep. Danillo Sena & Town of Acton)
- 9/12 Diverse Business Outreach Event with DPR Construction & DCAMM (*registration coming soon*)
- 9/18 [SBA Small Business Training Camp & Reverse Contracting Matchmaker](#)
- 9/19 [SBA Latino Small Business Capital & Resource Matchmaker - Lawrence](#) (in Spanish)
- 9/26 [Fall River Business Resource Expo](#)

October

- 10/10 Contracting + Certification Info Session w/ OSD and Town of Stoughton (*save the date - registration available soon*)
- 10/21 Local and Diverse Supplier Event w/ City of Holyoke and Veolia (*save the date - registration available soon*)
- 10/23 [Commission on the Status of Persons with Disabilities 2024 National Disability Employment Awareness Month Celebration \(hybrid available\)](#) (*attending only*)
- 10/29 [IVMF Mission to Marketplace Veteran Entrepreneurship Summit](#)

Check Out these Current and Upcoming Bids!

The Massachusetts Clean Energy Center (MassCEC) has a number of Requests For Proposals (RFPs). Click the links for more details and to apply.

Applications Due on September 4:

- [On-Street Charging Solutions](#)
- [Vehicles-For-Hire Charging Solutions](#)

Applications due on September 19:

- [Medium and-Heavy-Duty Mobile Charging Solutions](#)
- [Vehicle-To-Everything Demonstrations Projects](#)

There are a number of catering bids, many of which have rolling enrollments:

- **Catering Conference** - [Link to the bid](#)
- **Emergency Assistance Food Services** - [Link to the bid](#)
- **MassDOT RFR Catering Services** - [Link to the bid](#)
- **EA Hotel Motel Provider Services** - [Link to the bid](#)
- **Event Services** - [Link to the bid](#)
- **RFR 232128 Catering Services, Conference Space, Hotel Room** - [Link to the bid](#)
- **Restaurant Food Take-out/Delivery Services** - [Link to the bid](#)
- **Restaurant Food Take-out/Delivery Services** - [Link to the bid](#)
- **Event and Emergency Services Contracts** - [Link to the bid](#)
- **MDAR- Conference Service Vendors** - [Link to the bid](#)
- **Conference Space, General Catering Services, and Hotel Accommodations** - [Link to the bid](#)
- **DCF Meetings16-Conference Space and Catering Services** - [Link to the bid](#)

The following Trades Contracts will reopen in early fall 2024 to add additional vendors:

[TRD02 - Click here to see the Intent to Bid](#)

TRD02 covers:

- Asphalt/Paving
- Carpentry
- Excavation
- Masonry

- Septic

[TRD04 - Click here to see the Intent to Bid](#)

TRD04 covers:

- Cleaning/Restoration
- Compressor
- Kitchen Exhaust/Duct
- Pump/Motor
- Roofing
- Biohazardous Cleaning

You can also check out all the newly posted bids on COMMBUYS each week by [visiting this link](#).

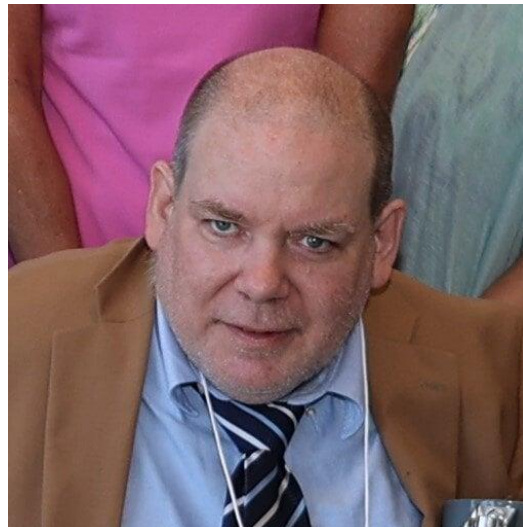
Meet the SDO

Each month, Pathways and Connections will feature a different member of the SDO team, who will share a little bit about themselves and answer some of the biggest questions about the SDO and certification. If you have any questions you'd like to have answered, please send them to Robert.keane@mass.gov.

Tom Hall, Assistant General Counsel at the SDO

Favorite quote

"Even when pain is constant,
misery is optional." - Author
Unknown.



Favorite song

One Vision, by Queen

Favorite vacation spots

Hawaii and Puerto Rico

Favorite food

Caesar salad and eggplant
parmesan

Pet peeve

People who use handicapped
parking spots without an
approved RMV placard.

Last book read

No Excuses by Kyle Maynard

Last TV Show seen/binged

Curb Your Enthusiasm

Favorite Movie

Ferris Bueller's Day Off

Dog person or cat person?

Dog Person

**Tell us something about you
that people may not know**

I once swam three miles in four
and a half hours and raised
\$5,000 for cancer research.

**What is the single biggest
piece of advice you would
offer to a vendor looking to
bid on a contract?**

Don't be afraid to seek help and
ask questions. SDO certification
is just one part of their firm's
government contracting
success. I would ask them to
assess their potential target
market and their firm's capacity
to ensure that the firm is ready,
willing, and able to provide their
product or service to the general
public on a regular basis.

I would also tell them to take
advantage of free business
resources such as the SDO's

What made you come to work at the SDO?

I've been lucky enough to work with the SDO team since July of 1998. I wanted to use my law degree to make a difference. It has been my privilege to work with hard working, dedicated team members who make it fun to come to work.

Outreach and Engagement Team and business mentoring services through the Small Business Administration's [SCORE Program](#).

Tom Hall can be reached at Thomas.C.Hall@mass.gov.

Race/Ethnicity Information for MBEs Now Public

Starting July 1, the Supplier Diversity Office (SDO) made public the race and ethnicity of our certified Minority Business Enterprises (MBEs). This change is in response to many buyers looking to make purchases from Black, Latino/Hispanic, Asian, and Native American/Indigenous Persons-Owned Businesses. These businesses are still classified as MBEs, but the additional racial makeup is publicly available in our search engine.

Please note that while this information is public, it does not affect any vendor's diversity status as an MBE, their ability to bid on and win bids, and their benefits with the SDO.

In the weeks leading up to July 1, the SDO sent out news alert and surveys to ensure our MBEs would like this information to be public. If any MBE would prefer to make their race and ethnicity information private, please contact us at webmaster.SDO@mass.gov.



New Updates to the Supplier Diversity Hub

The Supplier Diversity Hub ("The Hub"), a networking tool used to connect diverse and small businesses with interested parties, recently made a number of updates to make the system even more essential.

Now, with these updates, vendors using the Hub will be able to receive important notifications on bids, update their profiles, and upload brochures for their businesses. Agencies and prime vendors will be able to search vendors by departmental contracts and by ethnicity.

"The idea behind The Hub is to make it easier for vendors, agencies, and prime vendors to find each other and communicate," said SDO Executive Director Bill McAvoy. "With these updates, The Hub is a stronger tool than ever before."

If you are a vendor or agency who has yet to use The Hub, [please click here to get started](#); if you have any questions, please don't hesitate to contact us at webmaster.sdo@mass.gov.



Supplier Diversity Office

Supplier Diversity Hub

Welcome to the Massachusetts Supplier Diversity Hub (The Hub).
This online portal facilitates connections between diverse and small businesses,
Commonwealth public buyers, prime bidders, contractors, and resource providers.

New Users

To see if you qualify to use the Hub, diverse and small businesses, Commonwealth public buyers, prime bidders, contractors, and resource providers should click here:

[Start Registration](#)

Existing Users

[Reset Password](#)

[Sign In](#)

[Supplier Diversity Office \(SDO\) Home](#)
[Help and Questions](#)

Notice: Emails from The Hub come from the address noreply.sdh@macgovolutions.com. Please add this email to your safe senders list as they may end up in your spam folder. If you have any questions please do not hesitate to contact us at webmaster.sdh@state.ma.us

The new Hub log-in screen



Diverse Business Certification Updates

SDO certified 26 businesses in July 2024.
For the latest list of newly-certified businesses, please click [here](#).



Pre-Certification Webinars

For businesses wishing to apply for SDO certification, attending a Pre-Certification Webinar is a must. This webinar covers

REMINDER: SDO certification expires three years after the date of issue and renewal notices are sent via email to the primary contact on file. SDO-certified businesses should [log in](#) and review your contact information periodically to ensure that your certification stays up to date.

the different types of SDO and SDO-recognized third-party certifications as well as the State certification process.

Registration is now available for webinars from now through December 2024. Sign up [here](#).



New SDO training now available!

Prime Contractor Onboarding

Are you a Prime Contractor on a Statewide or Departmental Contract? The Supplier Diversity Office (SDO) has a brand-new class designed for you! As part of their contract terms and conditions, prime vendors are required to spend a percentage of contract sales with certified diverse businesses, and report this spending for the duration of the contract.

The SDO will host two fall webinars to help prime contractors understand and meet their Supplier Diversity Plan (SDP) requirement.

Topics to be covered include:

- SDP Overview
- Where to find SDP Partners
- How to report your SDP spend

(PRE-REQUISITE: This class is for prime contractors currently on a statewide or departmental contract).

If interested, the webinar will be held on two separate dates (you only need to attend one):

- **September 12, from 9:00 a.m. - 10:00 a.m.**
- **October 30, from 9:00 a.m. - 10:00 a.m.**

[Click Here to Register](#). Once registered, you will receive a confirmation email.

If you need special accommodations to fully participate in the training, please email Julie.A.Kearnan@mass.gov for assistance.

Follow us on:



Commonwealth of Massachusetts Supplier Diversity Office (SDO)
1 Ashburton Place
Boston, Massachusetts 02108

Certification HelpDesk: Webmaster.SDO@mass.gov

SDP & SBPP HelpDesk: sdp@mass.gov

Phone: (617) 502-8843

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