

Pathways & Connections

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



February 2024

Resources for
Diverse and
Small
Businesses

Open Bid
Opportunities
on COMMBUYS

SDO and
Commonwealth
Training
Opportunities

Directory of
Certified
Businesses

Black History Month

Black History Month is where we acknowledge the contributions and achievements of Black Americans.

As February and Black History Month come to a close, please check out the recent achievements of the SDO's certified black-owned businesses in this issue of *Pathways & Connections*!



SDO at SBA Event!



We were at the Small Business Administration's Access to Capital Matchmaker event, where small business owners connected with Access to Capital providers and received free technical assistance. In the photo is (from left) Jason Solomon, Vice President and Relationship Manager for Eastern Bank, Jon Allen Shroyer, Nadine Boone, Assistant District Director of the SBA's Massachusetts District Office, Algeria Marsh, the SDO's Diverse and Small Business Recruitment, Growth, and Retention Coordinator, and Deeqa Jibril, Director of Small Business Development for the Commonwealth's Executive Office of Economic Development.

SDO Executive Director Joins Task Force



SDO Executive Director Bill McAvoy

SDO Executive Director Bill McAvoy has joined [Meet Boston](#)'s Task Force, which was created to promote supplier diversity within the tourism and hospitality industry.

The Task Force is made up of a dozen of local community, government, and business leaders. Other members include Nicole Obi, President and CEO of BECMA, Eneida Roman, President & CEO, Amplify LatinX, and Robert Lewis, Jr., President and CEO of the Boys & Girls Club.

Success Stories from Black-Owned Businesses



In celebration of Black History Month, here are a few black-owned businesses who shared stories with the SDO of some recent success:

Anawan Studios - The company is partnering up with MassHire to produce workshops that will educate young folks that may have an interest in video production and content creation. They will also work with them on paid internship partnerships. They said, "As an MBE, it's our responsibility to give back to the youth that come from the communities that the core of our team come from."

P&N Vision Healthcare Service - They are now part of the ADDP (Association of Developmental Disabilities Providers), they have signed a new contract with Thrive to provide nurses and staff, and have recently opened a new mental health clinic to serve those with psychiatric and mental health challenges.

Icarus Construction Services LLC - Icarus has been awarded a second consecutive SABER contract for the USAF at Hanscom. In the history of the base and the SABER contracts, no firm has ever been awarded two consecutive five-year contracts! Icarus has completed more than \$4 million of projects to date and will complete another \$4.5 million in the second SABER contract.

Accordia Partners LLC - The Firm is heavily involved in the Dorchester Bay City Project, which in 2023 received key approval from Boston's architectural review board.

CHESS Engineering LLC - From owner Paul Campbell: "Because I was listed on the SDO website as an MBE/DBE firm, I was found by several prime contractors to work as a sub. These new contracts accounted for nearly 25% of my revenue last year. I now have a relationship with these primes that I wouldn't have otherwise. It certainly opened a door for me."

CAM Office Services - In alignment with its commitment to fostering opportunities for minority and woman-owned enterprises, the MBTA has entered into a strategic partnership with CAM Office Services to launch a pioneering procurement initiative. This initiative capitalizes on the utilization of Statewide Contract OFF47: Office Supplies, Recycled Paper, and Envelopes, enabling CAM Office Services to efficiently deliver essential office supplies to the MBTA.

City Sealcoating Inc. - Over the past few years City Sealcoating has seen 300% growth. This includes their continual growth with the Trades Person Contract (TRD02), Beacon Properties (sole contractor), Winnco (sole contractor), Harvard, Gillette, Eastern Bank and Mass Housing.

Vanguard Parking Services, Inc. - They have had long-term agreements with Northeastern University for more than 30 years. They also have current parking and cleaning agreements with MassPort as well.

System Custom Consultant - The company created strategic partnerships with industry leaders in areas including operational management and visibility, digital transformation, cloud migration, and cybersecurity. "These alliances bring added dimension to SCC offerings and enable greater flexibility in delivering them," says the company via its website.

The SDO is always looking for news about new contracts, business growth, and other milestones for SDO-certified diverse and small businesses. Your story might be featured on our website, the Pathways & Connections newsletter, and on our social media feeds!

If you have a success story to share, please [fill out this form](#) and hit the "Submit" button. We would love to hear from you!

SDO on Lynn TV



Amanda LaCroix, the SDO's Director of Programs and Engagement, is interviewed by Dr. Judith Josephs, host of History of Success on Lynn Community TV. The two talked about SDO diverse and small business certification and how certification can be a helpful tool for businesses.

[Click here to watch the full video!](#)



One-On-One Meetings with the SDO (Fall River area)

We offer one-on-one meetings to help maximize your certification. Get noticed by vendors and state agencies looking for diverse and small businesses like yours!

John Fitzpatrick, the SDO's Director of Supplier Diversity Goods and Services will be at One SouthCoast Chamber (200 Pocasset Street) in Fall River on **Tuesday, March 5 from 9 a.m. - 3 p.m.** To make an appointment, please email John at john.b.fitzpatrick@mass.gov.

**SDO Means
*Business***
Click here for more!

Don't Miss These Upcoming Events!

Grow Your Business Through Public Contracting

When: March 6, 3 p.m. – 6 p.m.

Where: One Government Center, 1st Floor Atrium, Fall River

Registration: [Click here to register](#)

Exploring Certification and Government Contracting

When: March 7, 9 a.m. - 12:30 p.m.

Where: Middlesex Community College, 591 Springs Rd., Bedford

Registration: [Click here to register](#)

Mass Office on Disability Networking Event

When: April 10, 10 a.m. – 1 p.m.

Where: Zoom

Registration: Will open on March 1

Check Out these Current and Upcoming Bids!

Featured Bid - Software and Services (ITS75)

The Operational Services Division (OSD) has extended the bid response deadline for Statewide Contract ITS75 for Software and Services (Category 3 and Category 4). The new deadline is March 14, 2024.

Review the bid opportunity [here!](#)

Other Bidding opportunities:

- **PRF74: Energy, Climate Action, and Facility Advisory Services.** [Link to the Bid.](#)
- **FAC124: Bid Reopening for Building Maintenance Repair and Operations Project Material and Supplies.** [Link to the Bid.](#)

- **Social Equity RFR for Technical Assistance and Training.** [Link to the RFR.](#)
- **FAC119: Maintenance Repair and Operations (MRO) Retail Products and Supplies.** [Link to the Bid.](#)
- **FAC126: Records Management, Storage and Archiving Services,** replacing FAC96. [Link to the Intent to Bid.](#)

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

- **Catering Conference** - [Link to the bid](#)
- **Bottled Soda and Related Services** - [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](#)

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

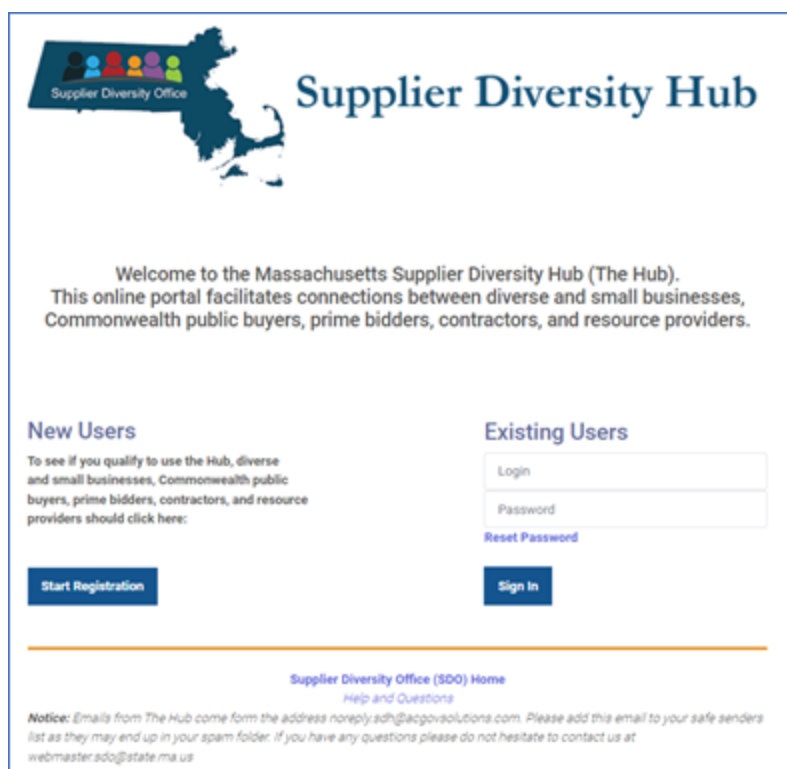


The Supplier Diversity Hub - an Easy, Free Way to Help Grow Your Business

Diverse and small vendors now have full access to the Supplier Diversity Hub ("The Hub")! Already in use by state agencies, The Hub is a free, new way to help grow your business.

Using The Hub, diverse and small businesses can now receive a number of benefits. Communication between them and prime contractors as well as public buyers is easier, they can receive immediate notifications about new bidding opportunities, and they have instant access to check the status of their SDO certification.

[Please click here to get started](#); if you have any questions, please don't hesitate to contact us at webmaster.sdo@mass.gov.



The image shows the login screen for the Massachusetts Supplier Diversity Hub. At the top left is a logo for the Supplier Diversity Office featuring a map of Massachusetts with five colored dots (blue, red, green, yellow, purple) representing diverse groups. To the right of the logo is the text "Supplier Diversity Hub". Below this is a welcome message: "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." The screen is divided into two main sections: "New Users" and "Existing Users". The "New Users" section includes a paragraph: "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:" followed by a blue button labeled "Start Registration". The "Existing Users" section includes a "Login" input field, a "Password" input field, a "Reset Password" link, and a blue button labeled "Sign In". At the bottom, there is a link to "Supplier Diversity Office (SDO) Home" and "Help and Questions". A notice at the very bottom states: "Notice: Emails from The Hub come from the address noreply:sdh@acgovsolutions.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.sdo@state.ma.us".

The new Hub log-in screen

Meet the SDO: Evandro C. Carvalho, General Counsel

Each month, we feature a different member of our team to share a little bit about themselves and discuss useful information and resources the SDO has available for diverse and small businesses. Please send any questions for the SDO team to robert.keane@mass.gov.

What made you want to work at the SDO?

I live my life by the quote from Martin Luther King Jr.: "What are you doing for others?" My life's mission is to serve people who are historically disadvantaged, underrepresented, and underserved. I want to move the proverbial "needle" forward. I love working at the SDO



because that is also its mission - serving minority and diverse businesses of the Commonwealth have been historically left out of the millions of dollars that the State spends every year through procurement contracts.

Tell us something about you that others may not know:

I have been a lifelong casual runner. I am finally running the Boston Marathon in April for the first time. It's been a dream for a long time and I am super excited to finally do it! Also, I can and love to drive stick shift manual.

You've been working on the SDO changing its guidelines. What changes are being made?

We are in the process of changing the SDO's regulations. The main change is designed to broaden the definition of "eligible person" i.e. people who can get their business SDO certified. This will eliminate barriers and allow more diverse and small businesses to get the benefits of SDO's certification.

Evandro Carvalho can be reached at:
evandro.c.carvalho@mass.gov

Favorite quote:

"Life's most persistent and urgent question is, 'What are you doing for others?'" - Martin Luther King, Jr.

Favorite song:

Still I Rise
Tupac Shakur

Favorite vacation spot:

Home in Cabo Verde, Africa

Favorite food:

Traditional corn-based stew from Cabo Verde called "Catchupa" and eggs, eggs, and more eggs. I love anything eggs

Pet peeve:

Trash on the sidewalks and people who litter

Last TV Show seen/binged:

Griselda on Netflix. My wife and I love crime shows. This one is about a real-life crime boss, a Columbian woman who essentially led a cartel in Miami.

Last book read:

Breathe: A Letter to My Sons, by Dr. Imani Perry

Dog person or cat person?

Dog, of course! I am a proud dad of a sweet energetic boxer named Bruno.



Diverse Business Certification Updates

SDO certified 28 businesses in January 2024. For the latest list of newly-certified businesses, please click [here](#).

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.



Pre-Certification Webinars

For businesses wishing to apply for SDO certification, attending a Pre-Certification Webinar is a must. This webinar covers 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 June 2024. Sign up [here](#).



New SDO training now available!

Don't Miss Out! Responding to RFQs

Are you a vendor that is enrolled in the Small Business Purchasing Program (SBPP) and currently on a statewide contract? Don't miss out on another COMMBUYS opportunity! In this class you will learn:

- The benefits of the SBPP
- The mechanics of a Request for Quotes (RFQ)
- How to identify and respond to an RFQ
- How RFQ's are evaluated

(PRE-REQUISITE: This class is for SBPP participants currently on a Statewide or Departmental contract)

This class is available on April 9 from 9:00 a.m. - 10:00 a.m.

Class size is limited! Please register in advance.

If you are interested in attending this class, [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 Katherine.L.Thomas@mass.gov for assistance.

Follow us on:



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