

Pathways & Connections

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



January 2023

Resources for
Diverse and
Small
Businesses

Open Bid
Opportunities
on COMMBUYS

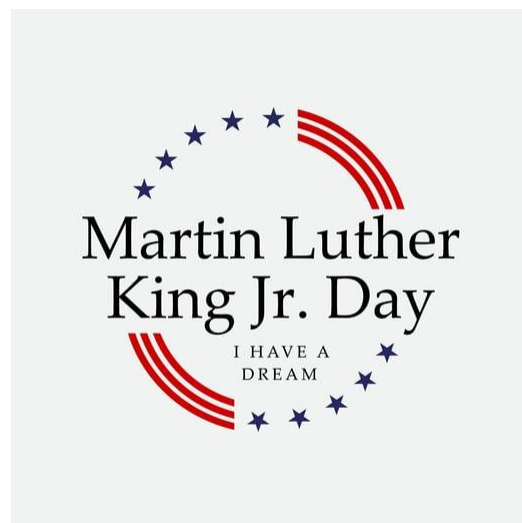
COMMBUYS
Vendor Training
Schedule

Directory of
Certified
Businesses

Martin Luther King Jr. Day

On Monday, Jan. 16, the SDO celebrated MLK Day and recognized the legacy of civil rights leader Martin Luther King Jr.

Just blocks from the SDO's office, the lives and work of Dr. King and his wife Coretta Scott King were commemorated with the unveiling of "The Embrace" monument. [Learn more about the monument here.](#)





Governor Healey talks Business

Governor Maura Healey spoke about opportunities for Massachusetts businesses at a recent forum hosted by Associated Industries of Massachusetts (AIM), and the SDO was there to hear her vision for the future.

In photo: Massachusetts Governor Maura Healey with SDO Director of Diverse and Small Business Engagement Rob Williams at the AIM event.

Celebrate your Success with the SDO!

The SDO is 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 at the Certification Summit in Pittsfield

Earlier this month, SDO staff presented at the 1Berkshire Women and Minority Owned Business Certification Summit at the Berkshire Innovation Center in Pittsfield (*left*)!

From left, John Lewis, CEO, R3S3T Enterprises, Amanda LaCroix, SDO Engagement and Outreach Coordinator, Angie Montalvo-Greene, Western MA Engagement Director, MA LGBT Chamber of Commerce, and Rob Williams, Director of Diverse and Small Business Engagement for the SDO.

It was a wonderful opportunity for eligible small businesses to network, learn, and engage with certification providers. Despite the wintry weather, more than 50 business owners showed up to the event!



Help us Celebrate Black History Month!

February is Black History Month, where we acknowledge the contributions and achievements of Black Americans. The SDO is looking to celebrate the month in our next issue of *Pathways and Connections*.

Whether you are an owner or a customer of a black-owned business that has a great story to tell, the SDO wants to hear from you! Please [fill out this form](#) and tell us about a recent success, breakthrough, or achievement. If selected, we may feature the business in *Pathways and Connections* and maybe on the SDO website and social media feeds!

Deadlines to Submit Bids for these Contracts are Coming Up!

Check out these active bids in COMMBUYS:

FAC120: Landscaping Services, Snow Removal, Tree Care, and Related Services
(Bids due February 14, 2023)

[COMMBUYS link](#)

GRO41: Baked Goods and Dairy Products (Bids due February 8, 2023)

[COMMBUYS link](#)



The SDO's mission is to promote diversity, equity, and inclusion in state contracting for businesses owned by minorities, women, Portuguese, veterans, service-disabled veterans, those with a disability, and LGBT individuals, as well as small Massachusetts businesses. The SDO certifies these businesses and manages several programs that help them enhance their marketability when bidding on public contracts.

Check Out these Changes to the SDO Website!

Visitors to the SDO website (mass.gov/sdo) should notice a few changes:

- Under the “About” drop-down menu at the top of the home page, you’ll now see a link to “A Brief History of the Supplier Diversity Office.” This new page summarizes the Commonwealth’s work to help diverse and small businesses since 1972!
- Under the “Quick Links” on the home page, you will find a new link to the Supplier Diversity Hub, which is an online portal for diverse and small businesses to connect with Commonwealth public buyers, prime bidders, contractors, and resource providers.
- Scrolling down the home page, under “More Actions and Services,” you’ll find a link for “SDO Means Business,” a new page detailing the resources and tools we use to eliminate barriers and help our vendor partners.
- Finally, we’ve added links to our social media feeds on LinkedIn and Twitter.

Holyoke Soldiers' Home Construction Contracting Opportunities

NEW Holyoke Soldiers' Home Construction Contracting Opportunities

**Project Bidding SOON
INTERESTED - DO NOT WAIT**

If you are considering working as a subcontractor or supplier
to a Prime for a specific trade:

Prime subcontractors will be bidding in EARLY 2023

Sub-tier subcontractors will be needed



Awarding Authority: Division of Capital Asset Management and Maintenance (DCAMM)

Designer: Payette

Construction Manager: Commodore | Walsh (Joint Venture)

Anticipated Gross Square Feet: 350,000

Anticipated Overall Project Estimated Construction Cost: \$350M

If you are a subcontractor, supplier, or vendor for any of the building construction trades there may be opportunities to work on this project.

Sub-tier Subcontractors in all trades interested in working as sub-subcontractors or suppliers can express their interest in working on the project by clicking on the

Webform Link below.

[Click on this webform link](#) and provide basic information about your firm and area of interest.

Minority, Women and Veteran owned businesses are encouraged to join the project team. Participation goals of MBE 4.7%, WBE 7.7%, and VBE 3% apply to this project.

Interested in attending one of the upcoming business enterprise outreach events for firms new to public construction contracting? Let us know by emailing DCAMM at hshao.dcam@mass.gov.

The Supplier Diversity Hub - How to Set Up a Vendor Account

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 new way to communicate with vendors and those looking to grow their supplier diversity programs.

Using The Hub, your business can now receive a number of benefits. Communication between you and prime vendors and contractors is easier, you can receive immediate notifications about new bidding opportunities, and you have instant access to check the status of your certification.

You should have received an email that will give you access to The Hub. Please follow the instructions below to log on to the system and start seeing first-hand what The Hub has to offer:

1. Open the email from the Supplier Diversity Hub (it should come from "no reply Supplier Diversity Hub – Commonwealth of Massachusetts").

2. In that email will be a link to change your password. Click it, then use the Username and Reset Code in the email when prompted. Your username (which is also your email address) should be the same one you use to access your certification account. For a video with step-by-step instructions on how to change your password, click here: <https://www.youtube.com/watch?v=SYcRY7QmJ2Y>
3. If you didn't receive an email to set up your account, please visit <https://masdh.autocene.com> to reset your password.
4. Congratulations! You now have access to The Hub!

Once you have signed in, the first thing you need to do is to ensure your information is up-to-date in The Hub so that prime vendors and state agencies can find your business in a search. Follow the instructions below to update your search information:

If you need help, click the "Help" button on the left inside the Hub to see an instructional video.

1. Once signed in, click on your email address in the upper right of your screen.
2. Click on "Edit Profile."
3. Click on "Company Profile."
4. You will need to update your NAICS, CSI, and UNSPSC codes. In many cases, NAICS codes for diverse businesses are already entered.
5. Click on the category you want to update (NAICS Code Search, CSI Code Search, or UNSPSC Code Search) on the left. You will need to update each code individually.
6. Once on the NAICS Code Search screen, put your business category in the "Description" field. Click the "Search" button and select the items on the

bottom of your screen that are applicable to your business. Then click the button “Select these Codes” on the right.

7. Once on the CSI Code Search screen, enter your business category in the “Sub Title” field. Click the “Search” button and select the items on the bottom of your screen that are applicable to your business. Then click the button “Select these Codes” on the right.
8. Once on the UNSPSC Code Search screen, put your business category in the “Class Title” field. Click the “Search” button and select the items on the bottom of your screen that are applicable to your business. Then click the button “Select these Codes” on the right.

If you have any questions, please don't hesitate to contact us at webmaster.sdo@mass.gov.



Minority Business Networking Event

Left, Rob Williams, Director of Diverse and Small Business Engagement for the SDO, speaks to attendees at the Minority Business Owner Networking Event on January 11 at the Grove Hall branch of the Boston Public Library. The SDO partnered with the Greater New England Minority Supplier Development Council (GNEMSDC) and the Massachusetts Minority Business Development Agency (MBDA) to give minority business owners a chance to meet and create meaningful connections with other local owners and

learn about SDO and MBDA programs and services.

Meet the SDO: Esther Daniells, Management Analyst

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 come to work at the SDO?:

I was interested in working within government.

Favorite quote: "Be happy in life."

Something about you that others may not know:

I enjoy listening to waterfalls and other sounds of nature.

Favorite vacation spot: Any tropical location

Favorite food: Seafood and steak

Pet peeve: Mistreatment

How can a prime vendor find a subcontractor to work with?

Whenever needed, our Certification / Compliance units can help or guide prime vendors on finding subcontractors who are certified in our system.

Last TV Show seen/binged: *Martin*

Dog person or cat person?:

I love both! But I have two parakeets, Harmony and Symphony (*photo below*).

Esther Daniells can be reached at esther.n.daniells@mass.gov.

SDO Means *Business*

Click here for more!



Diverse Business Certification Updates

SDO certified 50 businesses in December 2022. For a full 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 discusses 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 until June 2023. Sign up [here](#).



New SDO training now available for SBPP vendors – don't miss another RFQ!

Don't Miss Out! Responding to Requests for Quotes (RFQs)

Are you a vendor that is part of the Small Business Purchasing Program (SBPP) and currently on a statewide contract? We have a class for you!

This training will cover:

- **How to get the most out of the SBPP**
- **How RFQs are created and evaluated**
- **How to find and respond to RFQs**

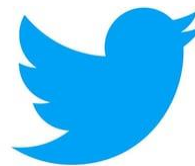
Wednesday, February 22

9 a.m. - 10 a.m.

[Click Here to register](#)

If you need special accommodations to fully participate in the training, please email Katherine.L.Thomas@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

Was this email forwarded to you? Sign up to receive our monthly newsletter [here](#).

[Manage Preferences](#)

[Unsubscribe](#)