

Pathways & Connections

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



March/April 2024

Resources for
Diverse and
Small
Businesses

Open Bid
Opportunities
on COMMBUYS

SDO and
Commonwealth
Training
Opportunities

Directory of
Certified
Businesses

Massachusetts Reopens Tradespersons Statewide Contracts



The Executive Office for Administration and Finance announced the reopening of four Tradespersons Statewide Contracts with the goal of providing greater opportunity to diverse and small businesses and expanding options for state agencies and cities and towns.

The Operational Services Division (OSD), the State Purchasing Agent, and the Supplier Diversity Office (SDO) are working together to uphold the Administration's commitment to equity by creating

opportunities for local businesses to sell their goods and services to the state and its municipalities.

“Reopening contracts for people in the trades creates a path for diverse and small businesses to compete for the state's business. We look forward to sharing additional contracting opportunities over the next fiscal year,” said **Governor Maura Healey**.

“We know how small, local businesses strengthen our communities and we, as an administration, are invested in their success,” said **Lieutenant Governor Kim Driscoll**. “This step will open the door for opportunities to work with the state and expand our network of businesses.”

The Operational Services Division last week posted Notices of Intent to reopen the Tradespersons Statewide Contracts in the Commonwealth's procurement platform, COMMBUYS. The Commonwealth offers 29 Trades service categories across four Tradespersons Contracts. TRD01 and TRD03 will reopen in May 2024, and TRD02 and TRD04 will reopen in late summer/ early fall 2024.

The specific trades involved in the first round of bidding include:
Boilers; Drains; Electrical; Fencing; General Contracting;
Generator/Turbine; Glass/Window/Doors; HVAC/Sheet Metal;
Painting; Plumbing, Solar Array Inspection; Elevator; Exhaust
Services; Fire Detection; Fire Suppression; Overhead Doors;
Signage; and Welding.

“We are proud to be able to take this step and create meaningful opportunity to contract with the state for many small and diverse-owned businesses that previously may not have been able to see their way into this work,” said **Secretary of Administration and Finance Matthew J. Gorzkowicz**. “I look forward to working with our partners inside and outside of state government, as well as with the new Diverse and Small Business Advisory Board to find additional opportunities to grow our networks.”

“OSD looks forward to expanding the vendor pools for our Tradespersons Statewide Contracts. The reopening of these contracts will bolster our coverage across the state and provide opportunities for trades businesses to work with the state and local governments,” said **Gary Lambert, assistant secretary for Operational Services**. OSD serves both business and government customers through a variety of services and programs that include managing the state fleet of vehicles and the COMMBUYS Procurement platform, setting the tuition prices for approved Private Special Education Programs, and management and oversight of procurements for goods and services. Through the direct management of more than 100 statewide contracts, OSD oversaw \$2.17 billion in state purchasing in Fiscal Year 2023.

Governor Healey originally announced the [state’s intent to reopen Statewide Contracts](#) during her remarks at the Martin Luther King, Jr., Memorial Breakfast held in January. At the event, Governor Healey said Statewide Contracts would be reopened to broaden diverse and small businesses’ access to state contracting opportunities. The

reopening of the Tradespersons Statewide Contracts represents the second category of Statewide Contracts reopened by the OSD this year: in January, a climate-focused Professional Services Statewide Contract was reopened and OSD is currently evaluating bid responses.

The SDO promotes diversity, equity, and inclusion in state contracting for businesses owned by minorities, women, 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. Together, OSD and SDO will be conducting regular reviews of Statewide Contracts to find more opportunities to include new diverse businesses.

“Skilled and qualified tradespersons are in great demand by government entities across the Commonwealth. The Supplier Diversity Office encourages all interested certified, diverse, and registered small businesses to consider bidding on these contracting opportunities,” said Bill McAvoy, Executive Director of the Supplier Diversity Office.

Visit this site to [learn more information related to the reopening of the Tradespersons Statewide Contracts](#). [Visit this website to learn more about the Operational Services Division’s program and services](#). [Visit the SDO’s website](#) to learn about becoming SDO certified as a diverse and/or small business and to find related resources.



Women's History Month

In March we acknowledged the contributions and achievements of women for [Women's History Month](#).

Please check out the recent achievements of the SDO's certified women-owned businesses in this issue of *Pathways & Connections*!

Success Stories from Women-Owned Businesses



In celebration of Women's History Month, here are a few Women-owned businesses who shared stories of recent success with the SDO:

Idioma Education & Consulting LLC - Idioma Education & Consulting LLC completed a recent Seal of Biliteracy (SSOBL) project with the Massachusetts Department of Education, office of Language Acquisition. They created a promotional video, multimedia promotional slide deck for administrators and leaders, a promotional slide deck for students and families, and a self-paced online learning module for teachers and those assisting in the implementation of the SSOBL.

Ace Creative - This women-owned brand and web design firm is just about to launch an entirely new website for Mass Insight. Ace Creative has worked for almost a year to create a branded and forward-thinking website that help Mass Insight reach even more schools and create more equitable educational outcomes for all students.

Emmaty, Inc - Emmaty was awarded two new contracts with the MBTA to restore several of its locations. The total award of the two contracts is more than \$4 Million.

ARCpoint Labs of Greater Boston - ARCpoint has announced their expansion into the Amherst area to offer drug screening, COVID, and DNA testing with their mobile lab.

Milhench Supply Company - A family business since 1932, Milhench has expanded their presence with locations in New Bedford and Medford, servicing all of Southeastern New England. Since being awarded FAC118 and GRO40, they have gained new customers because of their great service and their WBE certification.

D'Andrea Leather - Through being a Certified WBE, a secretary from a hunting club contacted D'Andrea Leather and they are now making personalized leather game straps. He is now referring the business to others!

InfinityEd - The company recently found one amazing individual who has been able to help propel their social media and update the company website. "If it weren't for them, I would still be stuck in pre 2020," said founder Varna Naik. "But now we are here in 2024 with a new outlook on the future!"

ChopValue Boston - They are excited to be listed for the first time on a statewide contract--OFF52. They are working together with Red Thread and Creative Office Resources, and buyers will now have access to ChopValue's locally made tables, made from recycled chopsticks, all diverted from local landfills.

M. Frank Higgins & Co., Inc. - This commercial flooring company was contacted by Turner in Boston to help them with a flooring project at the Microsoft Offices in Burlington. This contract was beneficial to the company in providing additional revenue to help grow their volume, especially after 2020.

American Moving and Installation, Inc. - American was recently awarded state contract FAC127 contract to round out Q1 of this year. Additionally, the company celebrated 15 years in business this month, with its anniversary aligning with Women's History Month!

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 U.S. Haitian Chamber of Commerce Event



Dr. Hans Patrick Domercant, President/CEO of the U.S. Haitian Chamber of Commerce and owner of MBE-certified Quadrillon Tech Solutions (left), poses with Amanda LaCroix, the SDO's Director of Programs and Engagement (center) and John Fitzpatrick, SDO's Director of Supplier Diversity Goods and Services Programs (right) at the Chamber's Entrepreneurship Event on Small Business Financing in Brockton. Amanda and John gave a presentation on SDO certification programs and connected with entrepreneurs who are interested in growing their business through state contracting.

SDO Means Business

Click here for more!

Don't Miss These Upcoming Events!

Mass Office on Disability Networking Event

When: April 10, 10 a.m. – 1 p.m.

Where: Zoom

Registration: [Click here!](#)

Small Business Capital & Resources Matchmaker - Cape Cod Edition

When: April 17, 10 a.m. – 1 p.m.

Where: Barnstable High School, 744 West Main St., Barnstable, MA

Registration: [Click here!](#)

Supplier Diversity Summit

When: April 25, 8 a.m. – 11 a.m.

Where: MGM Springfield, One MGM Way, Springfield, MA

Registration: [Click here!](#)

Small Business Resource Series: MOBD State Resources Update Webinar

When: May 8, 9 a.m. – 10 a.m.

Where: Online

Registration: [Click here!](#)

Free Programs for Your Business that You Don't Know About

When: May 9, 8:30 a.m. – 11:30 a.m.

Where: UMass Lowell Innovation Hub Haverhill

2 Merrimack Street, Haverhill, MA 01830

Registration: [Click here!](#)

SBA Capital Matchmaker Event

When: May 3

Where: National Basketball Hall of Fame, Springfield, MA

Registration: **Coming Soon!**

Under Construction

The SDO's Offices in Boston are being moved to the 14th Floor in Ashburton Place! Pictured here are the SDO's Senior Financial & Operations Analyst Pat Ghannam and Director of Programs and Engagement Amanda LaCroix checking out the renovation's progress. Safety first!



Check Out these Current and Upcoming Bids!

Featured Bid - Various Trades - TRD01, TRD02, TRD03, and TRD04 (Intents to Bid)

The Operational Services Division (OSD) has reopened the bid response deadline for a series of tradesperson contracts. The specific trades involved in the first round of bidding for TRD01 and TRD03 include: Boilers; Drains; Electrical; Fencing; General Contracting; Generator/Turbine; Glass/Window/Doors; HVAC/Sheet Metal; Painting; Plumbing; Solar Array Inspection; Elevator; Exhaust Services; Fire Detection; Fire Suppression; Overhead Doors; Signage; and Welding.

Review the Intents to Bid:

The following Trades contracts are reopening in May 2024 to add additional vendors:

[TRD01](#)

[TRD03](#)

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

[TRD02](#)

[TRD04](#)

Other Bidding opportunities:

- **ENE54: Gasoline.** [Link to the Bid.](#)
- **ENE55: Electricity.** [Link to the Bid.](#)
- **ENE53: Ultra-Low Sulfur Diesel and Biodiesel.** [Link to the Intent to Bid.](#)
- **GRO42: K-12 School Nutrition Products.** [Link to the Intent to Bid.](#)
- **ITS75: Software and Services (extended).** [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.



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@acgovolutions.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: Doreen Cameron, Director of Compliance and Quality Assurance

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 found the opportunity to build a new Compliance unit at SDO thrilling. I believe that supplier diversity is such a relevant and important cause.



It stimulates local economies, supports entrepreneurship, and promotes competitive bidding practices. The team here at SDO works diligently to support diverse vendors and Massachusetts small businesses. Since we are a relatively new agency, we can develop best practices instead of inheriting dated processes. I really enjoy interacting with vendors and executive agencies and working towards strategic goals. Having an excellent team to enforce Executive Agency, Vendor, and Certification compliance makes all the difference.

Tell us something about you that others may not know:

I've been a vegetarian for most of my life... 23 years in September. I also love all types of animals.

How do you see IT being used to help small/diverse businesses in the future?

I can see IT being utilized to bring buyers and diverse/small businesses together. It would be interesting to see the same type of matchmaking phone apps be reimagined to match up buyers with diverse vendors.

Favorite quote:

"Luck favors the prepared."

Favorite song:

The Ocean by Against Me!

Favorite vacation spot:

Anywhere in Italy

Favorite food:

Any and all types of pasta

Pet peeve:

Aggressive drivers

Last TV Show seen/binged:

I'm now re-watching *Six Feet Under*.

Last book read:

White Tears/Brown Scars, by Ruby Hamad

Dog person or cat person?

Cats!

Doreen Cameron can be reached at:

Doreen.L.Cameron@mass.gov

April is Celebrate Diversity Month



April is Celebrate Diversity Month, which of course has a special meaning to us at the SDO. April is dedicated to celebrating and reflecting on what makes us unique.

We are proud to offer support and remove barriers to help bring diversity to the Commonwealth's bidding process.

“Diversity really means becoming complete as human beings – all of us. We learn from each other. If you’re missing on that stage, we learn less. We all need to be on that stage.”

— Juan Felipe Herrera, Poet



Diverse Business Certification Updates

SDO certified 47 businesses in February 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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