

Pathways & Connections

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



May 2024

Resources for
Diverse and
Small
Businesses

Open Bid
Opportunities
on COMMBUYS

SDO and
Commonwealth
Training
Opportunities

Directory of
Certified
Businesses

Trade Bids Officially Reopened

The Operational Services Division (OSD) has reopened and posted bids for two tradespersons contracts covering everything from electrical work to welding. Vendors can now review and submit bids for contracts [TRD01](#) and [TRD03](#).

Earlier this year, Governor Maura Healey announced these contracts would be reopened to provide greater opportunity to diverse and small businesses and expand options for state agencies and cities and towns.

The Operational Services Division (OSD) 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.

The specific trades involved in 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.

Two other tradespersons contracts, TRD02 and TRD04, will reopen in late summer/ early fall 2024.

For more information, [read about the contracts](#) on the Mass.gov web page, and see the [official flyer](#) for the reopened contracts. If interested, [click here](#) to find out about next steps in the bidding process.



May is Asian American and Pacific Islander Heritage Month!

The SDO celebrated Asian American and Pacific Islander Heritage this month. This month pays tribute to generations of Asian and Pacific Islanders who have contributed to American history.

Check out success stories of AAPI businesses below!

Success Stories from AAPI - Owned Businesses

In celebration of Asian American and Pacific Islander Heritage Month, here are a few AAPI-owned businesses who shared stories of recent success with the SDO:

Logan Currito LLC - In April 2024, Logan Currito LLC secured its first government contract. Furthermore, the company has actively pursued strategic partnerships, submitting five proposals in collaboration with other businesses. Owner Chan Park said, "The Supplier Diversity Office provided invaluable guidance and support throughout my journey. With the guidance of Amanda LaCroix, I successfully obtained my MBE, VBE, and SDVOBE certifications. These certifications unlocked a world of opportunities to participate in government contracts. I would also like to express my gratitude to Cheryl Lussier Poppe. Her consistent outreach through targeted emails and LinkedIn connections kept me informed of relevant events and resources specifically tailored to veteran-owned businesses like mine."

Cntxt.agency - In the first quarter of this year, Cntx.agency had the wonderful opportunity to welcome two new employees, marking a period of growth and new possibilities. Bringing these new members on board has been transformative, allowing them to scale their operations and delegate tasks more efficiently. This, in turn, freed up time and resources to focus on securing new contracts and pushing forward on their mission. Owner Rich Le said, "One of the most rewarding aspects of this growth has been the ability to invest more in our team's professional development. It's incredibly fulfilling to provide them with opportunities to learn, grow, and thrive in their careers and

lives. This step forward is not just about business expansion; it's about nurturing a community where diverse voices can come together to create impactful and innovative designs. This journey has been an exciting one, full of learning and growth. We're looking forward to what the future holds and the new heights we'll reach together."

Medzah Industries - Medzah Industries (MBE) and Steritech (MBE, VBE, DOBE, and SDVOBE) worked together on a state contract where both companies provided monthly medical supply kits for visiting nurses caring for home-bound patients in Massachusetts. This partnership ensured that nurses had the essential tools needed to deliver high-quality care, significantly improving patient outcomes. The collaboration demonstrated the power of strategic relationships, benefiting Medzah Industries and Steritech while providing a valuable service to the community.

Infinity Ed - They had their grand opening last summer for our first physical learning center, and since last year they have committed to offering free summer programming. This year they are able to increase that programming over what they had last year!

Aurus, Inc. - Aurus specializes in providing payment processing patented software at retail storefronts and ecommerce built with cutting edge technology. Aurus is celebrating being in business for the last 25 years with a niche product that has stood the test of time through multiple technological revolutions to produce happy clients!

SDO on Panel about Diversity in Hospitality Industry



The SDO participated in Meet Boston's Tourism Destination Marketing District Hotel Meeting as part of a panel discussion about workforce and supplier diversity in the hospitality and tourism industry. Pictured above are (from left) Bill McAvoy, SDO's Executive Director, Hilina Ajakaiye, Executive Vice President of Meet Boston, and Conan Harris, Founder and Principal of Conan Harris & Associates.



From left, Marty Walsh, Executive Director of the National Hockey League Players' Association and former Mayor of Boston and United States Secretary of Labor takes a photo with Bill McAvoy, SDO Executive Director at Meet Boston's meeting.

Free event - MBTA Supplier Diversity Vendors Summit



This Summit will help foster connections and create meaningful MBTA contract opportunities for diverse, small, and emerging businesses. Join us to learn more about upcoming opportunities at the MBTA. GM Phillip Eng and MBTA leaders will address the audience and success stories will be shared directly by diverse business owners. You'll have ample time for networking and have a complimentary continental breakfast.

Event Objectives

- Facilitate business-to-business networking opportunities.
- Connect Prime contractors with diverse, small, and emerging businesses.
- Inform businesses about upcoming opportunities with the MBTA.
- Illuminate the process for becoming a vendor of the MBTA.

Event Details:

Tuesday, June 25, 2024

8:30 am -11:00 am

MBTA Offices - 2nd Floor - 10 Park Plaza Boston, MA 02116

REGISTER FOR THE SUMMIT BY [CLICKING HERE](#)

SDO at MASSBUYS Expo



We were thrilled to speak to so many vendors and agencies at the MASSBUYS Expo at Gillette Stadium earlier this month! Thanks to those who came by with questions, suggestions, or who just wanted to say "hi!" Pictured are SDO's Executive Assistant and Events

Coordinator Marga Celado (left) and our Director of Programs and Engagement Amanda LaCroix with Pat Patriot.

SDO Means *Business*

Click here for more!

SDO at AIM

SDO's Director of State Certification Wanda Colon-D'Angelo (left) with our Construction Program Coordinator Meghan Costa at the Associated Industries of Massachusetts' (AIM) Annual Meeting in Cambridge.



Check Out these Current and Upcoming Bids!

**Featured Bid - Various Trades - TRD01 and TRD03 (just posted)
and TRD02 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 Bids:

The following Trades contracts have just reopened 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.](#)
- **ENE53: Ultra-Low Sulfur Diesel and Biodiesel.** [Link to the Intent to Bid.](#)
- **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](#)
- **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](#).



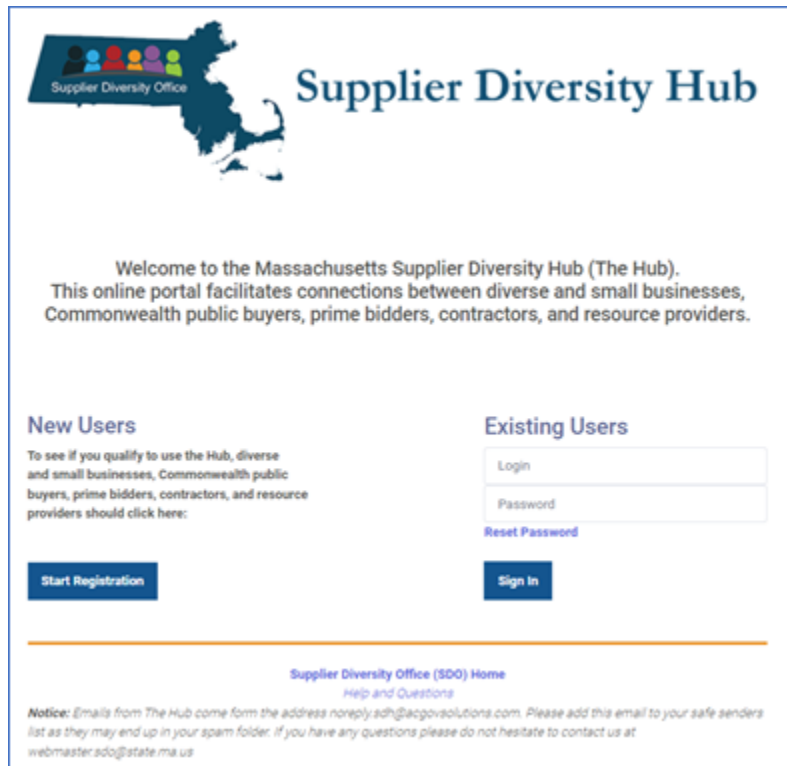
The Supplier Diversity Hub - an Easy, Free Way to Help Grow Your Business

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 Supplier Diversity Hub. At the top left is a logo for the Supplier Diversity Office featuring a map of Massachusetts and five stylized human figures in different colors. To the right of the logo is the title "Supplier Diversity Hub". Below the title 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 contains text explaining the purpose of the hub and a "Start Registration" button. The "Existing Users" section contains a login form with fields for "Login" and "Password", a "Reset Password" link, and a "Sign In" button. At the bottom, there is a horizontal line followed by the text "Supplier Diversity Office (SDO) Home" and a link for "Help and Questions". A notice at the very bottom states: "Notice: Emails from The Hub come from the address noreply:adh@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".

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

Login

Password

[Reset Password](#)

[Sign In](#)

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

Notice: Emails from The Hub come from the address noreply:adh@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: Elizabeth Kozee, Assistant 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.

Dog person or cat person?

I'm a dog person, but I've come around to liking cats too! I have the sweetest 9-year-old Labrador Retriever named Mae. She loves everyone and every dog she meets!

What made you want to work at the SDO?

I came for the mission and stayed for the people! Everyone at the SDO cares about the people around them in such a special way. The work environment is so supportive and collaborative which helps us all serve the community better as well. Working at the SDO is a win-win scenario!

Tell us something about you that others may not know:

I love to crochet and knit! I picked both up during COVID, and now I've even made a couple pieces of clothing. I love to get to tell someone I made it when they ask where something is from! I would love to learn how to sew next.

What kind of legal assistance can the SDO provide to certified vendors?

We encourage public comment and input from our diverse businesses! We're currently in the process of updating our regulations to be more inclusive because of this kind of public input. We



Favorite quote:

"Character — the willingness to accept responsibility for one's own life — is the source from which self-respect springs"

- Joan Didion, *Slouching Towards Bethlehem*

Favorite song:

The Best Is Yet to Come by Frank Sinatra

Favorite vacation spot:

Anywhere with a beach!

Favorite food:

I love cherry tomatoes as a snack!

Pet peeve:

I don't like rudeness – we all could cut each other some slack!

Last TV Show seen/binged:

I don't watch many series, but I always keep up with *Saturday Night Live*! I love the blend of comedy and music.

Last book read:

are here to serve the community, so we always want our diverse businesses to feel heard. Anyone looking to discuss our regulations and programs can contact

sdo-dl-legal@massmail.state.ma.us!

Devotions by Mary Oliver. I love all kinds of poetry and would love any recommendations!

Elizabeth Kozee can be reached at:

Elizabeth.N.Kozee@mass.gov

We want to hear your success stories!



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

In particular, we are looking for stories from businesses owned by members of the LGBT community, so we can feature them in our June issue in honor of Pride 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!



Diverse Business Certification Updates

SDO certified 57 businesses in April 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 December 2024. Sign up [here](#).



New SDO training now available!

Hub Vendor Reporting for Prime Contractors

Are you a Prime Contractor on a Departmental Contract? As part of the contract terms and conditions, **vendors are required to spend a percentage of contract sales with certified diverse businesses and report spending in the Supplier Diversity Hub** ("the Hub"), the new, online tool used to record spend and connect with vendors and agencies.

The Supplier Diversity Office (SDO) has a class designed to help navigate the Hub. In this class, you will learn how to:

- Register in the Hub
- Add and manage users
- Complete and submit SDP spend reports
- View spend in the dashboard

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

There are two classes available: June 12 and June 20, from 9:00 a.m. - 10:00 a.m.

Class size is limited to 25 participants! Please register in advance.

If you are interested in attending this class, [Click Here to register](#). Once registered, you will receive a confirmation email and you can add the event to your calendar.

If you need special accommodations to fully participate in the training, please email [Julie.A.Kearnan](#) for assistance.

Follow us on:



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SDP & SBPP HelpDesk: sdp@mass.gov
Phone: (617) 502-8843

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