

Pathways & Connections

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



November/December 2023

happy holidays

Happy Holidays from the Supplier Diversity Office

However you celebrate the holiday season, we hope it is one filled with happiness, joy, and peace. Here's to a successful 2024!



SDO staff gathered for their Holiday Party on December 5. The event was catered by SDO certified Seasons Union Catering (party paid for by SDO staff).

Thank you, Veterans

Last month, the SDO celebrated Veterans Day (Nov. 11). We thank them for their service.

Be sure to see our collected success stories from Veteran-Owned Businesses below!



SDO Wins Award at 39th Performance Recognition Program Award Ceremony

We at the SDO were honored and humbled last month when our Cross Functional Team was recognized with the Commonwealth Equity in Governance Award, part of the 2023 Performance Recognition Program.

The award is given each year to an employee or group of employees who demonstrate a commitment to the principles of equity in government operations. The SDO Cross Functional Team is made up of associates from all parts of the agency and works to fulfill the SDO's mission of promoting diversity, equity, and inclusion in state contracting for diverse and small businesses.

Congratulations to the team for this great achievement, and cheers to all the other winners at this year's event!



In Photo: Massachusetts Governor Maura Healey, Lt. Governor Kim Driscoll, and Matthew Gorzkowicz, Secretary of the Executive Office for Administration and Finance (center) take a photo with members of the SDO Cross Functional Team after granting them their award. Cross Functional Team members are (from left), Sam Gebremichael, Lori Maggiacomo, Xiomara Moreta, Nani Assefa, Algeria Marsh, Katherine Thomas, Wanda Colon-D'Angelo, and Robert Keane. Not pictured: Zelpha Bennett, Doreen Cameron, and Amanda LaCroix.

Success Stories from Veteran-Owned Businesses



We asked, and you answered--in celebration of our Veteran-owned businesses, we asked our Veteran-Owned Business Enterprises (VBEs) and Service-Disabled Veteran-Owned Business Enterprises (SDVOBEs) to let us know about any recent success stories. Here is what you told us:

DAV Construction: DAV Construction started new relationships with other prime contractors such as Commodore Builders. Commodore Builders has since invited DAV Construction owner Eric Kelly to meet with their team to discuss possible involvement in their projects. They have also worked with a prime vendor on the Commonwealth Pier Revitalization Project and Shattuck Hospital Relocation Project.

Velney Construction: Velney Construction recently completed a renovation project for The Learning Project Elementary School. CEO Josue Velney was also awarded the 2023 Wentworth Institute of Technology Alumni Entrepreneurship Award.

Design Build Construction: In the wake of the COVID-19 pandemic, owner Arick Dyrdal was able to steer his company to remarkable success. In just a few years, the company saw their gross revenues soar from \$30,000 to \$1 million.

Valley Green Shredding: By securing contracts FAC96 and FAC126 as a VBE, Valley Green Shredding witnessed exponential growth and recognition. Owner Eric Wartel said State agencies throughout The Commonwealth began seeking them out for their shredding services, allowing them to expand their operations and offer additional services such as document scanning/digitization, cloud-storage, and physical records storage.

V-Solutions: The California department of Corrections and Rehabilitation approved V-Solutions owner Dr. Nola Veazie's new book "Using Motivational Interviewing in Clinical Supervision" to be distributed to all supervisors at one of the prime vendors that work in 26 state prisons in California.

Congratulations to these businesses for their success!

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

Click here for more!

Check Out these Current and Upcoming Bids!

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](#)
- Bid Name: 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, Meeting Space and Hotel Accommodations - [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](#)

Other Bidding opportunities:

- OFF52: Office, School, and Library Furniture, Accessories, and Services, replacing OFF38. [Link to the Bid.](#)
- RFP 134-23: Towing, Hauling, and Recovery of MBTA Vehicles. [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.](#)
- OFF53: Office Supplies, Recycled Paper, and Envelopes. [Link to the Bid.](#)
- FAC126: Records Management, Storage and Archiving Services, replacing FAC96. [Link to the Intent to 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

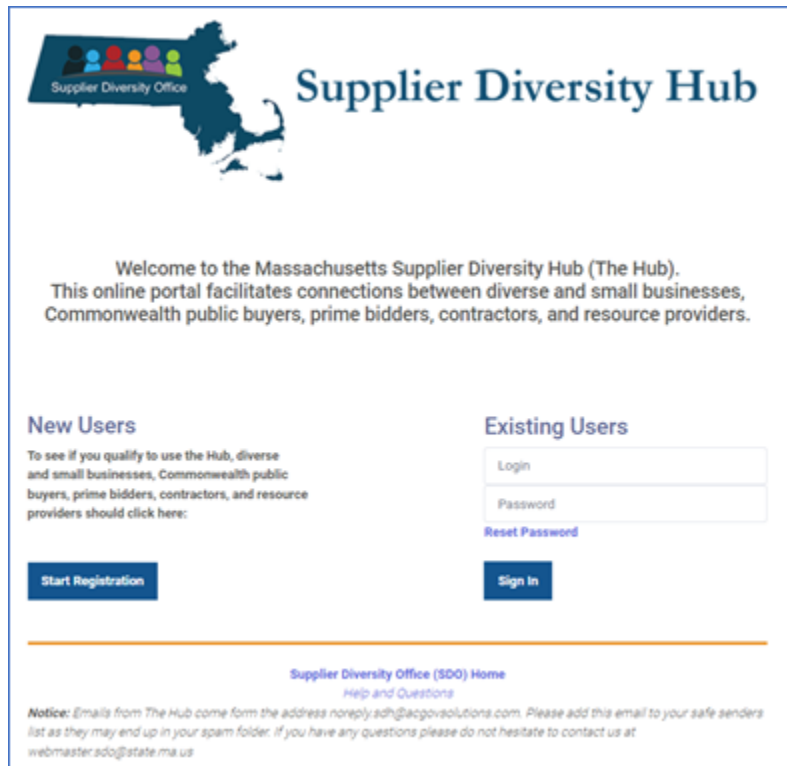
Diverse and small vendors now have full access to the Supplier Diversity Hub ("The Hub")! Already in use by state agencies, The Hub is a free, new way to help grow your business.

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 follow the directions below to get started:

1. Visit <https://masdh.autocene.com> and click **Start Registration** on the left.
2. Click **Begin** to answer questions about your business or organization.
3. Select applicable Organization Type.

4. Search for your business or organization by name. If you find it, click on it and select **Next**. Then, Fill out the required fields and hit **Submit**.
5. If you can't find your business or organization, click **Next** and fill out the questions about your business or organization. Then hit **Submit**. You will receive a confirmation email with instructions on how to set your password.
6. Your username (which is also your email address) should be the same one you use to access your certification account.
7. Congratulations! You now have access to The Hub!



The screenshot shows the Supplier Diversity Hub login page. 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 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 page is divided into two main sections: "New Users" and "Existing Users". The "New Users" section includes a paragraph explaining the purpose of the hub and a blue button labeled "Start Registration". The "Existing Users" section includes a login form with fields for "Login" and "Password", a "Reset Password" link, and a blue button labeled "Sign In". At the bottom, there is a footer with the text "Supplier Diversity Office (SDO) Home" and "Help and Questions", followed by a notice about email addresses and contact information.

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.sdh@agovolutions.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

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.

Meet the SDO: Rob Keane, Director of Marketing, Communications, and Training

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?

Work with meaning is always better work, and it's an honor to help bring fairness to business owners who have been historically underserved.

Another reason is that the SDO just recently became its own independent agency, and because of that, you have a great opportunity to create something, not just continue something that's gone before.

What have you learned about supplier diversity since you came to the SDO?

I handle a lot of the surveys we send out to follow up on certain bids, and one thing I always see is that some vendors feel that they don't know how to apply for certain bids--they see these documents, some of them using a healthy amount of "legal-ese," and they get intimidated. My advice to them (or any other vendors reading) is to reach out to us or the bidding agency with any questions they may have--we're here to help!

What are you working on right now?

I'm working to get our social media channels--[LinkedIn](#) and [X \(Twitter\)](#) to be a daily resource for both vendors and our diversity partners. If anyone is hosting an event that may be of use to



Favorite quote:

"The magic you are looking for is in the work you're avoiding."

Favorite song:

Jigsaw Falling Into Place -
Radiohead

Favorite vacation spot:

Burlington, Vermont

Favorite food:

Spicy tuna sushi

Pet peeve:

People who don't use their directional signals while driving

Last TV Show seen/binged:

Beef

Last book read:

Project Hail Mary by Andy Weir

Dog person or cat person?

Dog; I feature my chihuahua mix every week through "Milo Mondays" on my Instagram feed!

Tell us something about you that

Massachusetts diverse or small vendors, I'd ask them to please send details to me as soon as you can!

others may not know:
I'm a huge board game nerd

Robert Keane can be reached at:
robert.keane@mass.gov



Diverse Business Certification Updates

SDO certified 50 businesses in October and 41 businesses in November 2023. 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)

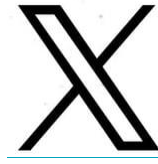
This class is available on January 11 and February 7 from 9:00 a.m. - 10:00 a.m.

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:



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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