

Pathways & Connections

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



October 2024

Resources for
Diverse and
Small
Businesses

Open Bid
Opportunities
on COMMBUYS

SDO and
Commonwealth
Training
Opportunities

Directory of
Certified
Businesses

Diverse & Small Business Opportunity Fair on Nov. 7



City of Framingham



Supplier Diversity Office

Diverse & Small Business Opportunity Fair

Meet buyers from public and private organizations looking to partner with local diverse and small businesses.

A photograph showing a group of people at a fair. In the foreground, a man with a beard and a light blue shirt is smiling and shaking hands with a woman. Other people are visible in the background, some looking at materials on a table.

For all diverse and small businesses in the Framingham area:

Please join the Supplier Diversity Office (SDO) and the City of Framingham on November 7 for an in-person business opportunity and networking fair at Framingham City Hall!

This event will connect Framingham-area businesses with public and private buyers looking to partner with local diverse and small vendors. Meet with buyers such as Consigli Construction, the City of Framingham, the Town of Wayland, the Operational Services Division (OSD), and others!

Attendees can also meet with SDO staff to learn the best ways to use their certification to attract more business.

The event is free but registration is required.

[Register here!](#)

Event Details:

Date & Time

Thursday, November 7, 2024

9:30 a.m. – 11:30 a.m.

Location

Framingham City Hall – Nevins Hall

150 Concord St.

Framingham, MA 01702

(Main entrance is on the corner of Concord St. and Union Ave.)

Parking details are on the registration site.

SDO at the Mass Black Expo



The SDO had a great time at this year's Mass Black Expo! Pictured are the SDO's Director of Supplier Diversity Programs John Fitzpatrick (left) and our Construction Program Coordinator Meghan Costa (right) with Black Economic Council of Massachusetts (BECMA) President and CEO Nicole Obi.



Veterans and Spouse Small Business Week

The week of Nov. 11-15 is Veterans and Spouse Small Business Week, celebrating the entrepreneurial spirit of our veterans and their spouses.

[Find out more about the week and related events here.](#)



November is National Native American Heritage Month

Please join the SDO as we celebrate National Native American Heritage Month! [Learn about the history of honoring the first Americans here.](#)

Bids for Reopened Trade Contracts Due in November

The existing statewide trades contracts for TRD02 and TRD04 have been reopened to add more contractors. These contracts cover a wide range of trade categories, from asphalt paving to septic services. The full category list and links to the bid announcements are listed below.

There are a number of resources and trainings available for all interested vendors. A visit to the state's [Tradespersons Statewide Contracts page](#) will provide links to the contract user guides and outlines of next steps to bid. The Operational Services Division (OSD) has posted a one-page resource [Bid to Become a Trades Statewide Contract Vendor](#) for helpful links and tips.

There will be two virtual sessions at the following dates and times:

- November 6, 2024, 9:00 - 10:30 a.m.
- November 20, 2024, 2:30 - 4:00 p.m.

[Click here to register for one of these virtual sessions.](#)

Quick Tip: Interested bidders must *Acknowledge* the bid to be apprised of any updates/amendments. To acknowledge the bid, registered vendors should log in to COMMBUYS, navigate to the bid (using the Advanced Search, enter TRD02 or TRD04 in the Bid Description field). Select the **Follow** button at the bottom of the page and then click “Yes” on the *Acknowledge Receipt and View Solicitation* window.

TRD02 - Click here to see the bid

Bids due Nov. 26 at 11:00 a.m.

TRD02 covers:

- Asphalt/Paving

- Carpentry
- Excavation
- Masonry
- Septic Services

TRD04 - [Click here to see the bid](#)

Bids due Nov. 26 at 11:00 a.m.

TRD04 covers:

- Cleaning/Restoration
- Compressor
- Kitchen Exhaust/Duct
- Pump/Motor
- Roofing
- Biohazardous Cleaning

***Success Story: Arka
HR receives \$700,000
Grant***



Congratulations to Arka HR, a certified MBE and WBE company, for being awarded a \$700,000 grant from the Massachusetts Clean Energy Center as part of their Workforce Development Awards!

This funding will empower minority women-owned businesses to break into the climate sector, helping build a more inclusive and competitive workforce in Massachusetts.

Learn more [HERE](#).

SDO Means *Business*

Click here for more!



Are you SDO Certified?

If you have a business owned by minorities, women, veterans, those with a disability, members of the LGBT community, and/or you own a small Massachusetts-based business, you are eligible for a vital source of support: SDO Certification.

Once you are certified, you will get updates on upcoming state contracts, have access to hours of free training, and you will be added to the SDO's diverse and small vendor database, which is used by Prime Vendors, state departments, cities and towns, and private businesses looking to spend with diverse and small businesses.

SDO certification is free and can provide your business with new opportunities and prospects.

In FY2023, the Commonwealth spent \$3.38 billion with diverse and small businesses. Many Massachusetts businesses say certification not only helped them stay in business during the pandemic but thrive because of new prospects.

Please note that if you are already certified with one of our partner organizations (such as Center for Women & Enterprise (CWE), Greater New England Minority Supplier Development Council (GNEMSDC), City of Boston, etc.), the steps to becoming SDO certified are simple and straightforward.

[To learn more about SDO Certification please click here!](#)

Check Out these Current and Upcoming Bids!

- The Massachusetts Human Resources Division (HRD) has posted a solicitation for Arbitrators. [Please review the COMMBUYS listing](#) for the bid announcement.
- The Massachusetts Operational Services Division (OSD) intends to post a solicitation for statewide contract CLT09: Clothing, Uniforms, Footwear, Accessories, Personal Care Products. [See the Intent to Bid here](#).

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](#).



New Updates to the Supplier Diversity Hub

The Supplier Diversity Hub ("The Hub"), a networking tool used to connect diverse and small businesses with interested parties, recently made a number of updates to make the system even more essential.

Now, with these updates, vendors using the Hub will be able to receive important notifications on bids, update their profiles, and upload brochures for their businesses. Agencies and prime vendors will be able to search vendors by departmental contracts and by ethnicity (MBEs only).

"The idea behind The Hub is to make it easier for vendors, agencies, and prime vendors to find each other and communicate," said SDO Executive Director Bill McAvoy. "With these updates, The Hub is a stronger tool than ever before."

If you are a vendor or agency who has yet to use The Hub, [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 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.sdo@agovsolutions.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: Michelle M. Mendes, Certification Investigator

Each month, Pathways and Connections features a different member of the SDO team who will share a little bit about themselves. If you have

any questions you'd like to have answered, please send them to Robert.keane@mass.gov.

Favorite quote: *"We may not all be guilty, but we are all accountable."*

Favorite Song: *Needed Me* by Rihanna

Favorite vacation spot: Home

Favorite food: Steamers

Pet peeve: Waiting

Last book read: *Mashpee: The Story of Cape Cod's Indian Town* by Francis Hutchins

Last TV Show seen/binged: *From*

Tell us something about you that people may not know:

My graduate-level thesis subject was land in trust through an Indigenous person's mindset.



Dog person or cat person?:
Dog person

What made you come to work at the SDO?: I started as a temporary SDO certification investigator. I became a permanent certification investigator three years ago. I enjoy meeting with business owners, and learning how they feel about diversity, equity and inclusion.

You work to help businesses get SDO certified. What are

Once I graduated with my masters in economic community development, I applied and received a 501(c)(3) designation and created a land in trust non-profit organization. I named the organization Equal Treatment and Territories for Tribal Ancestry (ETTA) in honor of my great, great grandmother Etta Pocknett Tobey. She was a descendent of the Mashpee Wampanoag Nation, a “first contact” Federally recognized New England Tribe.



***Diverse Business
Certification Updates***

**some of the most common
reasons vendors are rejected
for certification?**

One of the most common reasons they may be rejected is determining WBE ownership per their organizational documentation and history.

*You can reach Michelle Mendes at
Michelle.Mendes@mass.gov*



***Pre-Certification
Webinars***

The SDO certified 48 businesses in September 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.

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 February 2025. Sign up [here](#).



New SDO training now available!

The Supplier Diversity Program (SDP) for Health and Human Service Providers (Webinar)

Are you a service provider on a state contract?

The SDO fosters business relationships between state contractors and minority-, women-, veteran-, disability-, and LGBT-owned businesses. **Service providers on state contracts are required to develop partnerships with certified diverse vendors.**

To ensure that **health and human service contractors** achieve this goal, the Commonwealth's contracts for Purchase of Service (POS) require providers to submit an "SDP Plan Form for Purchase of Service" with their Uniform Financial Report (UFR).

[The webinar](#) will cover:

- Updates on the Supplier Diversity Program (SDP) for POS providers
- SDP reporting requirements for providers
- How to identify SDP partners for your organization
- Nonprofit Organization certifications available from the SDO

The webinar is offered on these dates/times:

- Nov. 5, 2024 at 10:30 a.m.
- Dec. 4, 2024 at 9:00 a.m.

[Register here!](#)

Please note that this training is only for contractors that provide services for health and human service clients and that are required to file a Uniform Financial Report (UFR).

Class size is limited! Please register in advance

If you need special accommodations to fully participate in the training, please email Julie.A.Kearnan@mass.gov for assistance.

Follow us on:



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

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