

Pathways & Connections



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

August 2025

Resources for
Diverse and
Small
Businesses

Open Bid
Opportunities
on COMMBUYS

SDO and
Commonwealth
Training
Opportunities

Directory of
Certified
Businesses

Mendes Named as New Director of Programs and Engagement

Michelle Mendes has been promoted as the SDO's new Director of Programs and Engagement. In her new position, she will lead the team responsible for conducting outreach, creating partnerships with community organizations, and hosting and attending events to support underserved businesses.



A descendant of the Mashpee Wampanoag Nation, Mendes has been with the SDO for three years, and previously served as a Certification Investigator for diverse and small businesses.

Congratulations Michelle on this well-deserved promotion!

Introducing the new SDO Certification Webinars

With the Massachusetts SDO's new pre-recorded webcast, for-profit diverse and small businesses no longer need to schedule an online

webinar to apply for certification. With the webcast, you can now learn about certification and apply on your own timeline!

SDO certification enables traditionally underserved businesses to market themselves and participate in the state's bidding process. Certified businesses are listed in the database used by state buyers and prime vendors, receive news about upcoming bid opportunities, and learn about upcoming networking events.

Simply click the appropriate link below and click on the "Job Aid" link to get started!

Massachusetts-based businesses click here:

<https://www.mass.gov/how-to/apply-for-diversity-certification-as-a-massachusetts-based-business>

Out-of-state-based businesses click here:

<https://www.mass.gov/how-to/apply-for-diversity-certification-as-an-out-of-state-business>

Black Business Month



August is Black Business Month! For more than two decades, Black Business Month encourages us to recognize and support black-owned businesses in our communities.

Check out success stories for black-owned businesses (and other diverse and small businesses) below!

Check Out these Current and Upcoming Bids!



Bids:

- ITS88: IaaS, PaaS, and Related Services. [Link to the Bid.](#)

Intents to Bid/Reopen:

- WMR001 - Hazardous/Universal, Medical, and Electronic Waste Disposal and Emergency Response. [Link to the Intent to Reopen](#)
- PRF76 - Management Consultants, Program Coordinators, and Planners Services. [Link to the Intent to Reopen](#)
- GRO42: School Nutrition Products. [Link to the Intent to Reopen](#)
- ITT84: Cellular Services and Devices. [Link to the Intent to Bid](#)
- OFF54: Postage and Mail Processing Equipment, Accessories, Services & Supplies. [Link to the Intent to Bid](#)
- HSP45: Laboratory Supplier and Equipment (re-opened). [Link to the Intent to Reopen](#)
- ITT85: Network and Communication Services and Hardware. [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](#)
- Department of Elementary and Secondary Education - Conference Space, General Catering Services, and Hotel Accommodations - [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](#).



This month, the SDO celebrates these successes from certified businesses:

- Film Production Studio [Anawan Studios](#) (formerly **Anawan Street Productions**) said they are partnering with the Museum of Fine Arts Boston to hold a film screening at their auditorium. They will showcase some of their narrative projects to an audience of 350 people. Prominent people from both the Mass film industry and other sectors will be in attendance as well as invited media.
- [Privé Parking](#) owner Ricardo Louis said his business was awarded the transportation operations contract for White Stadium, supporting Boston's new professional women's soccer team—Boston Unity FC. Also, this August 28–30, Privé will lead all transportation logistics for Boston's first HBCU Football Classic, ensuring smooth movement for players, bands, and

coaches across multiple days of celebration. In 2023, the company was named as the first Black-owned company to be awarded the transportation contract for that year's NAACP National Convention, which was pivotal in growing its business.

- [NeuroSoph](#), a certified minority-owned Small Business Enterprise and participant in the Small Business Purchasing Program (SBPP), delivered two transformative solutions for Massachusetts residents. First, they implemented Specto Assist to modernize the intake experience with MassAbility, reducing the time to enter application data by more than 80 percent. Additionally, they are partnering with the Executive Office of Aging & Independence (AGE) to redesign MassOptions.org. The new site will provide guided assistance, streamlined referrals, and integration with backend case management systems.
- [4 Insurance LLC](#) Owner Mabelyn Lopez said "Becoming certified through the Supplier Diversity Office (SDO) as a Woman-Minority Owned Business has been a transformative step for our agency. This recognition has opened doors to new partnerships and allowed us to expand our client portfolio across industries. Our certification isn't just a label, we believe it is a reflection of our commitment to inclusive growth, community support, and making sure every organization has access to the protection it deserves."

Want to tell us about your recent success? [Click here](#) and fill out the online form!

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, be given access to the Supplier Diversity Hub, 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 FY2024, the Commonwealth spent \$3.78 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!](#)

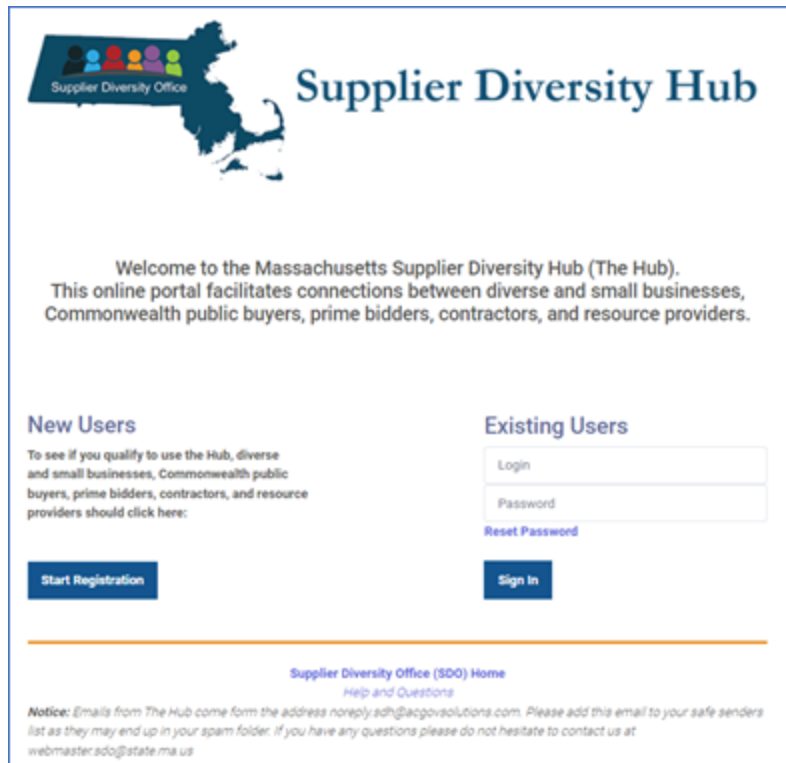


New Updates to the Supplier Diversity Hub

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).

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.



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" in a large, dark blue serif font. Below the title, a welcome message reads: "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" on the left and "Existing Users" on the right. The "New Users" section includes a paragraph explaining that users should click here to see if they qualify to use the Hub, followed by a blue button labeled "Start Registration". The "Existing Users" section contains 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 horizontal line, followed by the text "Supplier Diversity Office (SDO) Home" and a link for "Help and Questions". A final notice at the very bottom states: "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".

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@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

Reminder - Race/Ethnicity Information for MBEs

Currently, the Supplier Diversity Office (SDO) makes public the race and ethnicity of our certified Minority Business Enterprises (MBEs). This change is in response to many buyers looking to make purchases from Black, Latino/Hispanic, Asian, and Native American/Indigenous Persons-Owned Businesses. These businesses

are still classified as MBEs, but the additional racial makeup is publicly available in our search engine.

While this information is public, it does not affect any vendor's diversity status as an MBE, their ability to bid on and win bids, and their benefits with the SDO.

If any MBE would prefer to make their race and ethnicity information private, please contact us at webmaster.SDO@mass.gov.



Diverse Business Certification Updates

The SDO certified 49 businesses in July 2025. 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.



Upcoming Vendor Classes

Small Business Purchasing Program (SBPP) for Vendors - NEW!

Executive Agencies must give special consideration to SBPP participants when buying non-construction goods and services estimated to cost \$250,000 or less per year.

One of the many benefits of the program is it can help you market your business to Massachusetts' Executive Department buyers. The program is free!

To qualify for the program, you must be a Massachusetts small business, in business for at least one year, employee 50 or fewer employees, and gross less than \$15 million a year.

The class outlines the specific qualifications and the application processes. You will also learn how to search for bid opportunities in

COMMBUYS and available resources to help you grow your business.

Upcoming dates:

- August 28, 9 a.m.
- September 17, 9 a.m.

[Link to register](#)

Certified Vendor Onboarding – Using Your Certification to Unlock Opportunities

(PRE-REQUISITE: for Certified Diverse Businesses)

Learn more about using your certification to identify opportunities in public procurement and develop business-to-business relationships with other vendors. This training covers SDO programs, exploring business opportunities, creating SDP partnerships, and introducing free resources available to help grow your business.

Upcoming dates:

- August 26, 9 a.m.

- September 30, 9 a.m.

[Link to register](#)

Prime Contractor Onboarding

(PRE-REQUISITE: This class is for Prime Contractors currently on Statewide and/or Departmental contracts).

Prime contractors are required to spend a percentage of contract sales with certified diverse businesses and report the spend. This webinar will help prime contractors understand how to meet the Supplier Diversity Plan (SDP) requirement. This class gives an overview of SDP, where to find eligible partners, and how to report SDP spend.

Upcoming dates:

- September 25, 9-10AM

[Link to register](#)

Vendor Hub Reporting - for Prime Contractors

(PRE-REQUISITE: for Prime Contractors currently on Departmental contracts)

As part of all contract terms and conditions, prime contractors are required to report spending in the Supplier Diversity Hub. In this class, you will learn how to register in the Hub, submit SDP spend reports, add and manage users, and view current spend.

Upcoming dates:

- August 13, 9 a.m.
- September 4, 9 a.m.

[Link to register](#)

Don't Miss Out! Responding to RFQs

(PRE-REQUISITE: for Small Business Purchasing Program participants currently on Statewide and/or Departmental contracts)

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, how to identify and respond to an RFQ, and how RFQ's are evaluated.

Upcoming dates:

- September 24, 9-10AM

[Link to register](#)

Supplier Diversity Program for Health and Human Service Providers

(PRE-REQUISITE: This class is for Service Providers currently on Purchase of Service contracts)

Service providers on state contracts are required to develop partnerships with certified diverse vendors and report spend. This class gives an overview of the Supplier Diversity Program (SDP), where to find eligible partners, and how to report SDP spend in the UFR.

Upcoming dates:

- September 23, 9-10AM

[Link to register](#)

Follow us on:



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