

Pathways & Connections

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



March 2025

**Resources for
Diverse and
Small
Businesses**

**Open Bid
Opportunities
on COMMBUYS**

**SDO and
Commonwealth
Training
Opportunities**

**Directory of
Certified
Businesses**

We're Listening... SDO Survey Results



The SDO's certified businesses would like to see more networking opportunities and trainings, according to a recent survey sent out by the SDO.

Last month, the SDO surveyed our vendor partners to find out what resources you use and what new ones you may need to get the most out of certification. More than 170 of you responded to the survey, and we've highlighted some of your replies below.

Bulleted answers are followed by the number of responses for that option:

What resources would help your business grow and succeed in public procurement? (people could choose multiple answers):

- Networking opportunities with government agencies or prime contractors - 108
- Information about upcoming procurement opportunities - 105
- Assistance with compliance requirements - 49
- Access to mentorship or peer support - 40

What type of training would be most beneficial to your business? (people could choose multiple answers):

- Finding/searching for bidding opportunities - 103
- Networking with government agencies and prime contractors - 84
- Understanding supplier diversity plans, commitments, and partnerships - 77
- Marketing and business development - 59
- Understanding supplier diversity plans, commitments, and partnerships - 56

How would you prefer access to training?

- Online Webinars or Courses - 93
- Self-paced training modules - 30

- In-person workshops/seminars - 25
- One-on-one mentoring - 17

What additional support or resources would you like to see provided by the SDO? Answers include:

- "More networking opportunities with general contractors."
- "AI technology training and support."
- "Offer the pre-certification workshop more frequently."

Thank you to everyone who took the time to answer the survey.
Please know that we are currently taking your observations and requests to heart and are looking to see where we can expand and improve our service to our diverse and small vendors.



In March we celebrate Women's History Month, where we acknowledge the contributions and achievements of women throughout history.

To help celebrate, here are a few success stories from our certified Women-Owned businesses!

Cabin 3 Media, a video production company, recently partnered with The Leukemia & Lymphoma Society to create a set of videos that showcase their groundbreaking "Therapy Acceleration Program" (TAP), a strategic venture philanthropy initiative that is accelerating the development of lifesaving therapies for the blood cancer community.

Hub Glass Services, INC, a union commercial glass business located in Medford that services high rise buildings in the Boston area as well as tabletops, mirrors, screens, and windows to walk-in customers, is celebrating an amazing 100 years in business! Owner Sharon Tankel said she is the fourth generation of her family to work at Hub Glass and the company is one of the first WBE-certified businesses.

Denise Kaigler, owner of **MDK Brand Management** was selected by the Goldman Sachs One Million Black Women: Black in Business Program as a Business Advisor. In this role, Denise is coaching and advising Black women sole proprietors, helping them develop and grow their businesses.

RND Consultants, Inc. expanded their services to include Real Estate Economics and Market Analysis, Planning and Development Strategies, and Value Capture and Public-Private Partnerships.

VvS Architects & Consultants is now offering Passive House certification services to assist their clients in meeting the code requirement and furthering their decarbonization goals.

After qualifying for the SBPP, **BetterSector LLC** said they have seen immense growth. "I'm immensely proud to say that the majority of BetterSector's work comes from winning competitive bids ourselves, as a prime contractor," said owner Emily Sesno.

C and C Janitorial Supplies Inc., a supplier of green-preferred cleaning supplies and equipment, saw their business grow with the FAC118 contract award.

In 2024, **UNICORN**, a small business specializing in high-quality period products and dispensers, delivered more than two million UNICORN products to 300+ schools and youth-serving organizations in Massachusetts.

If you have a business success story you'd like to share, [please let us know!](#)



Check out these upcoming events:

Massachusetts Construction Opportunities Virtual Event (Hosted by DCAMM)

Date: Wednesday, April 2, 2025

Time: 10 a.m. - 11:30 a.m.

Learn more about upcoming construction projects, bidding laws, certification, and more!

Registration Here: [Construction Opportunities Virtual Event](#)

DCAMM Contractor & SDO Certification Info Session

Date: Monday, April 14, 2025

Time: 6 p.m. - 8 p.m.

Location: Thomas Crane Library - Community Meeting Room; 40 Washington Street, Quincy, MA

This seminar is designed to empower the construction community with DCAMM certification. No registration required.

2nd Annual Resource Showcase for Minority-Owned & Diverse Businesses

Date: Thursday, April 17, 2025

Time: 3 p.m. - 5 p.m.

Location: The Enterprise Center at Salem State University; 121 Loring Avenue, Salem MA

Understanding of private and public resources available to help your minority-owned & diverse business.

Register Here: [Resource Showcase for Minority-Owned & Diverse Businesses](#)

DCAMM & SDO Partnership to Boost MA Construction Capacity

Date: Thursday, May 15, 2025

Time: 3 p.m. - 5 p.m.

Location: The Enterprise Center at Salem State University; 121 Loring Avenue, Salem MA

Gain insight into certification processes, construction bids, and more!

Register Here: [Boost MA Construction Capacity](#)

Massachusetts Construction Opportunities Virtual Event (Hosted by DCAMM)

Date: Thursday, June 12, 2025

Time: 1 p.m. - 2:30 p.m.

Learn more about upcoming construction projects, bidding laws, certification, and more!

Register Here: [Construction Opportunities Virtual Event](#)

Check Out these Current and Upcoming Bids!



Bids:

- ENE56: Natural Gas. [Link to the Bid.](#)
- MRO001: Floorcoverings and Accessories, Floorcoverings, Installations, Maintenance and Repairs. [Link to the Bid.](#)
- ITS82: IT Accessibility Services. [Link to the Bid.](#)
- PRF85: Enterprise Temporary Help Services. [Link to the Bid.](#)
- The Massachusetts Human Resources Division (HRD): Arbitrators [Link to the Bid.](#)

Intents to Bid:

- VEH122: Advanced Vehicle Technology Equipment, Supplies and Services. [Link to the Intent to Bid.](#)
- WMR001: Hazardous/Universal, Medical, and Electronic Waste Disposal. [Link to the Intent to Bid.](#)
- PRF86: Advertising, Marketing, & Planning Services. [Link to the Intent to Bid.](#)
- ITT84: Cellular Services and Devices. [Link to the Intent to Bid.](#)
- HSP45: Laboratory Supplier and Equipment (re-opened). [Link to the Intent to Bid.](#)
- 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](#)
- **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.](#)

Partners in Progress



Caption: Teresa Cruz Foley, M. Ed (left) of Brave Space DEIB Consulting talks with Shamsa Ahmed of International Translation Company LLC at the recent Partners in Progress event.

Thanks to everyone who came to Boston for our Partners in Progress event in March! Hosted by the SDO and OSD, the event brought together statewide Prime Contractors and potential Supplier Diversity Program Partners available for partnerships to help achieve SDP goals.

We're pleased to report reaction to the event was very positive--in a follow-up survey, 94% of responders said they found the networking opportunities at the event "very valuable" or "valuable." A vast majority of responses said they would likely attend future events and recommend them to other vendors.

We hope to host another event soon--watch this space for details!

SDO Means *Business*

Click here for more!

SDO Executive Director Featured in *El Planeta*

SDO Executive Director Bonnie Borch-Rote was featured in *El Planeta*, known as Boston's Latino daily newspaper.

You can read the full article in Spanish or translate through your browser to check it out!

[Read the article here.](#)



Photo credit: RED Content Studio



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 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!](#)

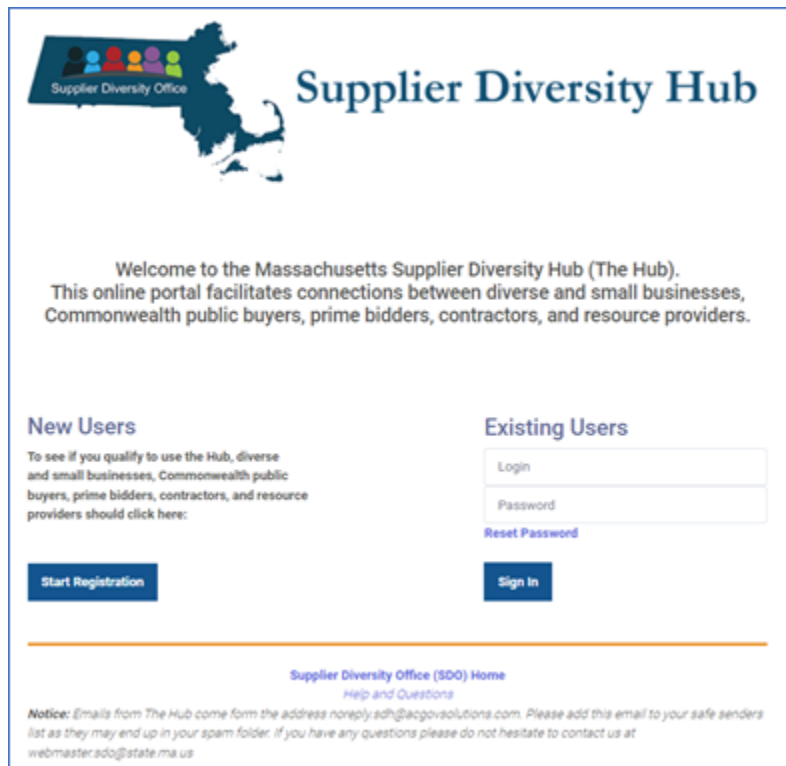


New Updates to the Supplier Diversity Hub

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 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 screen is divided into two main sections: "New Users" and "Existing Users". The "New Users" section includes a paragraph about qualifying to use the Hub and a "Start Registration" button. The "Existing Users" section includes a "Login" button, a "Password" field, a "Reset Password" link, and a "Sign In" button. At the bottom, there is a link to the "Supplier Diversity Office (SDO) Home" and a "Help and Questions" link. A notice at the very bottom states: "Notice: Emails from The Hub come from the address noreply.sdh@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.sdh@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



Diverse Business Certification Updates

The SDO certified 48 businesses in February 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.

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 through June 2025. Sign up [here](#).



Spring Vendor Classes

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:

- April 29, 9-11AM
- May 20, 9-11 AM

[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:

- April 16, 9-10 AM
- May 28, 9-10 AM

[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:

- May 15, 9-10 AM

[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:

- May 8, 9-10 AM

[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:

- April 22, 9-10 AM

[Link to register](#)

Follow us on:



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