

Pathways & Connections



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

May 2025

Resources for
Diverse and
Small
Businesses

Open Bid
Opportunities
on COMMBUYS

SDO and
Commonwealth
Training
Opportunities

Directory of
Certified
Businesses

SDO Shows Progress for Diverse and Small Businesses in Agency's Annual Report

The SDO's FY2024 Annual Report showed further progress in fulfilling our mission of removing roadblocks and expanding contracting opportunities with businesses owned by minorities, women, veterans, service-disabled veterans, those with a disability, and LGBT individuals, as well as small Massachusetts businesses.

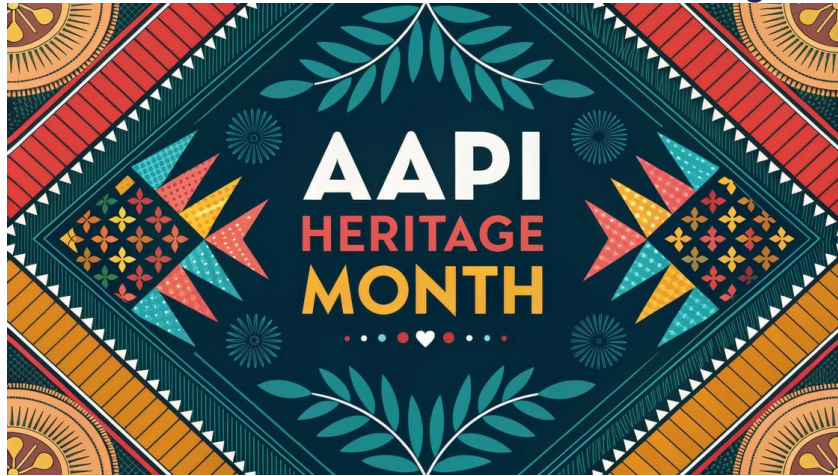
The report, which was released in May, said the Commonwealth spent approximately \$3.78 billion with diverse and small businesses in FY2024, an 11.88% increase over the prior year. Furthermore, Supplier Diversity Program (SDP) spending grew in all SDO categories (which includes small businesses and businesses owned by minorities, women, veterans, those with a disability, and members of the LGBT community) over the previous year

Other highlights from the report include:

- SDP Program participants exceeded spending benchmarks for Minority Business Enterprises (MBEs), Women Business Enterprises (WBEs), and the Small Business Purchasing Program (SBPP) by 1.23%, 60.52%, and 51.16%, respectively.
- The SDO added 214 new diverse businesses to its directory, a 4% increase over FY2023.
- The Commonwealth spent \$111,377,661 with African American-owned businesses, a nearly 32% increase over FY2023.
- New benchmarks were set for Disability Owned Business Enterprises (DOBEs) and Lesbian, Gay, Bisexual, and Transgender Business Enterprises (LGBTBEs), set at \$18 million (or .3%) each.
 - Executive Branch agencies met the DOBE benchmark, exceeding it by more than \$8 million.
 - Twelve participating offices, including the Office of the Governor, met the LGBTBE spending benchmark individually, contributing to the overall growth in spending with LGBTBE firms.
- Organizations participating in the Supplier Diversity, Small Business Purchasing, and DCAMM's Affirmative Marketing programs increased diversity spending by approximately 20% to more than \$2.6 billion.

[To read the full SDO FY2024 Annual Report, click here.](#)

May is Asian American and Pacific Islander Heritage Month!



The SDO celebrated Asian American and Pacific Islander Heritage this month, which pays tribute to generations of Asian and Pacific Islanders who have contributed to American history. [Learn more about it here.](#)

SDO at MASSBUYS EXPO



It was great seeing everyone at the MASSBUYS EXPO! We were happy to be at Gillette Stadium to network and educate about the importance of supplier diversity. Looking forward to being there in 2026!

Chelsea Opportunity Fair on June 17!



CHELSEA, MASSACHUSETTS

Diverse & Small Business Opportunity Fair

Meet buyers from organizations looking to partner with diverse and small businesses

TUESDAY, JUNE 17, 2025
LA COLABORATIVA ECONOMIC DEVELOPMENT CENTER
8:00 A.M. - 11:00 A.M.

REGISTER AT [MASS.GOV/SDO](https://mass.gov/sdo)

In partnership with



La Colaborativa



City of Chelsea
Massachusetts



CHELSEA
Chamber of Commerce
Cámara de Comercio

The Supplier Diversity Office, in partnership with the City of Chelsea, La Colaborativa, and the Chelsea Chamber of Commerce, invite you to a diverse and small business opportunity fair! This event is designed to connect local

area buyers with small and diverse businesses. This is a drop-in, open networking event. [Register here!](#)

The main entrance and meeting space are accessible. We strive to host inclusive, accessible events that enable all attendees, including individuals with disabilities, to engage fully. To request an accommodation, please contact Amanda LaCroix at Amanda.LaCroix3@mass.gov.



Check out these upcoming events:

4th Annual MBTA Supplier Diversity Networking Fair

Tuesday, June 10, 2025

8:30 a.m. - 11:30 a.m.

MBTA Offices - 2nd Floor, 10 Park Plaza in Boston

This event will provide diverse and emerging companies with the opportunity to foster connections with more than 20 Prime contractors, deepen industry relationships, and learn how to do business with the MBTA, Massport, and MassDOT.

[Register here!](#)

Massachusetts Construction Opportunities Virtual Event (Hosted by DCAMM)

Thursday, June 12, 2025

1:00 p.m. - 2:30 p.m.

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

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

SDO & MassGaming Diverse and Small Opportunity Fair

Monday, June 16, 2025

1:00 p.m. - 3:00 p.m.

1657 Worcester Road, Framingham

Learn how to do business with MassGaming licensees and meet representatives from state agencies and business resource providers.

[Register Here](#)

Commonwealth Corporation Virtual Grant Info Session

Wednesday, June 18, 2025

10:00 a.m.

This free webinar will walk participants through available CommCorp grants and eligibility criteria.

[Register here!](#)

Check Out these Current and Upcoming Bids!



Bids:

- PRF86: Advertising, Marketing, & Planning Services. [Link to the Bid.](#)

Intents to Bid:

- PRF89: Commuter Services. [Link to the Intent to Bid.](#)
- ITS88: IaaS, PaaS, and Related Services. [Link to the Intent to Bid.](#)
- 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](#)
- 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](#).

LaCroix Promoted to Chief of Staff

Amanda LaCroix has been promoted to the SDO's new Chief of Staff. In her new position, LaCroix will lead and coordinate SDO staff with special projects.

LaCroix has been with the SDO for four years, and previously served as Director of Programs and Engagement.

Congratulations Amanda on this well-deserved promotion!



**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 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!](#)

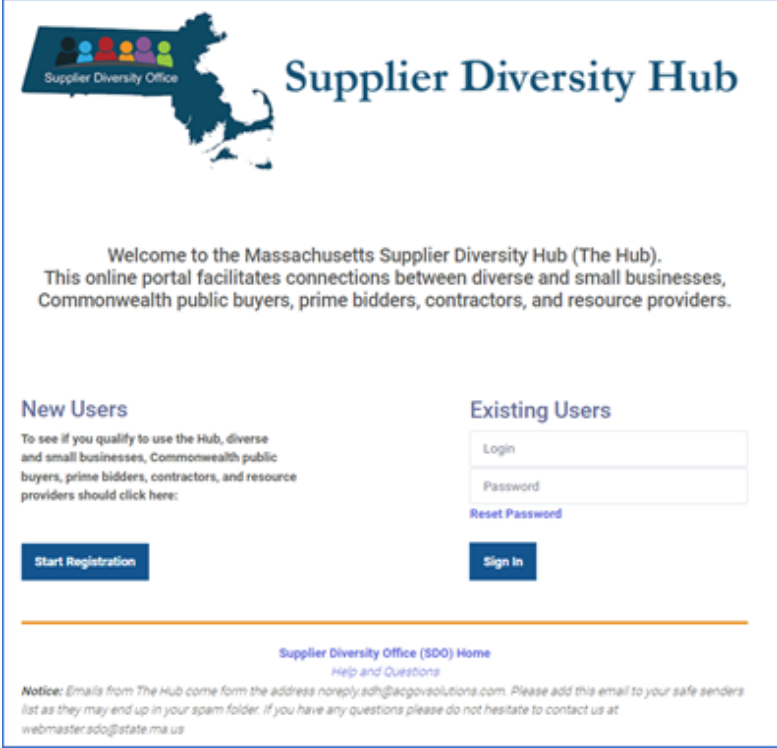


New Updates to the Supplier Diversity Hub

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." There are two main sections: "New Users" and "Existing Users". The "New Users" section includes a paragraph explaining the hub's purpose and a "Start Registration" button. The "Existing Users" section includes a login form with fields for "Login" and "Password", 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 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 50 businesses in April 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](#).



Upcoming 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:

- June 24, 9-11AM

[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:

- June 4, 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:

- June 5, 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:

- June 26, 9-10AM

[Link to register](#)

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

Was this email forwarded to you? Sign up to receive our monthly newsletter [here](#).

[Manage Preferences](#)
[Unsubscribe](#)