Golden Opportunities

A Monthly Publication for California's Small Businesses and DVBEs

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TOP STORIES

A Message from DGS Director, Ron Joseph

As the Director of the Department of General Services, I want to thank all certified small and disabled-veteran firms who do business with the State. Your entrepreneurial spirit, creativity and business acumen contribute greatly to California's status as one of the strongest economies in the world. Read more…

Helping Your Business Get Paid On Time

It's just a small rubber stamp, but it can have a big impact on helping your business receive timely payment from the State. By marking your State invoices with a *Prompt Payment Rubber Stamp*, you'll alert accounting offices to your certified status and greatly enhance your ability to have your invoices paid on time. Read more…

Small Business Success Story: GovStor

From a small storefront in West Sacramento, Peter Tellier and his five employees are making a big impact on the government market. His certified small business, GovStore, was recently awarded a three-year, $15 million contract to supply computer servers and training to State agencies. Read more…

Certified Firms Offer Advice at DGS Technology Fair

If your business is trying to break into the government market, successful certified firms can offer some important advice. We spoke with some of these experienced firms when the Department of General Services hosted *Technology Solutions Day* in September, in West Sacramento. Read more…

State Agencies Honored for Success in SB/DVBE Contracting

When most of us think about the State of California's small business and Disabled Veteran Business Enterprise (DVBE) goals, we tend to think first of the businesses: reaching out to them, making sure they get certified, and helping them understand how to do business with the State. But there's a second part of the equation that's equally important: ensuring that State procurement officials know how to find and use those businesses in their contracts. Read more…

NEW LEGISLATION

In January, 2006, five new pieces of legislation will go into affect, each of which may have some impact on your small business or DVBE. To read a summary, or link to the full legislation, click here…

FINDING OPPORTUNITIES

Contracting Opportunities

The advertisements below are a small sampling of the hundreds of contracting opportunities available each day on the California State Contracts Register (CSCR). To get automatic email or fax notification of the bids you want to see, sign up for the Subscription Outreach Service—it's free! To view all current opportunities, visit the CSCR, online at www.cscr.dgs.ca.gov/cscr

Department of Conservation Needs Integrated Information System

The purpose of this Request for Proposal (RFP) is to solicit proposals that will provide the California Department of Conservation with a new Division of Recycling Integrated Information System (DORIIS) based on an Oracle e-Business Suite centric solution (i.e. Oracle 11i product). Read more…

Department of Transportation Seeks Clearance and Demolition Services

Contractor shall provide all labor, equipment, supplies, permits, materials and incidentals for clearance and demolition of properties located at 1700 Vallecitos Road, Livermore, Ca 94550. Contractor shall abate all hazardous materials to include, but limited to friable and non-friable asbestos and lead paint according to all environmental laws and regulations, and provide any necessary Storm Water Pollution Prevention Plan. Read more…

Department of Education Needs On-Site Equipment Repair Services

The purpose of this Request for Quotation for Information (IT) Services is to provide equipment repair services on State owned desktop and laptop computers, printers and faxes located in the Sacramento area and for out-stationed staff throughout the state. Read more…

Remember! If you think your business has what it takes to participate on a large contract, but don't have the resources to bid as a prime contractor, look into CSCR Contractor Ads. Many existing CSCR opportunities include ads from prime vendors looking for SB/DVBE subcontractors, or you can place your own ad, advertising your company's desire to play a role in the contract. There is no charge to DVBE firms for this service. For more info visit www.cscr.dgs.ca.gov/cscr/addesc.asp

Partnering Opportunities

The DGS Procurement Division is committed to ensuring that its strategically-sourced contracts meet or exceed participation levels for small and DVBE firms. Many of the prime vendors on these contracts are currently working with certified firms; however, opportunities for additional certified firms will likely arise in the future. As partnering opportunities become available, we will advertise them here:

- **Western Blue** provides technology products and services. On the CSSI contract, this includes personal computers, servers, and related equipment and services. Our company is actively looking to partner on opportunities throughout the state with SB and DVBEs for installation, imaging asset tagging and product fulfillment for State, Education and Local Government. To find out more please send an email and ask about our program: tjoslin@westernblue.com

GETTING CERTIFIED

There are many benefits to being a certified small or disabled-veteran business. If your business is not certified, or you want to learn more about it, visit our website at: www.pd.dgs.ca.gov/dvbe/aboutcerts.htm

Comments? Suggestions? Want to Unsubscribe?

E-mail us at: goldenops@dgs.ca.gov

DGS

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