

Other Resources

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Department	Type of Service	SB Limited Pool (Y or N)	SB Informal Bid (Y or N)	DVBE Limited Pool (Y or N)	DVBE Informal Bid (Y or N)
Board of Equalization (BOE)	Tealeaf (an IBM product)				
Board of Equalization (BOE)	Citrix XenMobile (IT Services)				
Board of Equalization (BOE)	Spectrum Wall Boards (IT)				
Department of Corrections and Rehabilitation (CDCR)	IT Goods (HW/SW)		Y		Y
Department of Business Oversight (DBO)	DBO is not aware of any.				
Department of General Services (DGS)	Software As A Service (SAAS)				
Department of General Services (DGS)	Hosting				
Department of Health Care Services (DHCS)	NO LIMITED SB/DVBE				
Department of Rehabilitation (DOR)	Software		Y	Y	
Department of Rehabilitation (DOR)	Licenses		Y	Y	
Department of Rehabilitation (DOR)	Subscriptions		Y	Y	
Department of Rehabilitation (DOR)	Projectors		Y	Y	
Department of Rehabilitation (DOR)	CamCorders		Y	Y	
Department of Rehabilitation (DOR)	Flash Drives		Y	Y	
Department of Rehabilitation (DOR)	Scanner	Y	Y		
Department of Rehabilitation (DOR)	Blu Ray	Y	Y		
Department of Consumer Affairs (DCA)	We are limited on the availability of authorized SB or DVBE providers for Oracle, Laptops, Computers, Copiers/Maintenance in specific regions especially Sacramento.				

Department	Do you use California Multiple Awards Schedule (CMAS) for these goods and services & how frequent?
Board of Equalization (BOE)	Yes, an average of 14 per year.
California Department of Corrections and Rehabilitation (CDCR)	CDCR procures a significant portion of IT consulting contracts through the CMAS program. This amounts to approximately 2-4 contracts a month.
Department of Business Oversight (DBO)	Yes. Not that often. Out of 175 service contracts, the Department of Business Oversight had 7 that were CMAS contracts.
Department of General Services (DGS)	Yes, as often as possible but most often for consultants. We always solicit available SB/DVBE vendors when we utilize CMAS but there's not enough SB/DVBE hosting/SAAS on CMAS.
Department of Health Care Services (DHCS)	Yes, but only occasionally.
Department of Technology (CTA)	Yes, when the services the program is requesting falls within the dollar limitations of CMAS, our department prefers to use the CMAS procurement method as often as we can.
Department of Housing & Community Development (HCD)	Yes, we have used 6 CMAS vendors in the past 12 months.
Office of Statewide Health Planning and Development (OSHPD)	Yes, we purchase the majority of IT goods and services using CMAS throughout the year.
Department of Rehabilitation (DOR)	CMAS is used for some maintenance renewals. Not too frequent.
Department of Consumer Affairs (DCA)	Yes, CMAS and LPA's are frequently used for these services. Especially for copier maintenance due to the lack of authorized service providers who are SB or DVBE.
California Department of Child Support Services (DCSS)	We always extend out to SB vendors when possible.

Department	Please provide info and tips to bidders you would like me to share:
Board of Equalization (BOE)	<p>Contact us and let us know what you offer. Emails are best. The BOE will provide copies of executed contracts via the PRA request. You can also give us a call and let us know the type of contracts that you are interested in. We'll identify the specific documents to request and the process to request them and we can generally turn your request around in less than an hour. You can become a part of our database by providing us with a completed STD 204 Payee Data Record. We'll let all our buyers know you're on file and encourage them to contact you.</p>
California Department of Corrections and Rehabilitation (CDCR)	<p>Ensure that you are a CMAS holder if you provide IT consulting services. For software or hardware vendors, respond to an informal quote request in no more than two business days. Also, ensure that all quote prices are good for a minimum of 60 days.</p>
Department of Business Oversight (DBO)	<p>Certified Businesses Promotion to State Departments Promote your services by contacting relevant Small Business/Disabled Veteran Business Enterprise Advocates: http://www.dgs.ca.gov/pd/Programs/OSDS/advocate.aspx</p> <p>The best way for you to portray your company would be by writing an email. THE SUBJECT LINE should include your company's name, your certification type, and certification number.</p> <p>THE E-MAIL BODY/MESSAGE should include...</p> <ol style="list-style-type: none"> 1. Information outlining your strengths in your field of work 2. Any reference(s) that may impress and feel free to attach any promotional information 3. Your company name, address, phone numbers, website, and e mail address 4. Your Certification type* and certification number * MB Micro Business, SB Small Business, or both and DVBE Disabled Veteran Business Enterprise 5. Request that your email message be forwarded to the appropriate staff in the organization and that the original recipient acknowledges receipt of your email. If they do not acknowledge, follow up in a week or so. <p>State Organization Chart Utilize the State of California Organizational Chart to keep track of the departments you have contacted and those you wish to in the future. The link: http://www.cold.ca.gov/Ca_State_Gov_Orgchart.pdf</p>
Department of General Services (DGS)	<p>Please respond "No Quote/Offer" when you choose not to respond to a RFQ/RFO. Please do not work with program while they are writing their scope. This could cause you to be disqualified from bidding.</p>
Department of Technology (CTA)	<ol style="list-style-type: none"> 1. Be sure to read the entire RFO and closely follow directions. 2. Make sure the classification is allowed on CMAS and on the associated GSA. 3. Send line card to the SB/DVBE advocates
Office of Statewide Health Planning and Development (OSHDP)	<p>Be sure to read the RFO response requirements thoroughly. Administrative details are sometimes overlooked.</p>
Department of Rehabilitation (DOR)	<p>I would like to be contacted by email with the following information: STD. 204 Sellers Permit # Line Card Certification profile (SB/MB/DVBE) An email justification as to why no response to the bid Asking and receiving a quote that is good for 60 90 days Enforcing the vendors to sign and submit to the agency all required documents, such as the RFQ, Bidder Declarations, quote sheet, recycled form, etc.</p>
Department of Consumer Affairs (DCA)	<p>Be responsive; read all bid information and respond timely.</p>
California Department of Child Support Services (DCSS)	<p>Do not continually call and email. Our contracts unit is not in the pre planning part, so most of the time, we do not know when solicitations are coming because we are brought onboard when it is time to prepare the solicitation. We always extend out to SB vendors when we can. I constantly get phone calls and emails from the same SB vendors asking what they can do to be the one we invite. However, there is nothing special they can do and the repeated phone calls and emails, just makes it harder for a busy procurement area.</p> <p>Keep the initial email simple. State clearly what service you provide. Easy contact information. If you have a CMAS, email a copy of that to us so we do not have to look for it.</p>