



INCREASING SB/DVBE CONTRACTING PARTICIPATION BEST PRACTICES: IMPLEMENTATION PLAN CHECKLIST

INSTRUCTIONS: For each best practice listed below, indicate whether your department is currently performing the specified task. Next, explain your department’s current process for each best practice you indicated “yes” for in the “Current Process / Implementation Plan” column. For those that are checked “no,” explain how your department plans to implement the practice in the future.

CATEGORY	BEST PRACTICE	CURRENT PRACTICE	CURRENT PROCESS / IMPLEMENTATION PLAN
Bids / Contracts	All bid proposals target the Small Business and Disabled Veteran Business Enterprise (SB/DVBE) communities.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	When drafting a Scope of Work, instruct buyers to query the SB/DVBE database to solicit those vendors first.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Create strong bid language focused on outreach and education to acquire SB and/or DVBE awards.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Require all bid proposals to be targeted to the SB/DVBE community.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Local requirement to contact at least one SB/DVBE in every competitive bid solicitation.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Unbundle contracts to enhance SB/DVBE participation, i.e. break contracts down into economically feasible units, to enhance SB/DVBE participation.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Executive Support	Executive management supports the efforts of the SB/DVBE Advocate’s outreach efforts while traveling to DGS sponsored events.	<input type="checkbox"/> Yes <input type="checkbox"/> No	

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Executive Support <i>(continued)</i>	Top management promotes and ensures the attainment of SB/DVBE goals, as part of the department's procurement objectives.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Monthly and quarterly participation reports provided to Executive staff to make it easier for each unit and branch to monitor their individual impact of the division's goal.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Executive staff understands the importance of the SB/DVBE Program and the advantages it provides to SB/DVBEs and the state financially.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Outreach	Assist prime contractors with locating certified SB/DVBE vendors by utilizing the United Nation Standard Product and Service Codes (UNSPSC) classifications in solicitations.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Be consistent and work diligently to build working relationships with SB/DVBE firms who provide diverse services and products.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Assist qualifying vendors to be certified to do business with the State of California.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Explain the benefits of certification; provide links to the DGS website, as well as provide guidance in navigating the certification process.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Continually assist vendors with state services, procurement and contracting processes on how to do business with the State of California.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Collectively share innovative ideas with the advocates and management; hold customer forums to provide education and outreach.	<input type="checkbox"/> Yes <input type="checkbox"/> No	

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Outreach (continued)	Departments should consider using focused recruitment activities outlined in Senate Bill 1045 (Polanco) to increase diversity among the underrepresented small businesses.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Notify as many certified SB/DVBE firms, as possible, about the contracting opportunities your department has available. Identify the types of contracting opportunities and advertise them beyond Cal eProcure, when possible.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Invite prime bidders, as well as certified SBs and DVBEs to participate in Bidders' Conferences for potential teaming opportunities.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Advertise SB/DVBE contract opportunities beyond Cal eProcure solicitations by placing them on your department's web site / homepage, diversity magazines and newspapers.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
SB/DVBE First Policy / SB/DVBE Option	Adopt a policy to procure all goods and services through SB/DVBEs when possible or provide documentation that an attempt was made before using the formal bidding process.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Training	Acquisition staff are required to complete Cal-PCA Basic Acquisition and SB/DVBE Option training.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Cross-train staff in reporting requirements and processes.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Continuous training of staff on how to utilize the SB/DVBE supplier community, use of the SB/DVE off-ramp for statewide contracts; and using Cal eProcure to search for and contact SB/DVBEs within the community.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Develop a PowerPoint presentation on procurement training to include a SB/DVBE component and the importance of using certified vendors.	<input type="checkbox"/> Yes <input type="checkbox"/> No	

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Other	Establish a vendor management tool to track products a SB/DVBE firm is authorized to resell – request quotes electronically.	<input type="checkbox"/> Yes <input type="checkbox"/> No	