LOOK INTO BECOMING A CALIFORNIA MULTIPLE AWARDS SCHEDULES (CMAS) CONTRACTOR

The Department of General Services (DGS), Procurement Division (PD) establishes agreements with businesses who offer products and/or services that are currently available through existing multiple award schedules with the Federal General Services Administration (GSA) or other approved multiple award contracts. California Multiple Awards Schedules (CMAS) competitively assesses contracts for products and services and lets state and local governmental agencies streamline their purchasing.

State and local governmental agencies shop and compare CMAS for the best value, e.g., best price, product, service, etc., and place orders directly with these businesses.

Find out more about CMAS at www.pd.dgs.ca.gov/cmas or phone (916) 375-4363

www.dgs.ca.gov/pd (click on CMAS)

MARKET YOUR BUSINESS TO STATE AGENCIES

Once you become SB and/or DVBE certified and/or become a CMAS contractor your business information is included on databases accessible to State purchasing officials. But you must still market your products and services to state agencies.

Contact the agencies’ SB/DVBE Advocates for marketing information at www.pd.dgs.ca.gov/smbus/advocate

Find a list of state agencies with purchasing authorization on our web site at www.pd.dgs.ca.gov/deleg/delegpurch

Use the State Phone Book (California Online Directory) at www.cold.ca.gov

Maximize your State certification by contacting our local government and industry partners that honor the State’s certification. Visit www.pd.dgs.ca.gov/recipro

Keep up-to-date on news and events relevant to the SB/DVBE community. Access www.pd.dgs.ca.gov/newsevents

Accept the State’s CAL-Card VISA and receive payment in two to three days. If your business currently accepts VISA cards for payment, you can accept the CAL-Card VISA. If not, contact your bank to determine how you can do this.

www.dgs.ca.gov/pd
Benefits to being a California Certified SB or DVBE

The State of California requires state agencies to award at least 25% of their annual contracting dollars to certified SBs and 3% to certified DVBEs. The State may give a 5% bid preference to certified SBs and may offer up to a 5% incentive to DVBEs in the formal bid process. As a California certified SB and/or DVBE, your business is added to the Department of General Services’ database which state agencies use to find SBs and DVBEs. California certified businesses are automatically enrolled in the Subscription Outreach Service (SOS) to receive emails or fax notices of solicitations. As a California certified SB, you are eligible, under the Prompt Payment Act, for higher interest penalties for late, undisputed invoice payments. All California state agencies and departments may use a streamlined procurement process known as the SB/DVBE Option by contracting directly with a California-certified SB and/or DVBE for goods, services, and information technology goods and services valued from $5,000.01 to $99,999.99 (or valued up to $147,000 for public works technology goods and services) after obtaining price quotes from at least two such businesses.

Eligibility requirements

Small Business Eligibility Requirements

To be eligible for SB certification, your business must meet the following criteria:
- Must be independently owned and operated;
- Cannot be dominant in the field of operation;
- Must have its principal office located in California;
- Must have its owners (or officers in the case of a corporation) domiciled in California; and together with your affiliates, be either:
  - a business with 100 or fewer employees, and have an average annual gross receipts of $12 million or less over the previous 3 tax years; or
  - a manufacturer with 100 or fewer employees.

Disabled Veteran Business Enterprise (DVBE) Eligibility Requirements

To be eligible for DVBE certification, your business must meet the following criteria:
- Be at least 51% owned by one or more disabled veterans*;
- Limited Liability Companies (LLCs) must be wholly owned by one or more disabled veterans;
- Your daily business operations must be managed and controlled by one or more disabled veterans. The disabled veteran(s) who manages and controls the business is not required to be the disabled veteran business owner(s);
- Your home office must be located in the United States. The home office cannot be a branch or subsidiary of a foreign corporation, foreign firm, or other foreign based business.

*For DVBE certification purposes, a “disabled veteran” is a veteran of the U.S. military, naval, or air service, and has a service connected disability of at least 10% or more as declared by the United States Department of Veteran Affairs and must be domiciled in California.

For more SB/DVBE information and the application, go to: www.getcertified.dgs.ca.gov or call (916) 375-4940.