

California Department Of General Services
Procurement Division

Introduction to
STATE GOVERNMENT
CONTRACTING

Welcome

Purpose of Training

- To provide certified small businesses (SBs) and Disabled Veteran Business Enterprises (DVBES) with a better understanding of the state procurement process and tips on how to be successful.

Overview of Training Topics

- Overview of State Contracting
- How the State Buys
- Finding & Receiving Solicitations
- How to Review a Solicitation
- SB Preference
- DVBE Incentive
- Additional Contracting Opportunities
- Contract Readiness
- Tips for Success
- Common Mistakes
- Resources