

# How to do Business with California State Government



**Sell to the State**



**Small Business/  
Disabled Veteran  
Business Enterprise**



**Get Public Procurement  
Information**



SBA 8a – 4.12.17

# Role of the Department of General Services

- Oversee and administer the State's Small Business (SB) and Disabled Veteran Business Enterprise (DVBE) certification programs
- Provide statewide outreach and education

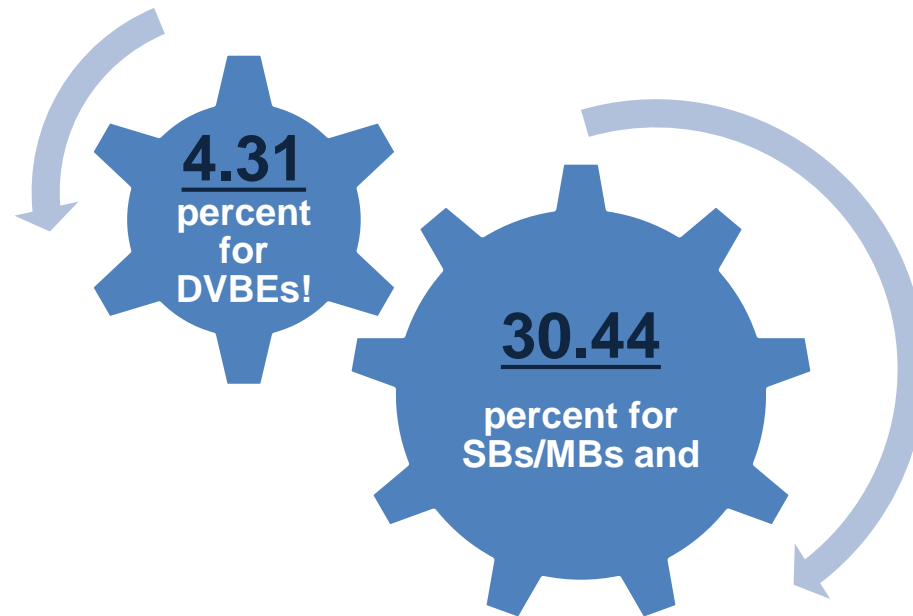
# State of California's Contracting Participation Goals

- Requires state agencies to award at least **25%** of their annual contracting dollars to certified Small Business.
- MVC Section 999 requires agencies to award at least **3%** to certified Disabled Veteran Business Enterprises (DVBE).

# State's SB/DVBE Contracting

- Statewide departments awarded approximately \$8.1 billion in contracts with \$2.5 billion going to SBs and Micro Business (MB) and \$349 million going to DVBEs.

# State's SB/DVBE Contracting Fiscal Year 2015-16

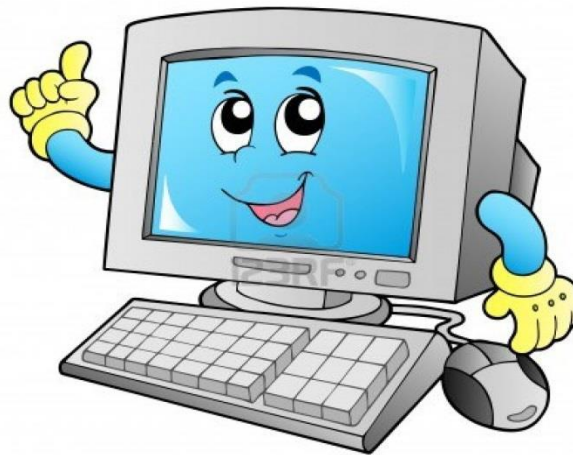


# How to do Business with the State of California



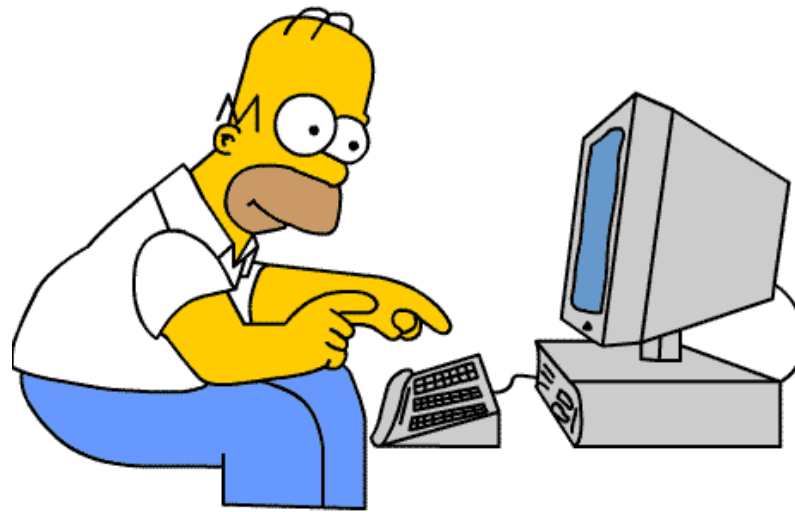
# STEP 1 - Register with Cal eProcure

- Go to <https://www.caleprocure.ca.gov>
- Complete the 9-step registration process
- No cost for California Users



## Step 2 – Get Certified

- Now that your registration is complete, you can proceed and get certified





# STEP 3 – View Bidding Opportunities

- Use the California State Contracts Register (CSCR)
- Central information source for state contracting opportunities

# STEP 4 - CMAS

- Look into becoming a California Multiple Award Schedules (CMAS) Contractor
- CMAS is equivalent to the Federal GSA Schedule



# STEP 5 - Marketing

- Market Your Business to State Agencies



- Network and Develop Relationships

# Questions?

Thank you for participating in our presentation - we wish you success!

- Email us at: [Advocate@dgs.ca.gov](mailto:Advocate@dgs.ca.gov)

# Contact Information

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