

How to do Business with California State Government



Sell to the State



**Small Business/
Disabled Veteran
Business Enterprise**



**Get Public Procurement
Information**



SBA 8a – 4.26.16

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).

How much does the State spend?

- In Fiscal year 2014-15, the State awarded over \$10 billion for goods, services and construction.
 - \$2.4 billion to SBs
 - \$407 million to DVBEs

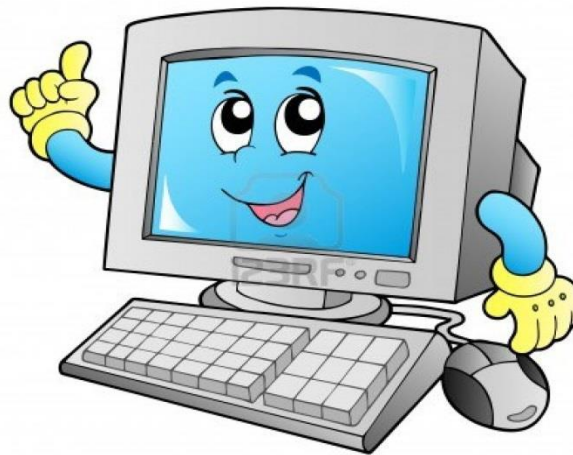


How to do Business with the State of California



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

Contact Information

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