

Procurement Insights for Savvy Vendors

California Public Utilities Commission Small and Diverse Business Expo

September 30, 2026



California Public
Utilities Commission

Presenters



Jordan Nakasone
Supplier Diversity Program
Manager
California Water Service



Helen Gao
Manager, Responsible
Sourcing
SDG&E and SoCalGas



Alejandro Serrudo
Principal Supply
Chain Responsibility
Program Manager

Topics for Today

- What can you gain?
- What is the value?
- What am I viewing?
- How do you strategize?
- What are the challenges?
- Questions

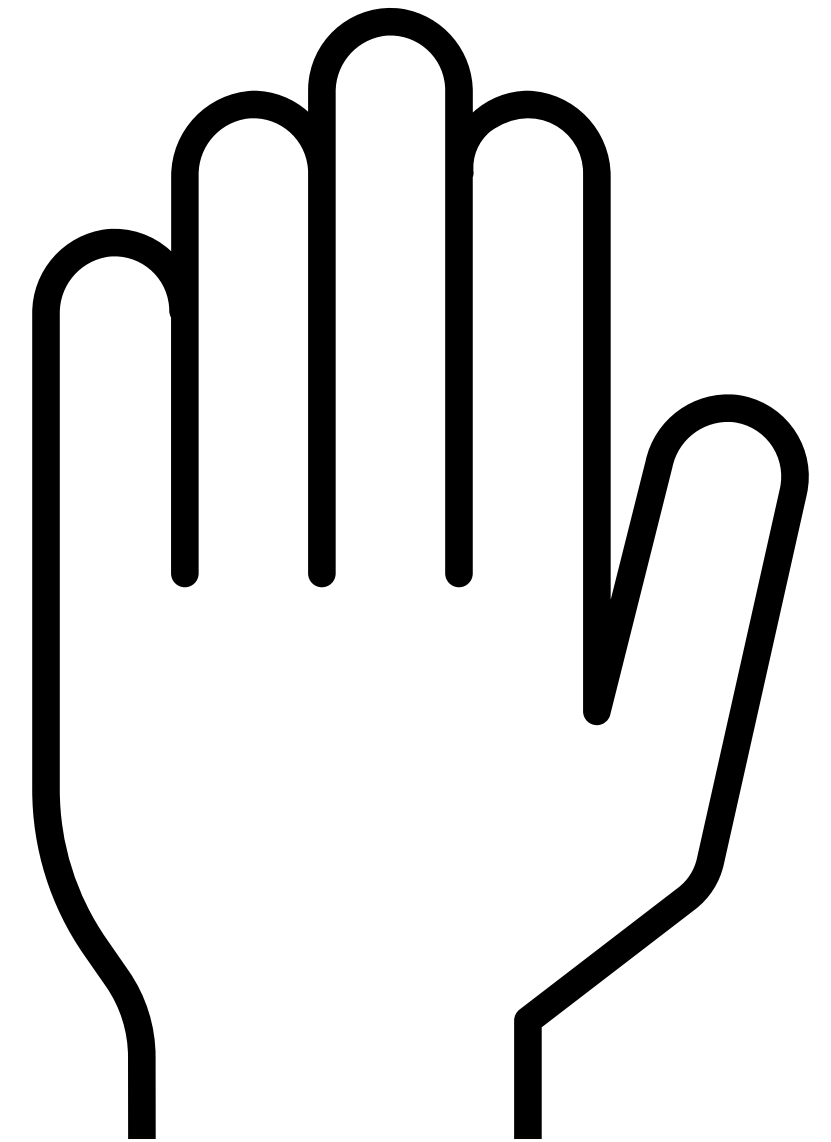
California utilities file:

- CPUC Annual Reports
- General Rate Case
- Supplier Diversity Annual Reports

Audience Poll: About You

Tell us about yourself:

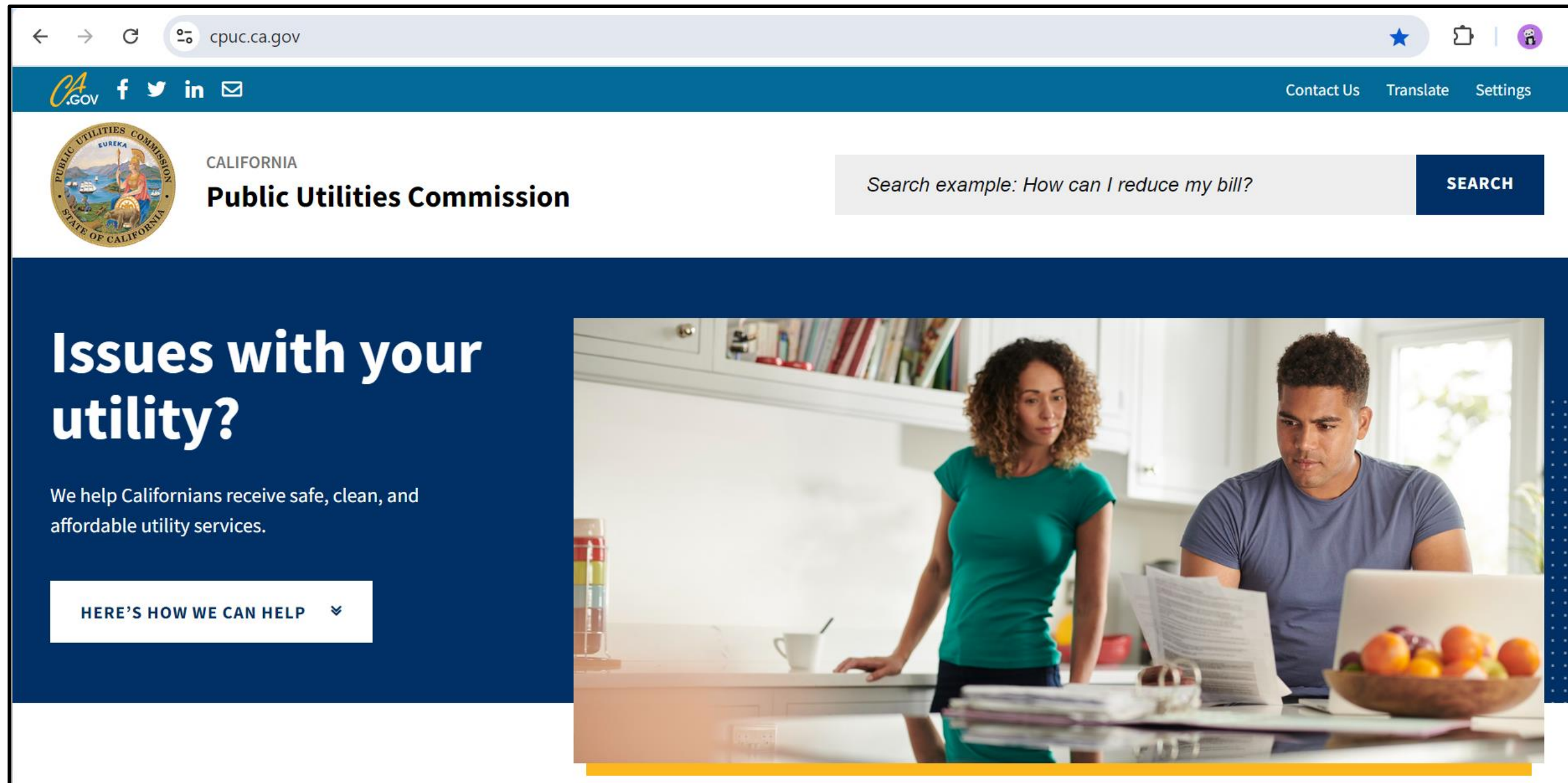
- a) Currently a supplier to utilities
- b) Like to become a supplier
- c) In Supplier Diversity
- d) PUC member or staff
- e) None of the above, but interested in this topic



CPUC Annual Reports

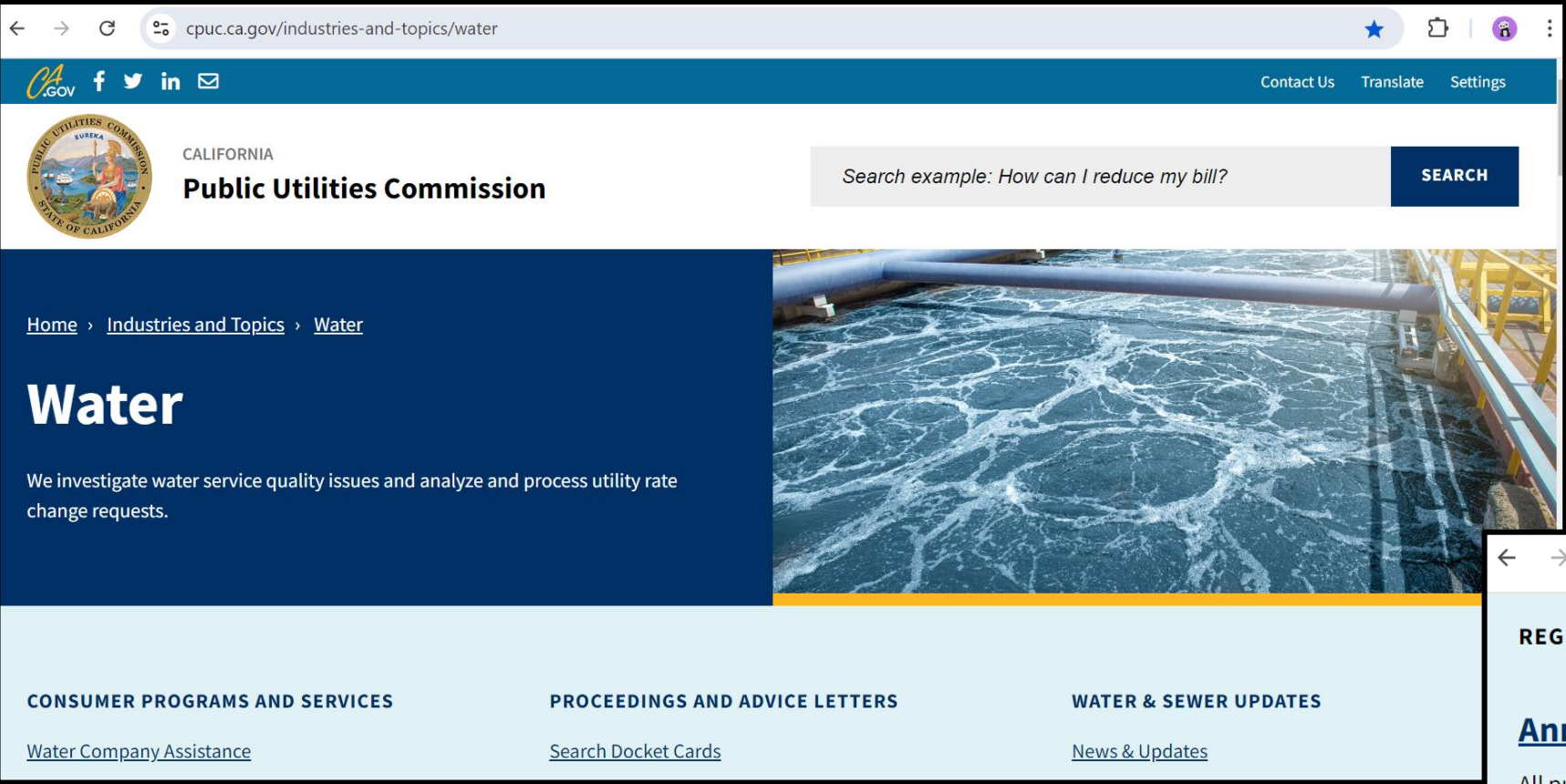
An annual report is a comprehensive report on a company's activities throughout the preceding year. Annual reports are intended to give the CPUC and other interested people information about the company's activities and finances.

CPUC Website

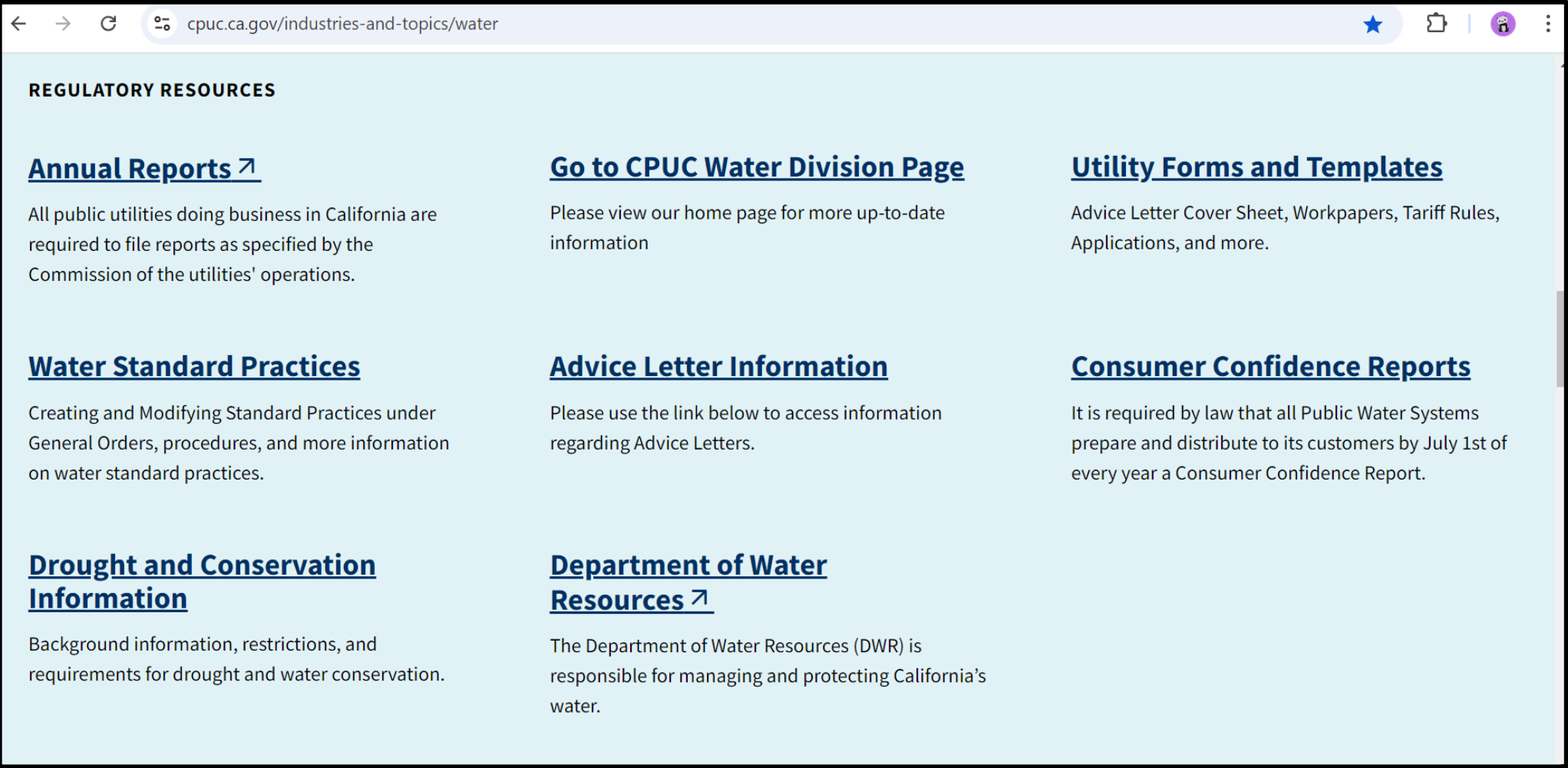


CPUC – Water Division Website

<https://www.cpuc.ca.gov/industries-and-topics/water>



Scroll down to:



Water Division – Annual Reports

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2/22/2024 4:34 PM	<dir> Annual Reports
4/22/2022 4:40 PM	<dir> Compliance Audit for Affiliate Transaction Rules
3/19/2024 10:42 AM	<dir> General Order No. 77-M Report

Water Division – Annual Reports

Received _____ Examined _____	CLASS A WATER UTILITIES
U# 60-W _____	
2025 ANNUAL REPORT OF	
_____ CALIFORNIA WATER SERVICE COMPANY (NAME UNDER WHICH CORPORATION, PARTNERSHIP, OR INDIVIDUAL IS DOING BUSINESS)	
1720 NORTH FIRST STREET, SAN JOSE, CALIFORNIA (OFFICIAL MAILING ADDRESS)	95112 ZIP
TO THE PUBLIC UTILITIES COMMISSION STATE OF CALIFORNIA FOR THE YEAR ENDED DECEMBER 31, 2025	
REPORT MUST BE FILED NO LATER THAN JUNE 15, 2026	

SCHEDULE A-1a							
Account 100.1 - Utility Plant in Service (Continued)							
Line No.	Acct	Title of Account (a)	Balance Beg of Year (b)	Additions During Year (c)	(Retirements) During Year (d)	Other Debits or (Credits) (e)	Balance End of Year (f)
32		VI. TRANSMISSION AND DIST. PLANT					
33	341	Structures and Improvements	31,659,415	4,744,549	(65,916)	-	\$ 36,338,047
34	342	Reservoirs and Tanks	207,942,525	9,525,533	(827,041)	-	\$ 216,641,017
35	343	Transmission and Distribution Mains	2,012,858,756	173,056,877	(2,933,568)	-	\$ 2,182,982,064
36	344	Fire Mains	341,149	-	-	-	\$ 341,149
37	345	Services	798,454,507	83,447,323	(622,370)	-	\$ 881,279,460
38	346	Meters	148,674,637	14,085,203	(114,648)	-	\$ 162,645,193
39	347	Meter Installations	-	-	-	-	\$ -
40	348	Hydrants	196,818,828	18,046,118	(121,091)	-	\$ 214,743,856
41	349	Other Transmission and Distribution Plant	-	-	-	-	\$ -
42		Total Transmission and Distribution Plant	\$ 3,396,749,817	\$ 302,905,603	\$ (4,684,634)	\$ -	\$ 3,694,970,786
43							
44		VII. GENERAL PLANT					
45	371	Structures and Improvements	94,724,742	6,242,275	(150,759)	-	\$ 100,816,257
46	372	Office Furniture and Equipment	126,201,549	22,890,898	(8,842,876)	-	\$ 140,249,571
47	373	Transportation Equipment	34,871,030	5,814,460	(2,824,383)	-	\$ 37,861,107
48	374	Stores Equipment	1,081,267	144,543	(50,754)	-	\$ 1,175,056
49	375	Laboratory Equipment	1,341,856	212,421	(51,387)	-	\$ 1,502,889
50	376	Communication Equipment	2,359,814	456,141	(128,034)	-	\$ 2,687,920
51	377	Power Operated Equipment	1,509,585	143,650	(230,623)	-	\$ 1,422,613
52	378	Tools, Shop and Garage Equipment	22,445,471	2,029,552	(1,159,602)	-	\$ 23,315,420
53	379	Other General Plant	313,512	9,858	(12,599)	-	\$ 310,771
54	380	Leased Property	1,225,746	-	-	(746)	\$ 1,225,000
55		Total General Plant	\$ 286,074,571	\$ 37,943,797	\$ (13,451,018)	\$ (746)	\$ 310,566,603
56							
57		VIII. UNDISTRIBUTED ITEMS					
58	390	Other Tangible Property	8,700	-	-	-	\$ 8,700
59	391	Utility Plant Purchased	-	-	-	-	\$ -
60	392	Utility Plant Sold	-	-	-	-	\$ -
61	395	Recycled Water Depr Plant	-	-	-	-	\$ -
62		Total Undistributed Items	\$ 8,700	\$ -	\$ -	\$ -	\$ 8,700
63		Total Utility Plant in Service	\$ 4,561,527,114	\$ 459,287,434	\$ (24,317,919)	\$ (847)	\$ 4,996,495,782

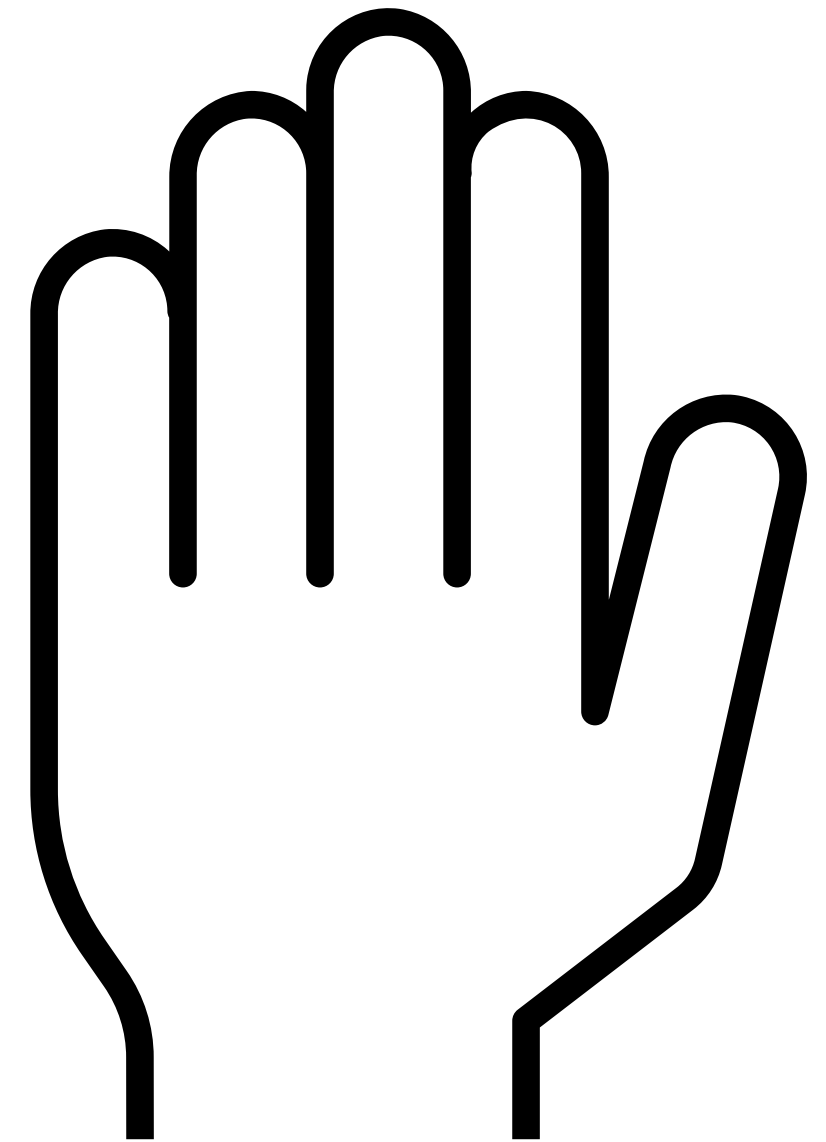
Audience Poll: Use of Reports

Have you ever used a utility report to help with procurement:

- a) Yes
- b) No

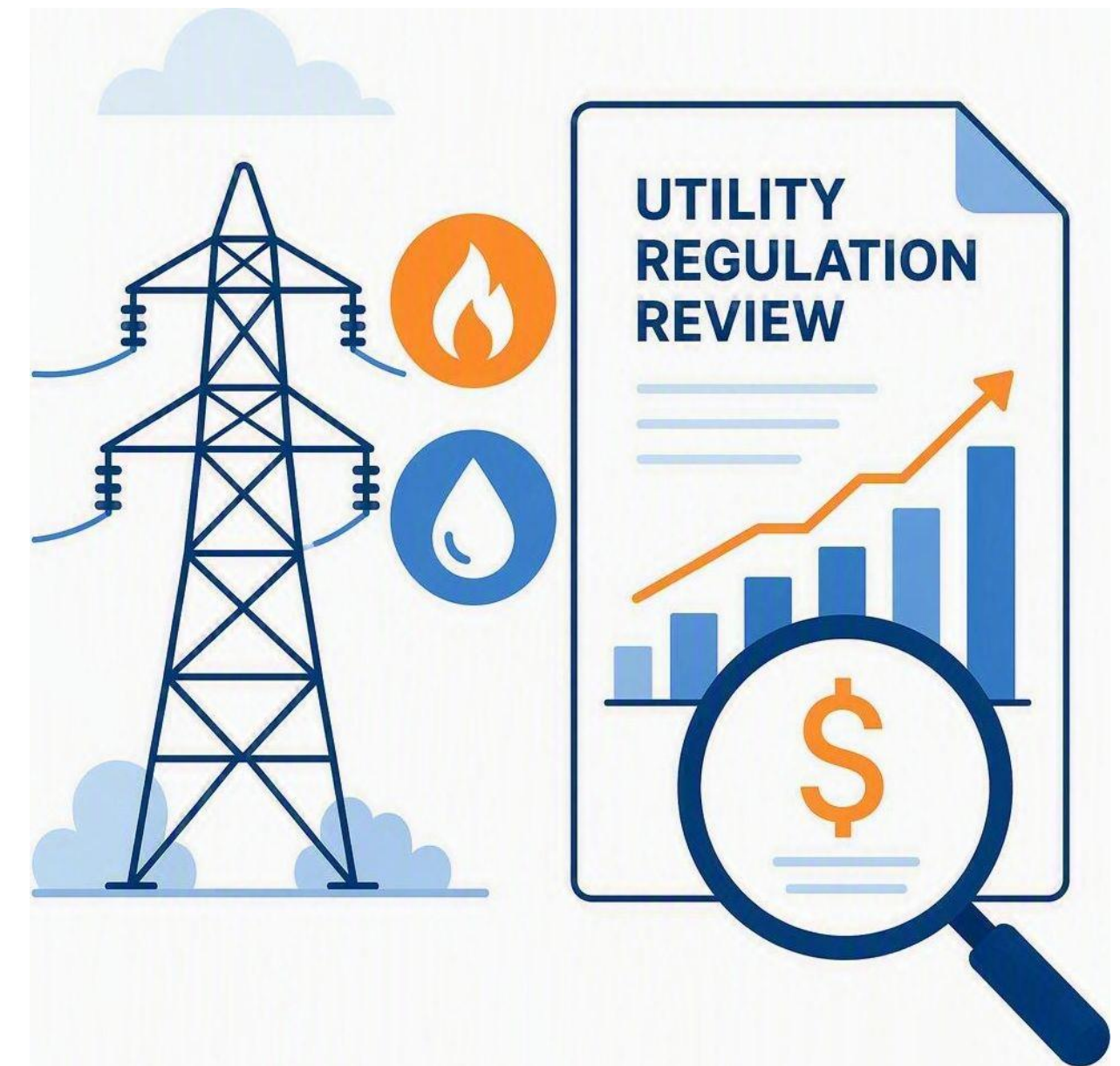
Have you ever used a utility general rate case to help with procurement

- a) Yes
- b) No



CPUC General Rate Case

A General Rate Case (GRC) is a formal proceeding led by the CPUC to review a utility's costs for operating and maintaining its system to provide safe and reliable service. This review of a utility's expenditures is then used to set reasonable rates for customers (Revenues that can be collected).



General Rate Case Process



Cal Advocates' Office, an independent branch of the Commission, represents customer interests throughout the General Rate Case.

CPUC Website

www.cpuc.ca.gov



CALIFORNIA
Public Utilities Commission

Search example: How can I reduce my bill?

SEARCH

Latest News from the CPUC

Read our latest press releases, featured stories, blogs, and more!

LATEST NEWS



File a Complaint or Make a Comment

Let us know about public safety issues, public utility misconduct, or a transportation service problem. Or comment on a proceeding or issue.



Late Bill Assistance

If you have fallen behind on your utility bills, we can assist you to negotiate a payment plan.



Financial Assistance

You might be eligible for energy, phone, or water service assistance that will reduce your monthly bills.

General Rate Cases



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What is a General Rate Case (GRC)?

General rate cases (GRCs) are proceedings used to address the costs of operating and maintaining the utility system and the allocation of those costs among customer classes. For California’s three large investor-owned utilities (IOUs), the GRCs are parsed into two phases. Phase I of a GRC determines the total amount the utility is authorized to collect, while Phase II determines the share of the cost each customer class is responsible and the rate schedules for each class. Each large electric utility files a GRC application every four years. For smaller utilities, authorized costs and allocation of costs are done in just one phase.

The CPUC reviews detailed cost data for various areas of utility operations and approves a budget for the first year – called a test year – of the GRC cycle. For years 2, 3, and 4 – called post-test years – the GRC decision prescribes how to adjust the test year budget for inflation and other factors that may affect costs, such as additional capital projects between test years. The Commission has put in place regulatory mechanisms to adjust the costs approved in GRCs for unforeseen circumstances. For example, the Catastrophic Event Memorandum Account allows utilities to record costs for state emergencies declared by the governor.

Watch our [video on YouTube](#) that explains what a GRC is and why it's important to consumers.

Click on the links below for more information about each utility’s GRC cycle.

[Pacific Gas & Electric \(PG&E\)](#)

[Southern California Edison \(SCE\)](#)

GENERAL RATE CASE

[Bear Valley Electric Services GRC Proceedings](#)

[Liberty GRC Proceedings](#)

[Pacific Gas and Electric \(PG&E\) GRC Proceedings](#)

[PacifiCorp GRC Proceedings](#)

[San Diego Gas and Electric GRC Proceedings](#)

[Southern California Edison GRC Proceeding](#)

www.cpuc.ca.gov/generalratecase

General Rate Case

Proceeding Docket on the CPUC Website



California
Public Utilities
Commission

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Proceeding Detail

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A2606014 - Proceeding

Filed By: SOUTHERN CALIFORNIA GAS COMPANY

Service Lists: [Service List 1](#)

Industry: Gas

Filing Date: June 15, 2026

Category: Ratesetting

Current Status: ACTIVE

Description: Application of Southern California Gas Company (U904G) for Authority, Among Other Things, to Update its Gas Revenue Requirement and Base Rates Effective on January 1, 2028.
[Applications 26-06-014 and A.26-06-015 are consolidated pursuant to the July 7, 2026 Ruling.]

Staff: ALJ: Elizabeth Fox (Assigned Jul 3, 2026)
ALJ: Sarah R. Thomas (Assigned Jul 3, 2026)
COMMISSIONER: Karen Douglas (Assigned Jul 15, 2026)

Utility Filings and Reports



SUPPLIER DIVERSITY
2025 Annual Report | 2026 Annual Plan

Fueling Southern California's Economy
Through Community Partnerships



Glad to be of service®

Every filing, ruling and decision in a rate case is public and searchable by proceeding number

General Rate Case

BEFORE THE PUBLIC UTILITIES COMMISSION
OF THE STATE OF CALIFORNIA



FILED
06/15/26
02:24 PM
A2606014

Application of Southern California Gas Company (U 904 G) for Authority, Among Other Things, to Update its Gas Revenue Requirement and Base Rates Effective on January 1, 2028

Application No. 26-06-_____
(Filed June 15, 2026)

**TEST YEAR 2028 GENERAL RATE CASE APPLICATION OF
SOUTHERN CALIFORNIA GAS COMPANY**

ELLIOTT S. HENRY
HOLLY A. JONES
555 West Fifth Street, Suite 1400
Los Angeles, California 90013
Telephone: (213) 244-8234
E-mail: eherry@socalgas.com

ROGER A. CERDA
REBECCA D. HANSSON
8330 Century Park Court, CP32D
San Diego, California 92123
Telephone: (858) 654-1781
E-mail: rcerda@sdge.com

Counsel for Southern California Gas Company and San Diego Gas & Electric Company

June 15, 2026

California Public Utilities Commission

Supplier Playbook

Using the GRC to spot what is coming next

By analyzing GRC filings, suppliers can identify future business opportunities through several key mechanisms:

What the GRC tells you

- Where the utility plans to invest, i.e., capital expenditure forecasts
- Procurement priorities and timing
- O&M budget allocations (which signals ongoing sourcing needs)
- Regulatory mandates – GRCs translate state policies into funded utility programs

How to position your business

- Align your offerings with upcoming capital projects
- Build capacity and staffing ahead of demand
- Lead with cost-effectiveness and customer impact

General Rate Case

PREPARED DIRECT TESTIMONY OF RODGER R. SCHWECKE

POLICY

BEFORE THE PUBLIC UTILITIES COMMISSION
OF THE STATE OF CALIFORNIA



June 2026

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SoCalGas 2028-2031 GRC: Key Investment Priorities

1

Safety and Regulatory Compliance

- Pipeline inspection, testing and maintenance
- Federal and state safety requirements
- Ongoing system monitoring

2

System Integrity and Reliability

- Infrastructure improvements
- Equipment maintenance and replacement
- Fewer service interruptions and failures

3

Cybersecurity and Risk Mitigation

- Protect critical infrastructure
- Reduce cyber threats
- Strengthen system resilience

4

Ongoing Operations and Maintenance

- Day-to-day system operation
- Inspection and preventive maintenance
- Workforce that keeps service safe

5

Technology and Efficiency

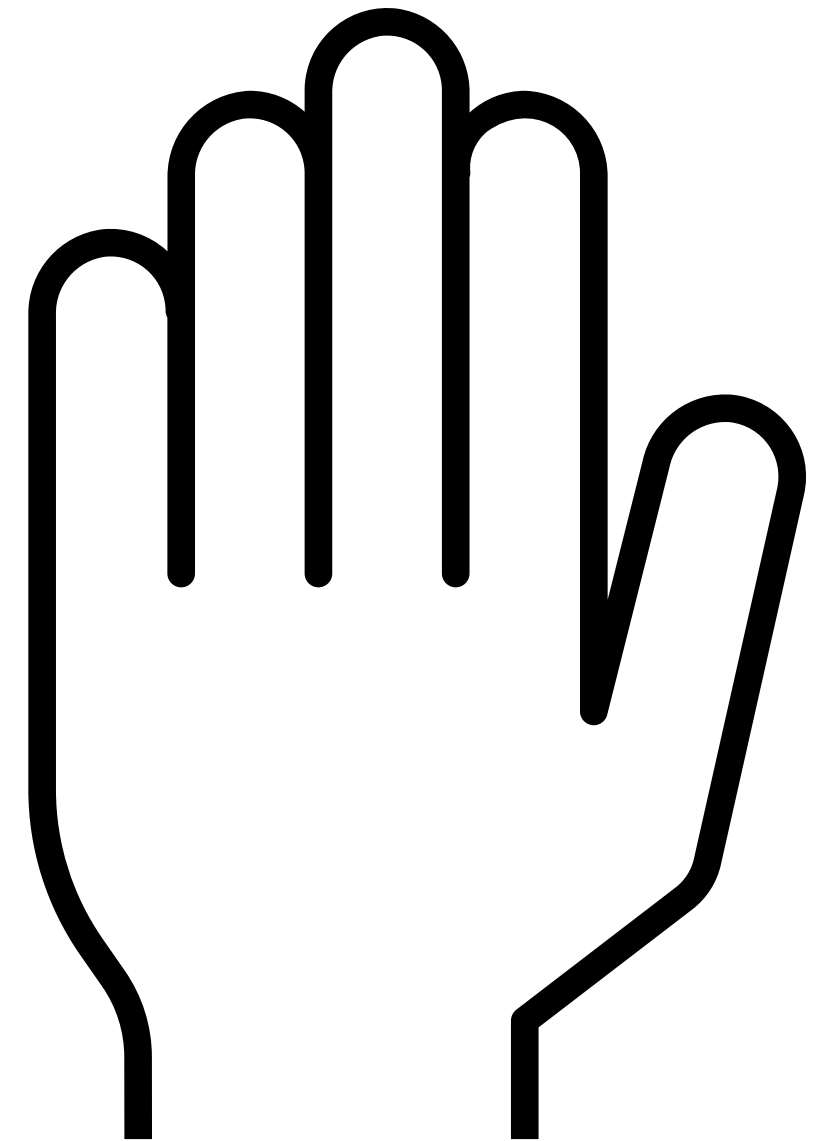
- Operational modernization
- Process efficiency
- Better service, managed long-term costs

The GRC filing is focused on maintaining safe, reliable, compliant and affordable natural gas service through targeted investments in infrastructure integrity, cybersecurity, workforce and operational efficiency.

Audience Poll: Business Development

What tools do you use to gather intelligence about potential clients?

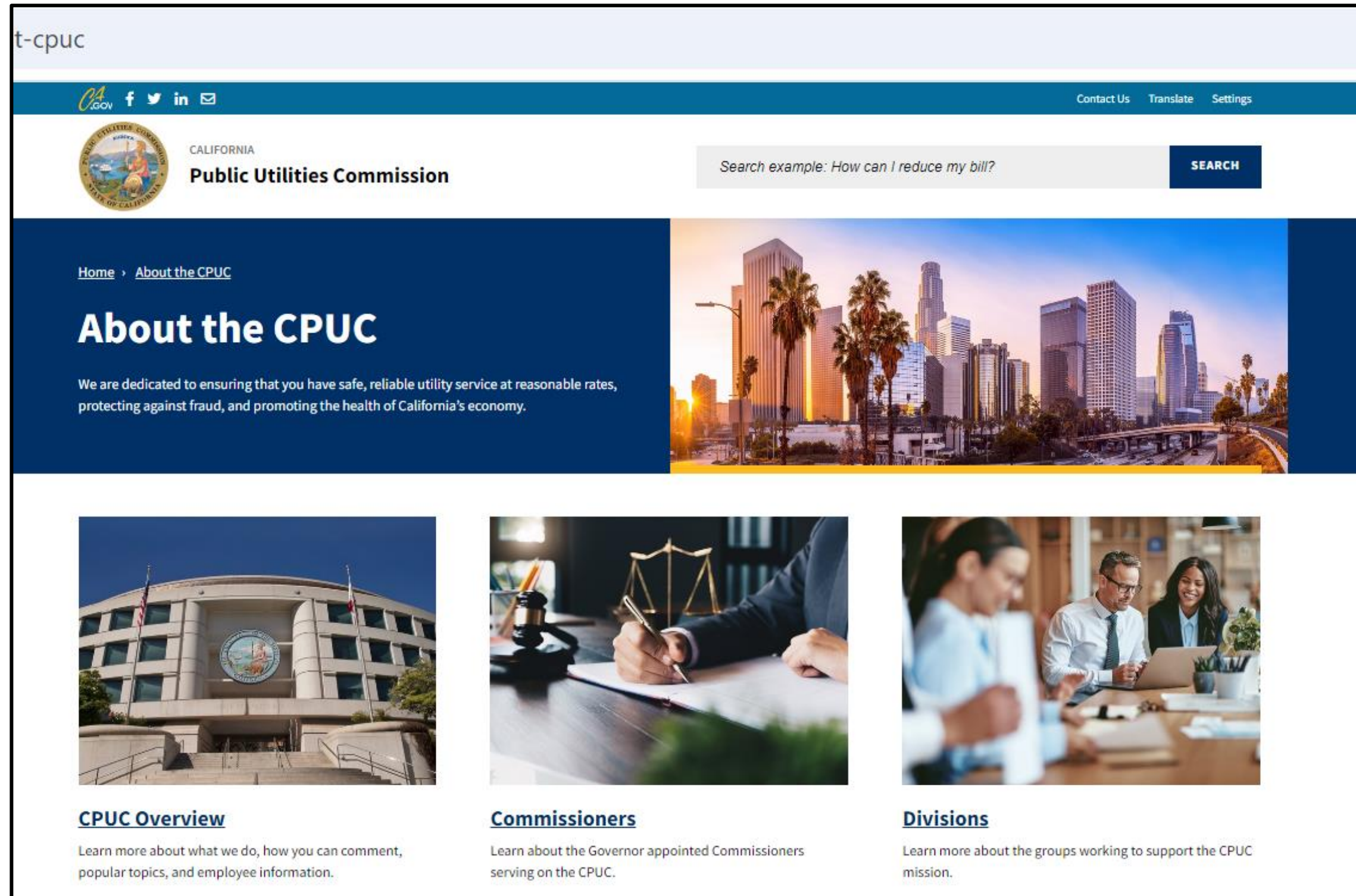
- a) Social media
- b) Industry reports
- c) Word of mouth
- d) Other



Supplier Diversity Annual Report

Utilities are required to submit an Annual Report to the CPUC by March 1 of each year. The report provides details on the utilities' programs created to comply with the Supplier Diversity Program.

CPUC Website



<https://www.cpuc.ca.gov/about-cpuc>

Supplier Diversity Program

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Search example: How can I reduce my bill? **SEARCH**

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Supplier Diversity Program

The California Public Utilities Commission's (CPUC) General Order (GO) 156 fosters a competitive marketplace by encouraging investor-owned utilities, community choice aggregators, energy service providers and prime contractors to include diverse firms: women; minority; lesbian, gay, bisexual and transgender (LGBT); disabled veteran and persons with disabilities business enterprises in procurement activities. Currently, more than 30 investor-owned utilities such as AT&T, California Water Association, Comcast, Frontier, PG&E, SDG&E, Southern California Edison, SoCalGas, and Verizon participate in this program. In October 2019, [Senate Bill \(SB\) 255 \(Bradford, Chapter 407, 2019\)](#) added Community Choice Aggregators, energy service providers, distributed energy resource contractors, and energy storage system companies.

The Supplier Diversity Program has existed for almost 40 years with the fundamental and ongoing goal of advancing the American and Californian private enterprise marketplace through free, open and transparent competition. This can only be fully realized by harnessing the actual and potential capacity of all persons. Advancing competitive procurement opportunities for everyone by having voluntary inclusionary programs assists utilities into reaching new markets, increasing shareholder value, and controlling costs – while making us stronger together.

Our [clearinghouse operator](#) verifies the status of suppliers seeking [certification](#) as women, minority, LGBT, and/or persons with disabilities business. Disabled veteran businesses are certified by the [Office of Small Business and Disabled Veteran Business Enterprise Services \(OSDS\)](#), a unit of the [Department of General Services](#). View the most recent update to the public version of our [supplier database](#). Certification facilitates tracking of supplier procurement participation.

SUPPLIER DIVERSITY PROGRAM

[Clearinghouse](#)

[Certification](#)

[Supplier Diversity Contacts](#)

[Supplier Database](#)

[GO 156 Reporting Templates](#)

[GO 156 Procurement Reports and Plans](#)

[Community Choice Aggregators Supplier Diversity Reports](#)

[Energy Service Providers Supplier Diversity Reports](#)

[GO 156 Reports to the Legislature](#)

[Annual Supplier Diversity En Banc](#)

[Utilities Contracting Opportunities](#)

GO 156 Procurement Reports



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GO 156 Procurement Reports and Plans

Utilities Annual Supplier Diversity Reports and Plans

2025	▼
2024	▼
2023	▼
2022	▼
2021	▼
2020	▼
2019	▼
2018	▼

CONTACTING THE CPUC ABOUT SUPPLIER DIVERSITY

Contact us about supplier diversity via email at supplierdiversity@cpuc.ca.gov or standard mail:

Supplier Diversity Program
California Public Utilities Commission
505 Van Ness Avenue
San Francisco, CA 94102-3298

RELATED PROGRAMS

[Business Opportunities, Contracting, and Procurements](#)
[Business and Community Outreach](#)

RELATED DIVISIONS

[News and Outreach Office](#)

Using a Utility CPUC Supplier Diversity Report to Find Opportunities

A five-step guide for prospective suppliers

Turn regulatory reporting into a focused business-development strategy.



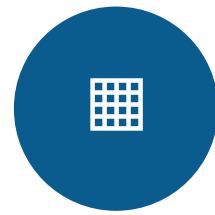
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1. Start With the Report's Opportunity Signals

Do not read the annual report as history only.



Read results



Scan tables



Find gaps



Check plan

- Results and highlights: understand total procurement and diverse spend
- Product and service tables: identify sustained or growing demand
- Low-utilization section: find categories targeted for recruitment
- Annual Plan: see where outreach and supplier development may expand

SUPPLIER INSIGHT

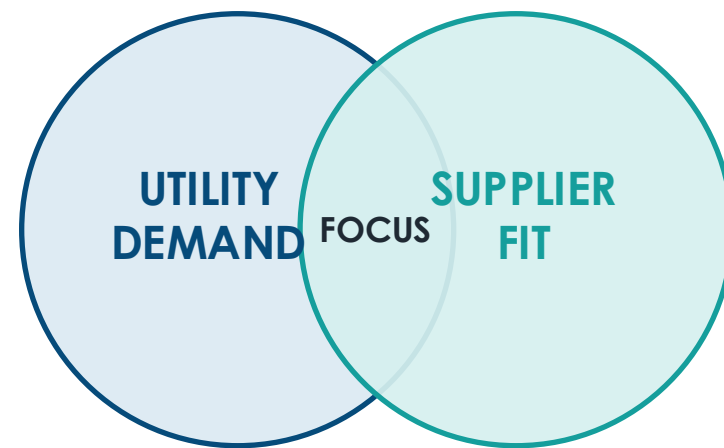
**Use historical spend, utilization gaps and future plans together.
No single section tells the whole story.**



**California Public
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2. Match Your Capabilities to Areas of Interest

Focus where demand and supplier fit overlap.



- High-spend categories: pursue only where your capabilities are differentiated
- Low-utilization categories: watch for targeted recruitment and outreach
- Operational needs: emphasize safety, compliance, reliability and scalability
- Professional services: clearly define specialized expertise and measurable value

SUPPLIER INSIGHT

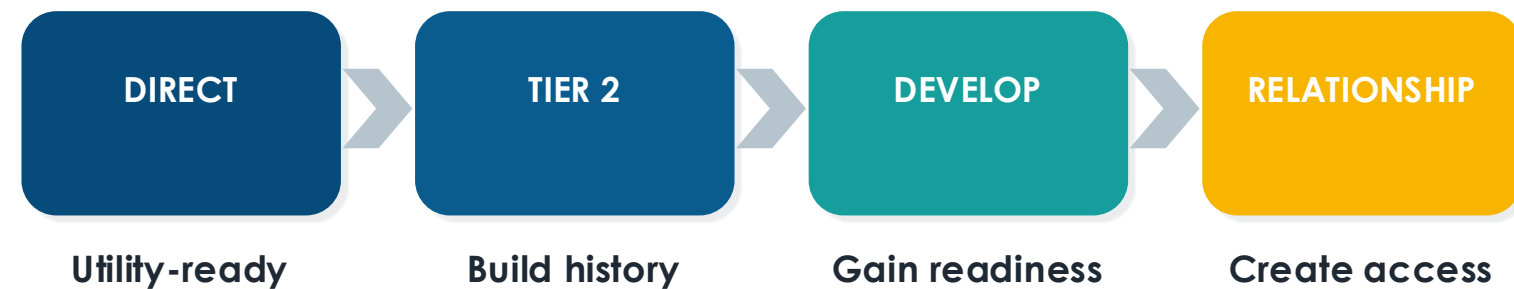
An area of interest is not a guaranteed solicitation. It is a signal to prepare, build relationships and monitor sourcing activity.



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3. Choose the Right Entry Path

Prime contracting is not the only way to begin.



- Direct supplier path: best for proven, scalable utility-ready capabilities
- Tier 2 path: subcontract with established prime suppliers
- Development path: use academies, technical assistance and outreach events
- Relationship path: request focused capability conversations before bids appear

SUPPLIER INSIGHT

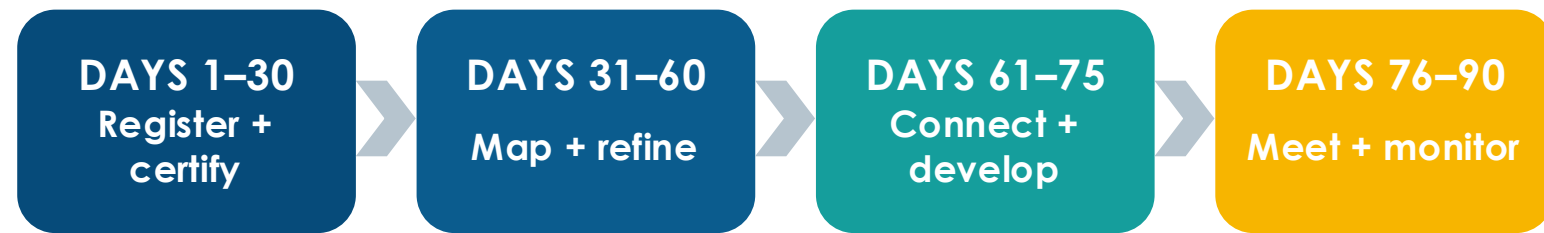
If your company lacks utility experience or enterprise scale, Tier 2 work can build performance history and relationships.



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4. Convert the Report Into a 90-Day Action Plan

Prepare before the next sourcing opportunity is released.



- Days 1–30: complete supplier registration and maintain applicable certification
- Days 31–60: map two priority categories and refine your capability statement
- Days 61–75: identify prime suppliers, events and development programs
- Days 76–90: request targeted meetings and monitor relevant bid opportunities

SUPPLIER INSIGHT

Lead with the business problem you solve, evidence of performance and your readiness to meet utility requirements.



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5.Pursue Opportunities With Discipline

Turn preparation into a repeatable opportunity pursuit process.



MONITOR

Track sourcing channels and supplier events

QUALIFY

Confirm scope, eligibility and capability fit

ENGAGE

Build focused relationships before the bid

RESPOND

Submit a compliant, differentiated proposal

LEARN

Capture feedback and strengthen the next pursuit

Pursue selectively. Win through relevance, readiness, compliance and demonstrated value.



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The Supplier Opportunity Flow

Move from insight to action in one connected supplier-development journey.



Procurement Insights for Savvy Vendors

California Public Utilities Commission Small and Diverse Business Expo

September 30, 2026



California Public
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Pathway to Primes: Winning Subcontracting Opportunities

Demystify the subcontracting process and learn the strategies your small or diverse business needs to successfully source and win subcontracting opportunities.



Meet Your Speaker



Thomas Burns

Procurement Specialist

Norcal Apex Accelerator

Thomas Burns has over 25 years' experience providing start-ups, micro & small businesses with expert advice and assistance in the areas of government contracting, business planning, marketing and sales support. His background includes providing direct representation to small businesses, writing business plans for 100+ clients, bidding and winning multiple contracts with City, County, State agencies as well as doing business with prime contractors in a variety of industries.

Mr. Burns has personally trained, coached and assisted hundreds of entrepreneurs, professionals and small business owners. He has taught webinars, seminars and conducted workshops focusing on building relationships with Prime Contractors, creating winning business plans and marketing to government agencies. Through his personal experience as a business owner, Thomas brings a unique perspective to the small business community'

APEX Accelerators In California

- Provides **education and training** to ensure that all businesses can become capable of participating in federal, state, and local government contracts.
- **96** APEX Accelerator Centers Nationwide
- All resources are available at **NO-COST** - we are funded through grants from federal, state, and local governments

APEX Accelerators serve over 56,000 clients annually and help them win more than \$24 billion in government contracts and subcontracts!



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Agenda

- Supplier Clearinghouse Basics
- Subcontracting Basics
- Trust & Relationships
- Marketing to Primes Contractors
- Final Considerations

Training Disclosure

The information provided herein is accurate to the best of the presenter's ability at the time of this presentation.

Some or all of the provisions mentioned herein could or may be changed by the current administration, with or without prior notice.



Supplier Clearinghouse Basics

CPUC General Order 156 (GO 156)

(GO 156)

Applies to utilities, community choice aggregators (CCAs), communications companies, and energy service providers

- Encourages procurement from diverse businesses
- Requires annual reporting and procurement planning
- Requires the CPUC to annually report to the legislature on utilities' diverse supplier procurement performance.

(CPUC)-issued General Order 156 (GO 156):

15% goal for minority business enterprises

5% goal for women business enterprises

1.5% goal for disabled veteran business enterprises

1.5% goal for LGBT business enterprises

No goals have been set for persons with disabilities business enterprises

CPUC Utility & Energy Suppliers

GO 156 Procurement Reports and Plans

Currently, more than 30 investor-owned utilities such as AT&T, California Water Association, Comcast, Frontier, PG&E, SDG&E, Southern California Edison, SoCalGas, and Verizon participate in this program. In October 2019, [Senate Bill \(SB\) 255 \(Bradford, Chapter 407, 2019\)](#) added Community Choice Aggregators, energy service providers, distributed energy resource contractors, and energy storage system companies. Thus, bringing the total amount of CPUC Suppliers who recognize GO 156 to 56 suppliers.

Supplier Diversity Contacts

Supplier Diversity Contacts

Every energy and utility firm under the GO 156 has at least one individual whose primary responsibility is to be that connection point for diverse, small business suppliers and the buyers working for the energy/utility firm.

Titles will vary considerably. Such as Supplier Advocacy, Diversity Supplier Manager, Strategic Sourcing & Vendor Management. Just to name a few.

Questions I would ask a Supplier Diversity Manager include;

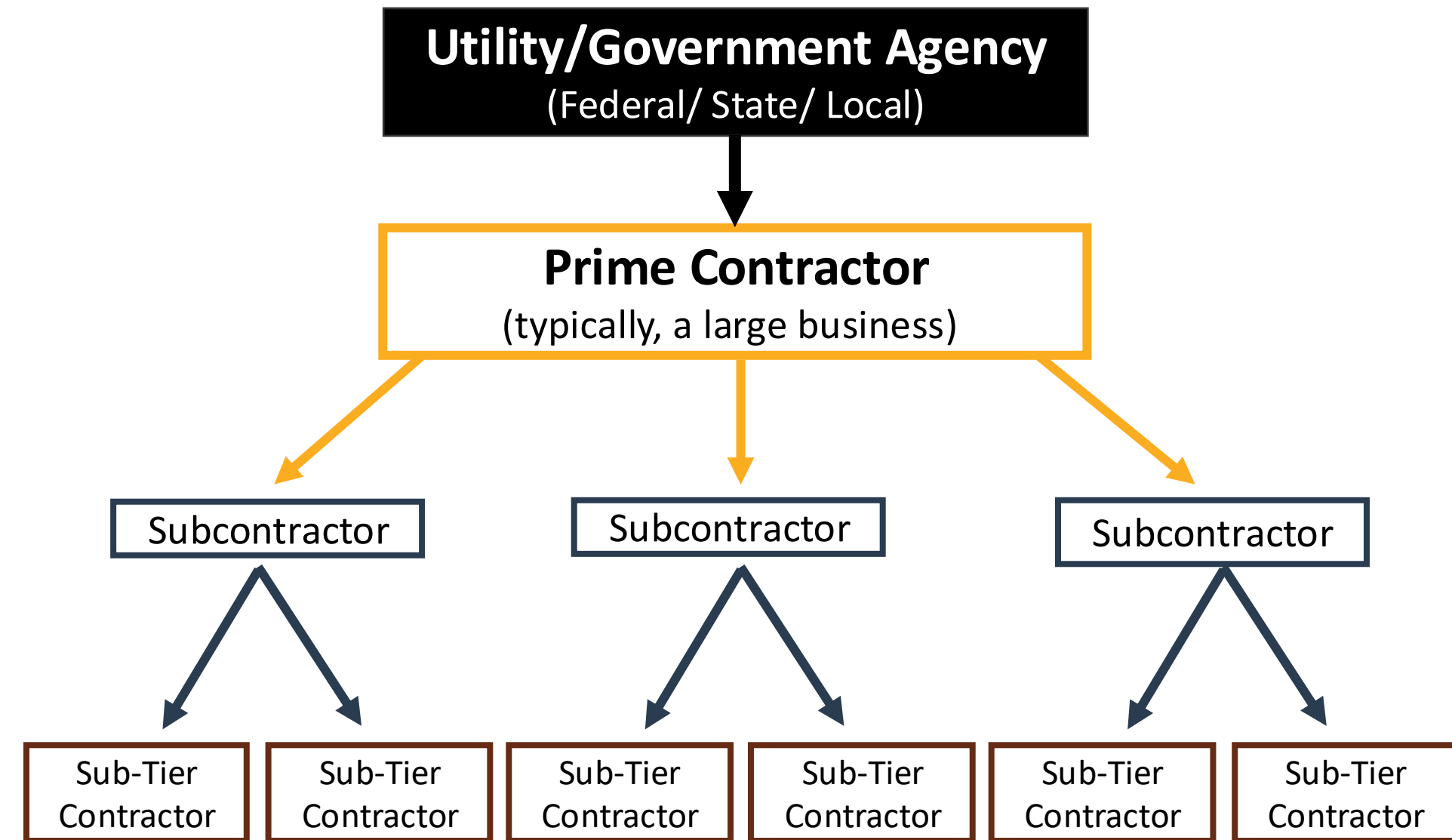
1. Can you provide a short list of Primes who are interested in working with certified firms?
2. Does your firm support any networking events connecting Primes with diverse suppliers?
3. Based on my capabilities statement, can you recommend any next steps regarding subcontracting opportunities?

Subcontracting Basics



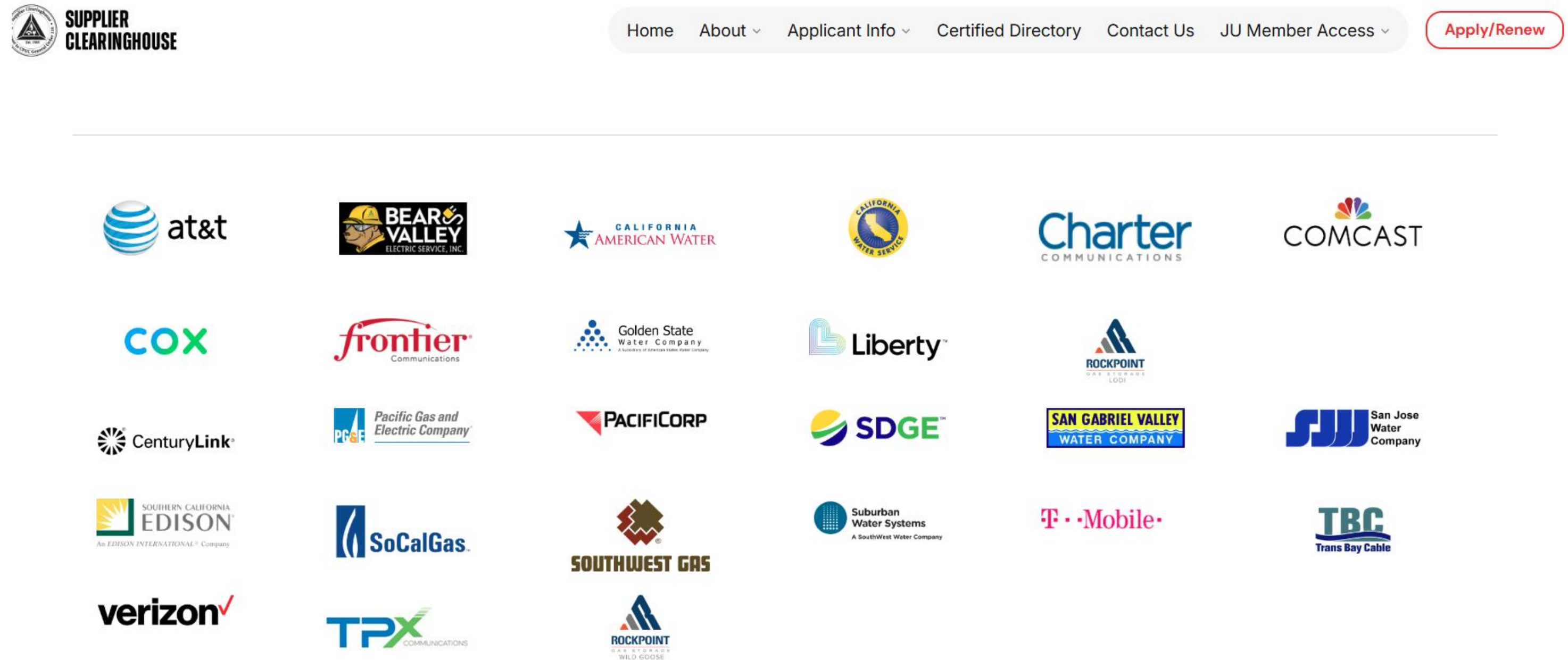
Subcontracting

- **Prime Contractor Agreement** is a contract between a contractor and a Utility/Government or public agency.
- **Subcontractor has an Agreement** with a prime contractor to provide supplies or services needed to fulfill requirements on a utility/government contract.
- **Sub-Tier Contractor Agreement** is a contract between a subcontractor and a sub-tier contractor who is working on a project with a prime contractor.



Registering with Utility & Energy Firms

One of the first steps required for your Subcontracting marketing strategy is selecting which firms you will register with. After receiving your Supplier Clearinghouse certification, this is your next step. [Participating Utilities – The Supplier Clearinghouse](#)



Finding Solicitations on Utility Websites

Each Utility offers an opportunity for vendors/suppliers to register, then seek new solicitations directly within their website. Each will look different, but persistence will pay off.

- California American Water: [Suppliers & Vendors](#)
- Southwest Gas: [Supplier Application Form](#)
- PG&E: [Energy Efficient Third-Party Solicitations | PG&E](#)
- San Jose Water Company: [Supplier Diversity Registration | San Jose Water](#)

Trust & Relationships



Register with Primes

Prime contractors Need Certified Firms

- Sub-Contractors may be referred to as *Trade Partners*
- Primes will have a sub-contractor prequalification process
 - Small Business Certifications will have to be uploaded as proof
- Contact Primes Small Business liaison, SBLO to build partnerships with Primes
- Question, “How can I add value to this Prime”
- Question, “How can I separate my company from other subcontractors”

Relationship Building Process

The roadmap for building relationships can look something like this.

- All or most of these Primes will have their own Community Relations Manager or Supplier Diversity Specialist. Learn who they are and start networking with them.
- Learn as much as you can about how they view and work with subcontractors. Find out if they are a good fit for your firm.
- Set up zoom, phone and in-person meetings with buyers or decision makers with the assistance of the Supplier Diversity Specialist. Finding a way to engage with all necessary decision makers is key. This is not an overnight process, so do not expect immediate results.

Past Performance & Management Team

By far the most difficult part of this entire process. Everybody wants to do business with firms who can show experience. At the same time, having a management team that can prove its strength & expertise is also extremely important.

A new firm lacking past performance must be creative in how they demonstrate experience and expertise. Work experience, work history and references can help satisfy this requirement.



Pre Qualification Requirements

- Financial Stability
- Established Business/Federal Taxpayer ID
- Proven Track Record and References
- Insurance & Bonding Requirements
- Electronic Data Interchange (EDI) and E-commerce Orders
- Third Party Certification

Marketing to Primes



Pre-Bid/Pre-Proposal Meetings

- A pre-bid meeting is a meeting between the contractor and the utility to discuss the project requirements, answer questions, and clarify any doubts before the bid is submitted.
- When you go.....
 - Set the objective of meeting everyone
 - Arrive early to be the “Wal-Mart Greeter”
- View contacts as potential ...
 - Partners, Competitors, Contract officers, users
 - Obtain copy of sign-in sheet for follow-up



Pre-Bid/Pre-Proposal Meetings

Benefits to your business

- **Improved contractor preparedness:** Improved contractor preparedness and understanding of the SOW.
- **Reduced bid errors:** Reduced bid errors and misunderstandings.
- **Improved project delivery:** Improved project delivery and reduced risk of delays or cost overruns.
- **Increased contractor networking:** Increased contractor networking with primes / subcontractors.

Network for Relationships

- Market capabilities statement / benefits of working with you to Prime contractors
 - Use our [capabilities statement template](#)
 - Develop a high-level pitch 30-45 sec.
- Develop & maintain relationships
- Follow-up on a regular basis
- Continued Market Research
- Forecasting for Pre-Sales strategy



Attend Networking Events

- Doing Business with (Name of County) Annual events –
 - Doing Business with PG&E / Comcast / Southwest Gas etc...
 - Doing Business with San Francisco County
 - Doing Business with Alameda County
 - Doing Business with San Mateo County
- Regional Networking events –
 - Supplier Clearinghouse calendar - <https://thesupplierclearinghouse.com/events/>
 - Norcal APEX Accelerator event calendar - <https://www.apexnorcal.org/trainings/>
 - CA DGS event calendar - <https://www.dgs.ca.gov/pd/events>
 - Norcal SBDC event calendar - <https://www.norcalsbdc.org/events/>
 - Caltrans event calendar - <https://dot.ca.gov/programs/civil-rights/caltrans-events-calendar>

Bidding Tips & Best Practices

- Build relationships ahead of time
- Be selective and ensure your qualifications match the requirements
 - Use our [scope letter info collection worksheet](#) to gather the info you need in advance (*construction*)
- Price is competitive, but profitable
- Best value vs. lowest price
- Know the end customer

NORCAL APEX ACCELERATOR Procurement can be a daunting process. That's why we're here.

Public Works Contracting: Scope Letter Information

A scope letter in Public Works Contracting details a proposed working agreement between a Subcontractor and Prime contractor. Your scope letter should always be sent on your company's letterhead well before the due date. Use this 2-page worksheet to collect information and develop a scope letter. *Do not submit this document as your scope letter.*

Company Name: _____ Phone: _____

Address: _____ Email: _____

City: _____ License #: _____

Contact Person: _____ DBE/SBE #: _____

Union / Non-Union: _____ Bondable: (Y) / (N)

DIR Number: _____ Bond Rate: _____ %

We will be bidding on the following project:

Project Name: _____ Bid Date: _____

Project Location: _____ Bid Time: _____

Architect / Engineer: _____ Contr. No.: _____

We acknowledge Addendums No.: _____

Continued on page 2

707-267-7561 | Info@apexnorcal.org | www.apexnorcal.org

Connecting after Networking

- Marketing Plan to include regular follow ups with industry intel.
- Maintain a defined Subcontracting Plan
- Be Selective with Primes - Pick your partners carefully
- Capability Statement / Scope Letter marketing campaign
- Procurement Forecasting by agency



Final Consideration s

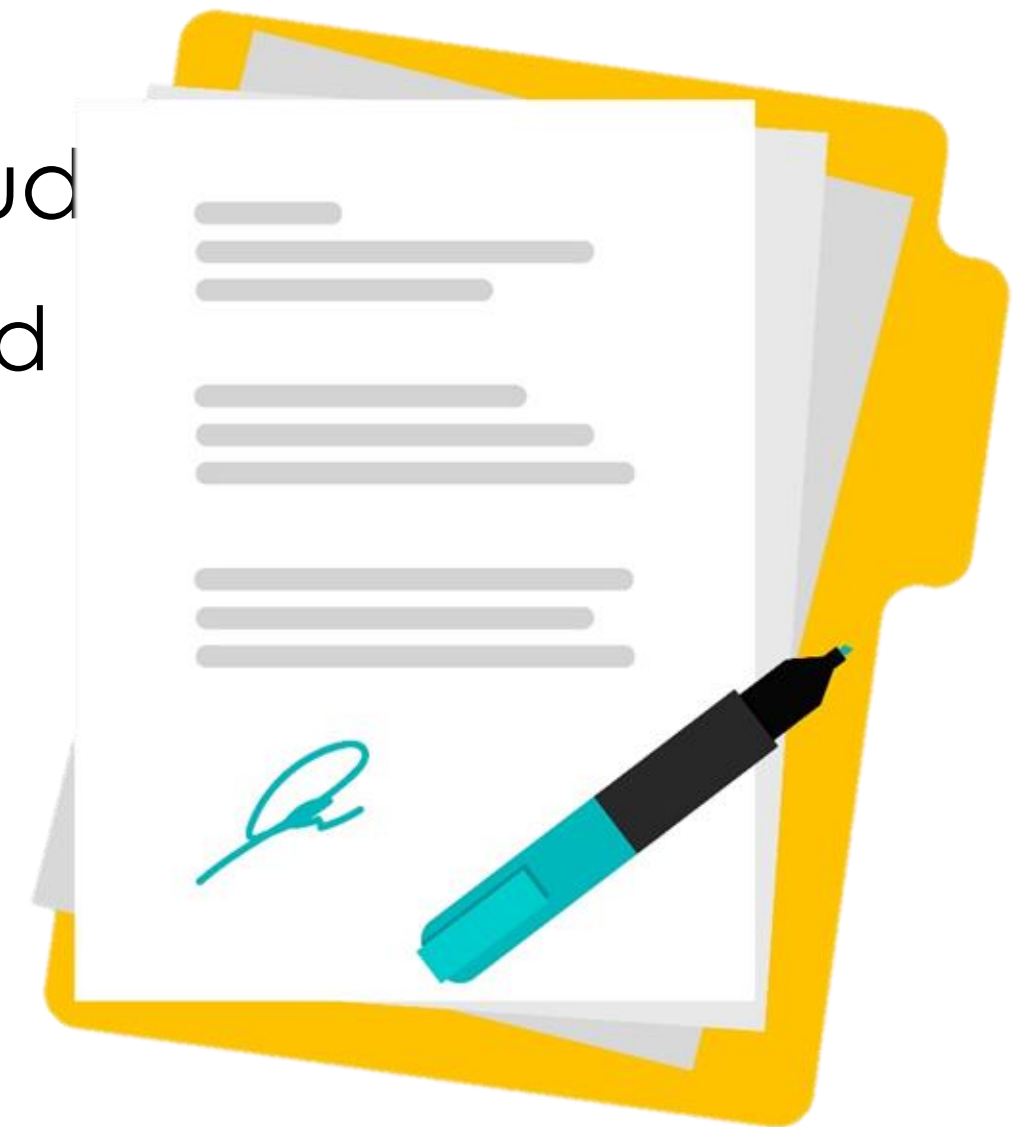
More information & resources on our website –



Final Considerations

Subcontracting Agreements

- Must be carefully written & cover issues including
 - Confidentiality/protection of data exchanged
 - Obligations of the prime & subcontractor
 - Scope of Work, deadlines, etc.
 - Payment to subcontractor
 - Terms & length of agreement



***Seek expert legal advice to ensure rights are protected!*

Final Considerations

Subcontractor Responsibilities

- Know & understand your SOW agreement
- Carry out “flow-down” requirements of contract
- Manage employees & any subcontractors
- Oversee cost, schedule, & performance
- Maintain administrative & financial records
- Pay sub-tier contractors on-time
- Submit reports/invoices to prime – contract compliance is key!

Final Considerations

Common Mistakes

- Pricing: know your true costs, increases, contingencies
- Lack of documentation
- Not accepting responsibility for your team
- Lack of project management skills
- Dispute resolution
- Not asking questions



Final Advice

- Get everything in writing
- Use contract plan/schedule as management tool.
- Track all costs, direct indirect, soft cost, material increases over time.
- Meet all deadlines – non forgiving
- Develop plans for potential problems
- Create file for each project
- Connect with your FREE resources –
 - Your local APEX Accelerator - www.apexaccelerators.us/#/service-area-locator
 - Your local Small Business Development Center - www.americassbdc.org

We Want to See You Succeed!

Apply for Norcal APEX Accelerator services and get one-on-one procurement counseling to help you reach your government contracting goals!



www.apexnorcal.org/join

Questions?

Thomas Burns

Procurement Specialist, Norcal APEX Accelerator

Find your local APEX Accelerator!

www.apexaccelerators.us

Sign up with Norcal APEX Accelerator!

www.apexnorcal.org/join



California Public Utilities Commission Small and Diverse Business Expo

September 30, 2026



**California Public
Utilities Commission**

CALIFORNIA DEPARTMENT OF GENERAL SERVICES



Office of Small Business
and Disabled Veteran
Business Enterprise Services

How To Do Business With California State Government

CALIFORNIA DEPARTMENT OF GENERAL SERVICES



Office of Small Business
and Disabled Veteran
Business Enterprise Services

Instructor

Jon Gaskell

Business Outreach Liaison
Office of Small Business and DVBE Services
California Department of General Services

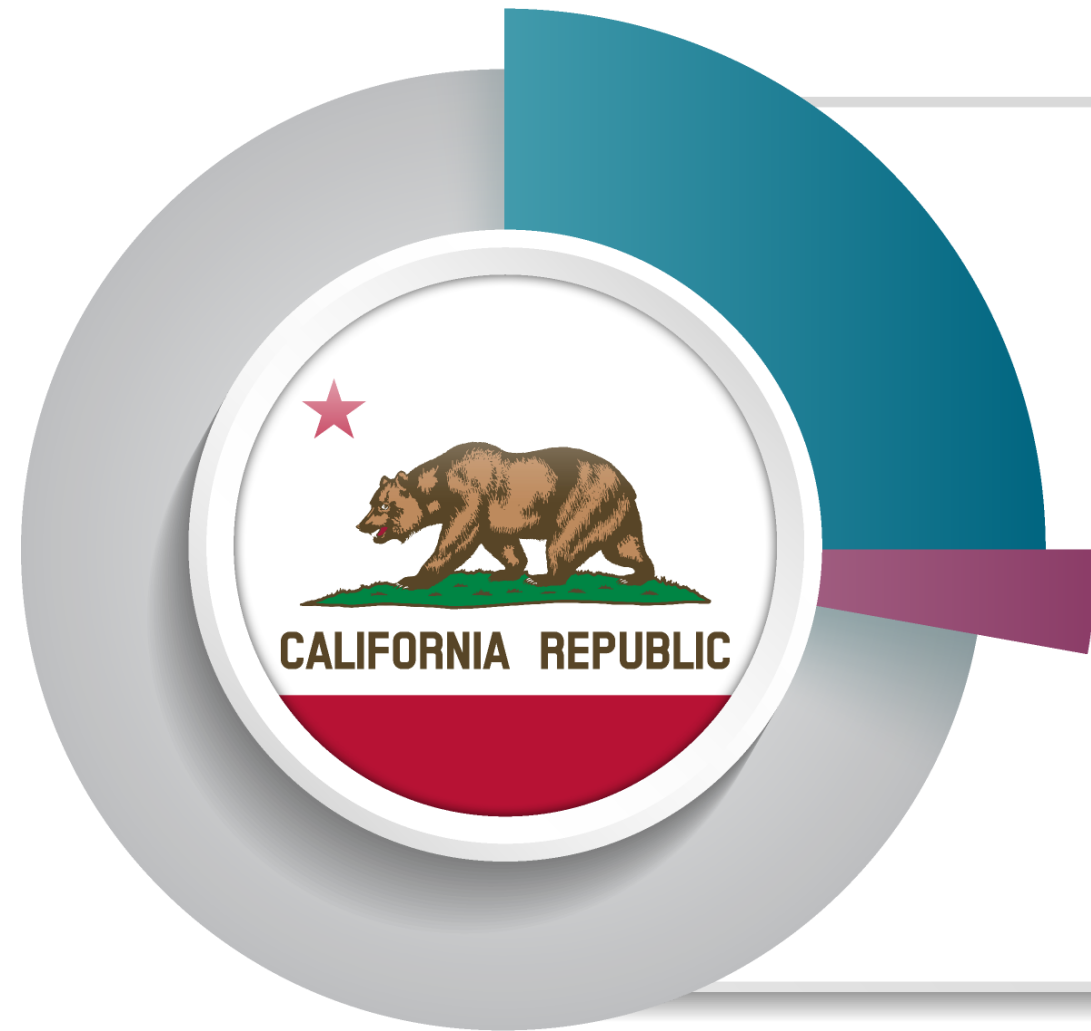
Phone: 279-227-4022

Email: jon.gaskell@dgs.ca.gov

Overview

- ◆ Introduction to SB/DVBE Program
- ◆ Certification Benefits
- ◆ Certification Eligibility
- ◆ Cal eProcure
- ◆ SB/DVBE Emergency Registry
- ◆ Commercially Useful Function





STATEWIDE PARTICIPATION GOAL

Small
Business

(SB) 25%

Disabled Veteran
Business Enterprise

(DVBE) 3%



\$3.62 Billion

29.61% of all contract dollars

SB SMALL BUSINESS

\$727.9 Million

5.96% of all contract dollars

DVBE DISABLED VETERAN
BUSINESS ENTERPRISE

2024-25 Fiscal Year



State Certifications

- ◆ Small Business (SB)
- ◆ Small Business for the Purposes of Public Works (SB-PW)
- ◆ Disabled Veteran Business Enterprise (DVBE)

Certification Benefits

- ◆ 5% bid preference for SBs
- ◆ Up to 5% incentive for DVBEs
- ◆ Exclusive contract opportunities
- ◆ Prompt Payment
- ◆ Reciprocity Partners
- ◆ Working with prime contractors



Small Business Eligibility Requirements

- ◆ Independently owned and operated
- ◆ Not dominant in field of operation
- ◆ Principal office located in California
- ◆ Owners (or officers for a corporation) domiciled in California
- ◆ 100 or fewer employees
- ◆ Gross Annual Receipts (GARs) less than \$19 million (with affiliates)
- ◆ *If a manufacturer, 100 or fewer employees and no GARs cap





Small Business – Public Works Eligibility Requirements

Same as SB requirements except...

- ◆ 200 or fewer employees
- ◆ Gross Annual Receipts (GARs) less than \$46 million (with affiliates)

SB and SB-PW

- ◆ Get one certification, not both
- ◆ Same benefits
- ◆ SB-PW is *only* for public works
- ◆ SB is for everything, *including* public works





DVBE Eligibility Requirements

- ◆ At least 10% service disabled
- ◆ Be at least 51% owned by disabled veterans (100% for LLCs)
- ◆ Veteran owner(s) must reside in California
- ◆ Managed and operated by disabled veterans
- ◆ Headquarters in US

Q
&
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FAQs

QUESTIONS

ASK





Cal *e*Procure

caleprocure.ca.gov



Cal eProcure

- ◆ Register your business
- ◆ Apply for Certification
- ◆ Find solicitations and contracts
- ◆ Receive solicitation notifications
- ◆ Appear in searches by state buyers
- ◆ Post ads seeking prime or subcontracting
- ◆ Access public procurement information
- ◆ Get training and resources
- ◆ No cost



California State Government Marketplace

Your home for California's State Procurement and Certification Programs

California State Contracts Register (CSCR)

Search Bid Opportunities

 **START SEARCH**

How do I...



Sell to the State

Register in Cal eProcure to receive bid notifications. Search for bid opportunities in the California State Contracts Register (CSCR).



Get Certified

Learn about California's Small Business (SB) and Disabled Veteran Business Enterprise (DVBE) certification program and apply for SB/DVBE certifications.



Find Public Procurement Information

Access records on what state agencies have purchased. Search for SB/DVBE suppliers, state contracts and bid opportunities.



Find Training and Resources

Learn how to do business with the state of California. Access training resources, watch instructional videos, attend an outreach event.



Login

User ID

Password

This is a State of California computer system, which may be accessed and used only for official Government business by authorized personnel. You are advised to read the Privacy Policy regarding the personally identifiable information that we collect, maintain, and use. Unauthorized access or use of the computer system may subject violators to criminal, civil, and/or administrative action. All information on this computer system may be intercepted, recorded, read, copied, and disclosed by and to authorized personnel for official purposes, including criminal investigations. Access or use of this computer system by any person whether authorized or unauthorized constitutes consent to these terms. Any email notifications of bid opportunities provided hereunder are strictly complimentary. The State of California does not guarantee bidders will receive such notices, and bidders interested in participating in upcoming bids are obliged to actively check the [Cal eProcure website](#) for information about such procurements. By logging in I agree to comply with [System Use and Privacy Policy of the Financial Information System for California](#).

→ Login

 [New Bidder Registration](#)

 [Existing Supplier Registration](#)

[I forgot my password](#)

A woman with dark hair and glasses is working on a laptop. She is wearing a striped shirt. The image is partially obscured by a large green curved shape on the right side of the slide.

Supplier Diversity Information

- ◆ Ethnicity, Race, gender, sexual orientation
- ◆ Voluntary
- ◆ Supports diversity, equity, and inclusion
- ◆ Evaluate outreach effectiveness
- ◆ Supports targeted outreach efforts
- ◆ www.dgs.ca.gov/PD-Supplier-Diversity-Program



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Search Bid Opportunities

[START SEARCH](#)

Welcome to your WorkCenter

Manage your account, certifications, and bid activity

User ID
TEST7

Bidder/Supplier ID
BID0056770

[Show Less](#)

Certifications

Cert. ID 2008705

LOUISE KURASHIGE

Outreach Test Co
OSDSHELP@DGS.CA.GOV
916/375-4940

[Edit Bidder Account](#)

No Certification Record

[Get Started](#)

[View My Public Certification Profile](#) [Manage Certification](#)

My Account

[Edit Account](#)

[Manage Notification Profile](#)

[Manage Diversity Information](#)

Certification

☒ [Apply For Certification](#)

[View My Public Certification Profile](#)

SB/DVBE Certification

California's Small Business (SB) and Disabled Veteran Business Enterprise (DVBE) Certification Programs

Get Certified

[How to certify your business on Cal eProcure](#) (video instructions)

Before you begin...

- 1 Read the eligibility requirements for the [Small Business](#) and [DVBE](#) certifications
- 2 Be prepared to add [Keywords](#) and [UNSPSCs](#) in the application
- 3 Be prepared to upload the following documents (other documents may be required based on your business structure):
 - Complete Federal Tax returns (last 3 years or the number of years the firm has been in business, if less than three) for applicant firm and affiliate(s) which includes all pages, forms, schedules and statements.
 - IRS verification of your business's TIN (tax identification number)
 - Quarterly Contribution Return & Report of Wages – Continuation (Form DE 9C) for business and affiliates for the four most recently completed quarters, if the firm has employees
 - Award of Entitlement, eBenefits Service/Benefit Verification, or Retired/Retainer letter (DVBE only)
 - For a full list of required documents:
 - o [Small Business Document Requirements](#)
 - o [DVBE Document Requirements](#)

GET CERTIFIED (APPLY OR REAPPLY)

Benefits of Certification

- Inclusion in the state's goal to spend 25 percent of all contract dollars with Small Businesses and 3 percent with DVBEs

Keywords

- ❖ Keywords describe a good or service, such as *concrete, environmental, or legal*
- ❖ Buyers can find your business through keyword searches
- ❖ **You** pick the keywords



UNSPSC Example

Hierarchy	Code	Description
Level 1	14000000	Paper Materials and products
Level 2	14110000	Paper materials and products – Paper products
Level 3	14111500	Paper materials and products – Paper products – Business use print & writing paper
Level 4	14111507	Paper materials and products – Paper products – Business use printing & writing paper – printer or copier paper

Q
&
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FAQs

QUESTIONS

ASK



Find Contract Opportunities

- ❖ California State Contracts Register (CSCR)





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User ID
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Bidder/Supplier ID
BID0056770

[Show Less](#)

LOUISE KURASHIGE

Outreach Test Co
OSDSHELP@DGS.CA.GOV
916/375-4940

[Edit Bidder Account](#)

Certifications

Cert. ID 2008705

Certification Type	Application Date	Status	From	To
DVBE	2021-02-16	Approved	2021-12-27	2023-12-31
SB-PW	2021-02-16	Approved	2021-12-27	2023-12-31
SB(Micro)	2018-01-02	Cancelled		
SB(Micro)	2018-01-02	Cancelled		

[View My Public Certification Profile](#) [Manage Certification](#)

My Account

[Edit Account](#)

[Manage Notification Profile](#)

[Manage Diversity Information](#)

Certification

[Manage Certification](#)

[View My Public Certification Profile](#)

Event Search

California State Contracts Register

Event Name

Event ID

Department

Event Status

[Clear Criteria](#)[Advanced Search Criteria](#)[Search](#)

Use Saved Search

[Manage Saved Searches](#)[Save Search Criteria](#)

EVENTS

Showing Results 1-11 of 11

[Download](#)

California State Contracts Register

Event Name

water

Event ID

Department

Event Status

Posted



Start Date From



End Date From



Through



Through



Enter date in the format mm/dd/yyyy

Enter date in the format mm/dd/yyyy

Item Description

water

UNSPSC codes



Category

Description



+ Add a new UNSPSC code

Service Areas



Service Area ID

County



+ Add New Service Area

Contractor License Type



Contractor License Type

Description



+ Add New Contractor License Type

 Download

Event ID	Event Name	Department Name	End Date	Status
0000019441	Mammography, Bone Density and Relief Radiology Technician Services PR219008	Dept of Developmental Services	05/10/2021 11:30AM PDT	Posted
0000019215	Grower Liaison for San Bernardino County	Dept of Food & Agriculture	05/10/2021 12:00PM PDT	Posted
0000019435	CHP GOLD RUN AREA OFFICE SHOP CLOTHING SERVICES	Dept of the CA Highway Patrol	05/10/2021 1:15PM PDT	Posted
0000019390	19-27788.FMD.EEC Window Repair/Replacement	Department of General Services	05/10/2021 2:00PM PDT	Posted
0000019214	Grower Liaison for Southern Ventura County	Dept of Food & Agriculture	05/10/2021 2:00PM PDT	Posted
0000018359	20-41049-000 CA Memorial Project	Department of State Hospitals	05/10/2021 2:00PM PDT	Posted
0000019211	Grower Liaison for Fresno and Madera Counties, RFP 21-0001	Dept of Food & Agriculture	05/10/2021 2:00PM PDT	Posted
0000019212	Grower Liaison for Northern Tulare County, RFP 21-0002	Dept of Food & Agriculture	05/10/2021 2:00PM PDT	Posted

Event Details

Event : 05-0L7214



Remove & construct concrete bridge, concrete slab, bridge rail & HMA.

Details

Event ID	Dept:
05-0L7214	Department of Transportation
Format/Type:	Event Version
Sell Event / RFX	1
Published Date	Event End Date:
12/28/2020 12:00AM PST	02/17/2021 2:00PM PST
Description:	
05-SLO-1-32.8 *** SAN LUIS OBISPO COUNTY IN MORRO BAY AT TORO CREEK BRIDGE	

[View Event Package](#)[Post Vendor Ads](#)[View Vendor Ads](#)

Contact Information

Maxwell Maurer
Phone: 916/227-6224
Email: maxwell.maurer@dot.ca.gov

Pre Bid Conference (N/A)

Pre Bid Conference: Non Mandatory
Date:
Time:
Location:
Comments:

UNSPSC Codes

UNSPSC Classification	UNSPSC Classification Description
72141000	Highway and road construction services

Contractor License Type

Contractor License Type	Description
A	General Engineering Contractor
C-06	Concrete Contractor
C-12	Earthwork and Paving Contractors
D-09	Drilling, Blasting and Oil Field Work

Service Area

Area ID	County
040	San Luis Obispo

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&
A

FAQs

QUESTIONS

ASK





Research Past Purchases

- ◆ State Contract and Procurement Registration System (SCPRS)

SCPRS

- ❖ Database of state purchasing
- ❖ Includes state and non-state dollars
- ❖ Public-facing
- ❖ Use to conduct market research



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California State Contracts Register (CSCR)

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Public Procurement Information

Find out more about public purchasing and state agency resources

Search For...

- Bid opportunities in the [California State Contracts Register \(CSCR\)](#)
- Past purchases in the [State Contracting and Procurement Registration System \(SCPRS\)](#)
- Procurement data in the [Statewide Procurement Data Dashboards](#)
- [State Contracts / Leveraged Procurement Agreements \(LPAs\)](#)
- [California certified Small Businesses \(SB\) and Disabled Veteran Business Enterprises \(DVBE\)](#)
- [Progress Payments - View progress payments on Public Works projects](#)
- [FI\\$Cal Purchase Order Payment History \[Instructional Video \(2 Mins\)\] \["How To" Job Aid\]](#)



State Agency Resources

- Learn about state procurement from the [Department of General Services, Procurement Division](#)
- [State Contracting Manuals](#)
- [Buying Green - Environmentally Preferable Purchasing \(EPP\)](#)
- [List of State Agencies with Approved Purchasing Authority](#)
- [California Procurement and Contracting Academy \(CalPCA\)](#)

FI\$Cal SCPRS Search

The State Contract & Procurement Registration System (SCPRS) tracks overall total contracting dollars and contracts procured by the State of California. The SCPRS data provided is available for informational purposes only. Please contact the awarding department with questions.

System will NOT complete download action without the selection of a single search parameter (e.g., Date, BU, Acquisition Method...) Please be sure to have selected AT LEAST 1 parameter for download execution to complete.

Search Parameters ?

Department:

Purchase Document #:

Supplier ID:

Supplier Name:

Description:

Acquisition Type:

Acquisition Method:

Transaction Start Date ?

From Date: To Date:

Search

Clear

[Advanced Search Criteria](#)

Download Search Results ?

Download Detail Information ?

*Sort With:

*Sort Order:

1 to 200 of 23977

Search Results								
Department Name	Purchase Document #	Associated POs	First Item Title	Start Date	End Date	Grand Total	Supplier ID	Supplier Name
Dept of Corrections & Rehab	C5609279		Construction Waste Collection, Removal and Disposal Services	07/01/2020	06/30/2023	\$75,780.00	0000016908	MID STATE RECYCLING
Department of Motor Vehicles	TA-19280		Autodesk Revit Architecture Engineering Construction Collection IC Government Multi-User Annual Subscription Renewal. Term: 6/20/20 - 6/19/21	06/20/2020	06/19/2021	\$4,237.00	0000028156	BRIDGE MOUNTAIN
Dept. Forestry & Fire Protectn	0000149274		2X4X8' STD & BTR DF	06/02/2020	N/A	\$740.71	0000025251	SCARBOROUGH BLDG SUPPLY
Department of Transportation	CPO-032000001340		Seive 8" Brass with backing cloth:Seive needed for materials testing. Benefits the state by having accurate testing of construction materials.	05/31/2020	05/31/2020	\$282.21	0000085889	GILSON COMPANY
Department of Transportation	CPO-032000001347		Cable television services:Benefit to the State, satellite television service needed for summer operations personnel staying on site for the construction season. Purchaser, Joe Lujetic. Commodities, are satellite television se	05/31/2020	05/31/2020	\$198.85	0000002586	DISH NETWORK
Department of Transportation	CPO-032010001585		Plumbing system maintenance or repair:Repair urinal and toilet The reason for this purchase is to provide essential office/business function. These products involve necessary facilities for construction employees. Benefit to the state -	05/31/2020	05/31/2020	\$1,447.88	0000029020	FLETCHER CONTRACTING
Department of Transportation	CPO-072000000957		Disinfecting Wipes:	05/31/2020	05/31/2020	\$994.50	0000004906	LOWMART
Department of Transportation	CPO-072000000953		Purell Refill:	05/31/2020	05/31/2020	\$1,707.51	0000000111	GARZA INDUSTRIES
Department of Transportation	CPO-062000001589		Lab Needs for D05 Lab:120.1000 Auto Rice testing and control system The reason for this purchase is to buy testing equipment to improve quality testing of highway materials used in construction of highways. State will	05/31/2020	05/31/2020	\$7,131.94	0000053202	INSTROTHERM
Department of	CPO-062000001588		Material testing items for D05 District lab:49DN83- Platform truck with 2500 pound capacity The reason for this purchase is to test HMA	05/31/2020	05/31/2020	\$1,702.04	0000005196	WW GRAF

Q
&
A

FAQs

QUESTIONS

ASK



Advocates

- ◆ State employees
- ◆ Work in purchasing/procurement
- ◆ Manager, analyst, etc.
- ◆ Required for departments that spend at least \$100,000/year





Advocates

Roles and Responsibilities

- ◆ Help certified business contract with their department
- ◆ Assist businesses with prompt payment
- ◆ Help buyers use certified businesses
- ◆ Seek out new certified businesses

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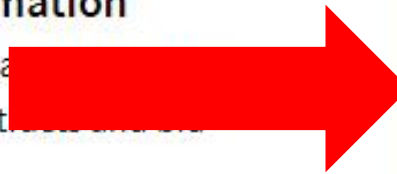
Get Certified

Learn about California's Small Business (SB) and Disabled Veteran Business Enterprise (DVBE) certification program and apply for SB/DVBE certifications.



Find Public Procurement Information

Access records on what state agencies have purchased. Search for SB/DVBE suppliers, state contract opportunities.



Find Training and Resources

Learn how to do business with the state of California. Access training resources, watch instructional videos, attend an outreach event.



Training and Resources

Learn how to pursue contract opportunities with California state government

Getting Started

- [How to do Business with California State Government - an Overview of State Contracting for Small Businesses \(SB\)](#)
- [Como Hacer Negocios con el Gobierno del Estado de California: Una Descripción General de la Contratación Estatal para Pequeñas Empresas \(SB\)](#)
- [How to do Business with California State Government - an Overview of State Contracting for Disabled Veteran Business Enterprises \(DVBE\)](#)
- [Cómo Hacer Negocios con el Gobierno del Estado de California: Una Descripción General de la Contratación Estatal para Empresas de Veteranos Discapacitados \(DVBE\)](#)
- [Commercially Useful Function \(video\)](#)

Next Steps

- [I'm Certified, Now What? - take next steps to contract with the state \(English\)](#)
- [Pasos a Seguir Despues de Recibir Certificacion \(Español\)](#)

Don't Miss Contract Opportunities

- [Learn how to access bid solicitations and place ads \(video\)](#)
- [Learn how to receive notifications for bid solicitations \(video\)](#)
- [Learn how to update your certification profile \(video\)](#)
- [Overview of keywords and UNSPSCs \(video\)](#)

Inside State Contracting

- [Learn about public competitive bidding \(video\)](#)
- [Learn about acquisition methods](#)
- [Learn about the SB/DVBE Emergency Registry](#)

Research and Marketing

- [Learn how to market your business \(video\)](#)
- [Contact a small business and DVBE advocate](#)



Resources to Grow Your Business

- [Leverage your state certifications for local contract opportunities](#)

Small Business (SB)/Disabled Veteran Business Enterprise (DVBE) Advocate Directory

Search for a small business (SB) and disabled veteran business enterprise (DVBE) advocate to help you pursue contract opportunities with the state.

CONTACT

Office of Small Business and DVBE Services

Department of General Services

707 Third Street

West Sacramento, CA 95605

advocate@dgs.ca.gov

DOWNLOAD THE ADVOCATE DIRECTORY



The linked directory above lists the name and contact information of every advocate in the state's departments and agencies.

Almost every agency and department in the state of California has a small business (SB) and disabled veteran business enterprise (DVBE) advocate. The SB/DVBE Advocate is here to help SBs and DVBEs pursue contract opportunities with the department they work for. They work closely with the buyers in their department to include SBs and DVBEs in state procurement.

Department	Unit / Office / Location	Advocate Name	Address
Air Resources Board	Contracts, Procurement and Grants	Sharon Flores	1001 I Street,
CA Coastal Commission	Business Services	Juanita Evans	455 Market S
CA Gambling Control Commission		Tammy Helie	2399 Gatewa
CA Highway Patrol	Business Services	Danielle Gifford	601 North 7t
CA Natural Resources Agency	Administration and Finance	Danielle Rogers	1416 Ninth S
CA Natural Resources Agency	Administration and Finance	Kristine Olson	1416 Ninth S
CA Public Utilities Commission	Executive Division	Luke Wainscott	505 Van Ness
CA Student Aid Commission	Administration / Business Services	Emilio Martinez	11040 White
CA Student Aid Commission	Administration / Business Services	Jennifer Donoho	11040 White
California African American Museum		Jon Lamirault	600 State Dri
Community Services and Development, Dept of	Business Services	Dan Agpoon	2389 Gatewa
Consumer Affairs, Dept	Business Services Office	Priscilla F	1625 N. Mark
Education, Dept of	Technology Services Division	Jessica Spencer	1430 N Stree
Fair Political Practices Commission	Administration	Carol Bollard	1102 Q Stree
First 5 California Children and Families Commission. Contracts and Procurement Unit	Contracts and Procurement Unit	Erlynn Cardenas-Jackson	2389 Gatewa
Franchise Tax Board	Procurement Bureau	Eric Helm-Tillman	P.O. Box 2086
General Services, Dept of	Office of Business and Acquisition Services	Allison Kenngott	707 3rd Stree
Health Care Services, Dept of	Administration/Contract Management Unit	Alistair McDuffie	1501 Capitol
Health Care Services, Dept of	Administration/Contract Management Unit	Christopher Steinwert	1501 Capitol
Health Care Services, Dept of	Administration/Contract Management Unit	Maksim Lyulkin	1501 Capitol
Insurance, Dept of	Business Management Bureau	Mark Valim	300 Capitol M
Insurance, Dept of	Business Management Bureau	Zachery Salvo	300 Capitol M
Military Department	Procurement Branch	Marcus Delfin	10601 Bear H
Office of the Inspector General	Business Services	Yishua He	10111 Old Pl

Department Name

All

Office / Unit

All

Advocate Name

All

City

All

SB/DVBE First Policy

☒ True

☐ False

SB Liaison

☐ False

Vacant

☐ False

Q
&
A

FAQs

QUESTIONS

ASK





SB/DVBE Emergency Registry

- ❖ Separate from Cal eProcure
- ❖ List of state certified businesses
- ❖ Used by state department buyers
- ❖ Businesses must be ready for emergency contract work
- ❖ Predetermined categories of goods and services

Emergency Registry Categories

- ◆ Base camp operations
- ◆ Debris removal
- ◆ Facilities maintenance/repair
- ◆ Fire protection
- ◆ Information technology
- ◆ Logistics/Transportation
- ◆ Medical
- ◆ Roadway maintenance
- ◆ Traffic control
- ◆ And more!



SB/DVBE Emergency Registry

To register you will need:

- ◆ Certification number
- ◆ Emergency categories
- ◆ Description of products/services
- ◆ Business address
- ◆ Contact information – both primary and emergency (after hours)



California State Government Marketplace

Your home for California's State Procurement and Certification Programs

California State Contracts Register (CSCR)

Search Bid Opportunities

 [START SEARCH](#)

How do I...



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Find Training and Resources

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Sell to the State

Register in Cal eProcure

Registering your business allows your company to:

- Subscribe to receive bid opportunity notices based on United Nations Standard Products and Services Code ([UNSPSC](#))
- Receive and access your bid opportunity invitations
- Post prime and subcontracting advertisements on bid opportunities
- View your Purchase Order information
- View your Progress Payment status
- Apply and manage California Small Business (SB) and Disabled Veteran Business Enterprise (DVBE) certifications ([learn more](#))

[Learn how to register](#) (video instructions)

REGISTER NOW

Find Bid Opportunities

Bid opportunities are posted in the California State Contracts Register (CSCR).

FIND BID OPPORTUNITIES

SB/DVBE Emergency Contracting

If you are a certified business capable of providing goods and services to the state during an emergency, learn more about the [SB/DVBE Emergency Registry](#).

Additional Resources

Commercially Useful Function (CUF)

You perform CUF if your business is:

- ❖ Executing a distinct element of the work
- ❖ Performing, managing, or supervising the work
- ❖ Performing work that is normal for the firm's business services and functions
- ❖ Negotiating price, determining quality and quantity, ordering, installing and making payment
- ❖ Not subcontracting a portion of the work greater than expected by industry practices





Commercially Useful Function

- ◆ Being used as a passthrough to obtain the appearance of SB/DVBE participation
- ◆ Not being used to perform the work as stipulated in the bid
- ◆ No longer used to provide goods/services listed in the initial bid response

Resources

Small Business Development Centers (new businesses)

- ◆ Business consulting, planning, marketing and access to capital

Apex Accelerators (established businesses)

- ◆ Government contracting

SCORE (newer businesses)

- ◆ Business mentorship



Review

- ◆ Introduction to SB/DVBE Program
- ◆ Certification Benefits
- ◆ Certification Eligibility
- ◆ Cal eProcure
- ◆ SB/DVBE Emergency Registry
- ◆ Commercially Useful Function



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California Department of General Services
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About

The Office of Small Business and Disabled Veteran Business Enterprise Services (OSDS) is committed to supporting California small businesses and disabled veteran businesses. OSDS supports the state of California's goal to spend 25 percent of contract dollars with small businesses (SB) and 3 percent of contract dollars with disabled vetera... [see more](#)

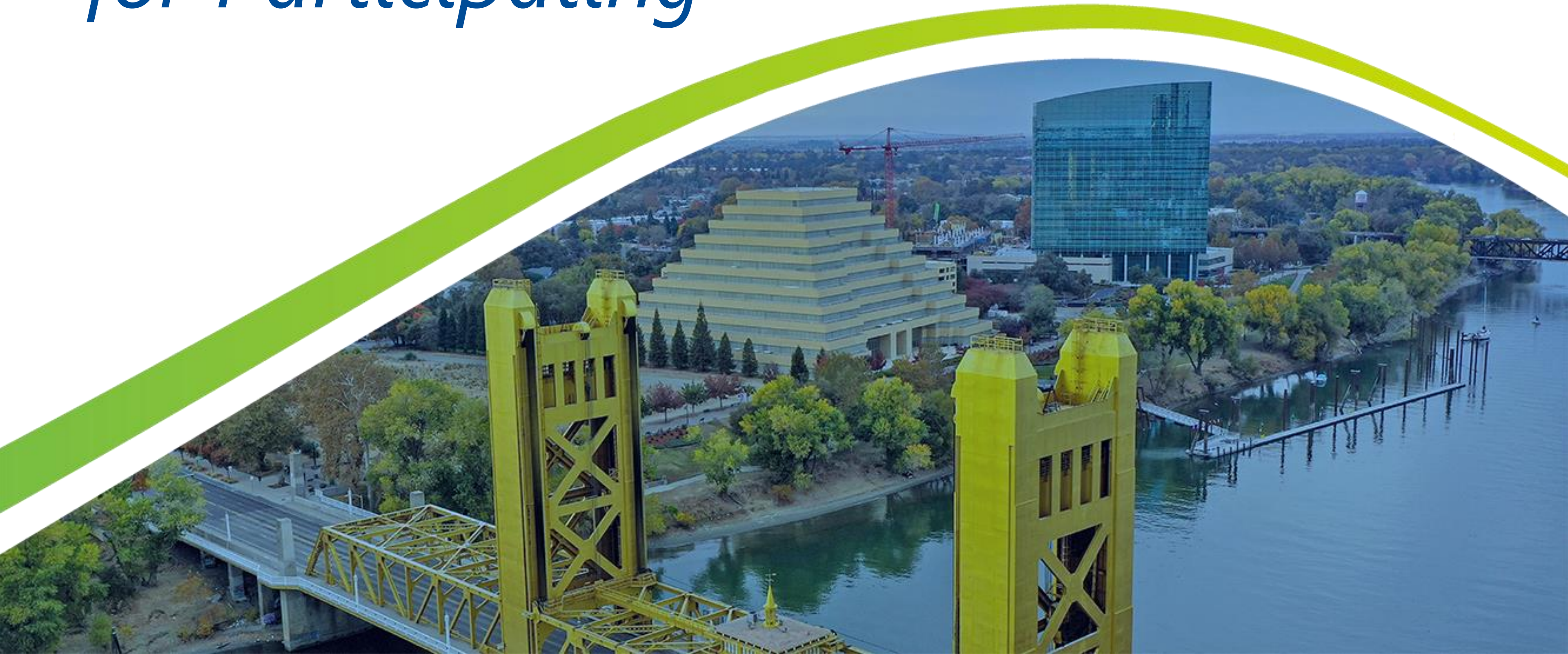


Schedule a Consultation

- Introduction to state contracting
- Cal eProcure registration and certification
- Update Cal eProcure profiles
- Find contract opportunities



*Thank You
for Participating*



CALIFORNIA DEPARTMENT OF GENERAL SERVICES



Office of Small Business
and Disabled Veteran
Business Enterprise Services

Instructor

Jon Gaskell

Business Outreach Liaison
Office of Small Business and DVBE Services
California Department of General Services

Phone 279-227-4022

Email jon.gaskell@dgs.ca.gov