



Office of
General Services

GOVBUY PROCUREMENT CONFERENCE

November 21-22, 2024

Empire State Plaza Convention Center, Albany, NY



State MWBE and SDVOB Contracting Opportunities

Meeting Room 1 | 11:00 AM – 12:00 PM

MODERATOR

Tryphina Ramsey, Director, OGS Office of Business Diversity

PANELISTS

Lori Brodhead, CS2, OGS Office of Business Diversity

Joshua Quiles, CS2, OGS Office of Business Diversity

Session Introduction/Purpose

How can MWBEs and SDVOBs participate in government procurements?

This session will overview the New York State MWBE and SDVOB requirements, how to navigate government agencies and authorities, and how to participate in discretionary awards. The session will also provide key information for outreach and recruitment techniques for private companies with diversity goals.



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MWBE/SDVOB Regulations

- New York State Executive Law Article 15-A requires that all State contracts (with a value in excess of \$25,000 for commodities, services, and technology or \$100,000 for construction) be reviewed to identify possible subcontracting or supplier opportunities to be performed or supplied by New York State Certified Minority and Women-Owned Business Enterprises (MWBE).
- Article 3 of the New York State Veterans' Service Law requires that all State contracts (with a value in excess of \$25,000 for commodities, services, and technology or \$100,000 for construction) be reviewed to identify possible subcontracting or supplier opportunities to be performed or supplied by New York State Certified Service-Disabled Veteran-Owned Businesses (SDVOBs).
- If such opportunities exist, MWBE and SDVOB goals will be included in the solicitation document and final contract. Only the Procurement Services MWBE goal review and determination process is conducted by the OGS Office of Business Diversity (OBD).



New York State's Procurement Process

The Order of Purchasing Priority for Agencies

- First: Preferred Sources (DOCCS, Corcraft, NYS PSP, NYSID)
- Second: Centralized State Contracts (Commodity, Services & Technology), SDVOB Set-Aside
- Third: Agency or Multi-Agency Established Contracts - established by an agency/multiple agencies. They must determine if such a contract exists that meets its form, function, and utility requirements, and if the contract is structured to allow for inter-agency use. (*SDVOB Set-Aside)
- Fourth: Agency Conducts Its Own Procurement, Including Discretionary Spending (\$50,000/\$750,000 MWBE/SDVOB/SBE)



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Where do I find Opportunities?

- **NYS Contract Reporter** – www.nyscr.com
 - Register for an account to be notified when an opportunity that meets a set criteria is being advertised.
- **NYS OGS public website** - <https://ogs.ny.gov/procurement>
 - Monitor the NYS OGS public website. Most opportunities and relevant information is posted on our website as opportunities are advertised.
- **Outreach Campaigns via NYS Contract System**
 - Emails are disseminated to all NYS certified MWBEs meeting the profiles required per the advertised opportunity.
 - Please ensure that your business description, commodity codes, and email address are accurate and updated regularly.



Where do I find Opportunities? cont'd

- **Design and Construction Interested Subcontractor/Supplier**
 - Register for the online Vendor Interest Profile automatic notifications of construction opportunities.
- Contact other Gov't Organizations directly - Search archived solicitations in the NYS Contract Reporter and identify government agencies that may be looking for goods/services that your company provides.





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Commodities & Services Opportunities (Including IT)

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<https://ogs.ny.gov/procurement/ogs-centralized-contracts>

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Real Estate Design & Construction **Procurement** Government Support Resiliency & Sustainability Do Business State Employees Visit About OGS

OGS Centralized Contracts

Become an Authorized User of OGS Centralized Contracts

APPLY

- Contracts
- GOVBUY
- Bid Opportunities
- Bid Opening Results
- Procurement Resources
- Announcements
- Do Business
- Buyer Information
- Green Purchasing
- Preferred Sources
- Vehicle Marketplace
- State Procurement Council

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OGS Centralized Contracts

SEARCH

OGS Centralized Contracts

Find OGS centralized contracts by group number, award number, or title.

[View a complete listing of all statewide contracts.](#)

SEARCH CONTRACT AWARDS

See also:

[Master List of All Current OGS Statewide Term Contracts](#)

This searchable PDF file is updated monthly & contains a listing of all active contracts & contractors. Use "Ctrl+F" to search.

[Search Expired Contract Awards](#)



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OGS Centralized Contracts List

CURRENT CONTRACT AWARDS

Commodities | Services | Technology

See also: [Master List of All Current OGS Statewide Term Contracts](#)

This searchable PDF file is updated monthly & contains a listing of all active contracts & contractors. Use "Ctrl+F" to search.

Vendor Feedback System: Worked with a great vendor? Had an issue? Please tell us by [writing a review!](#)

Search:

Search by Award Number, Group Number, Title, or Keyword.

Award #	Group	Award Title	Type	Keywords
23358	01800	Road Salt, Treated Salt, & Emergency Standby Road Salt (Statewide)	Commodity	Ice, Snow, Sodium, Chloride
23300	38235	Electronic Monitoring Products and Services (NASPO ValuePoint) (Statewide)	Commodity	Radio Frequency (RF), Electronic Monitoring, Satellite Monitoring, Remote Tracking Service (GPS), Alcohol Monitoring, Base Station, Bracelet, Beacon
23273	23000	Miscellaneous Office Supplies (Statewide)	Commodity	Office Supplies, Supplies, Staples
23323	50208	Paper Roll Stock for Offset and Digital Printing (Albany Area Agencies)	Commodity	Opasque Rolls, Colored Rolls, Highspeed Inkjet Rolls, Continuous Roll Feed Paper
23297	23100	School & Art Supplies (Statewide)	Commodity	School supplies, Art supplies
PGB-23163	38207	Police Radar/Lidar Speed Enforcement & Speed Advisory Systems, Parts, and Accessories ("Police Radar/Lidar Products") (Statewide)	Commodity	Speed enforcement, Traffic safety, Radar speed signs, Message board signs
23340	31503	Bituminous Concrete – Asphalt Mixtures (2024 VPP NYSDOT Specific Projects) (Federal & State Funds)	Commodity	Paving, FOB, Warm, Shim, Course, Compaction, Paver, Roller, Cold, Milling, Pothole, Overlay
23339	31555	Liquid Bituminous Materials (2024 VPP NYSDOT Specific Projects) (Federal & State Funds)	Commodity	NYSDOT Specific Projects
23251	40404	Electric Vehicle Supply Equipment and Network Services (Statewide)	Commodity	EV, ZEV, EVS, charging, charge, CCGI, Chargepoint, Livingston, Flo, electric, Automotive



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Road Salt, Treated Salt, & Emergency Standby Road Salt (Statewide)

Contract Period: September 20, 2024 - August 31, 2025

Group: 01800

Award: 23358 (Replaces 23315)

User of Contracts: All State Agencies and Political Subdivisions

Contract Manager: Jamison Ott | 518-473-2663 | ogs.sm.sst_roadsalt@ogs.ny.gov

Contract Issued: September 20, 2024

Contract Updated: September 23, 2024

Award Information

- [Award Document](#) (PDF)
- [Contract Updates](#) (PDF)
- [Pricing](#) (Excel)
- [Price Adjustments](#) (Excel)
- [Delivery Schedule](#) (Excel)
- [Specifications](#) (PDF)
- [Insurance](#) (PDF)
- [FAQs](#) (PDF)



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Description

Road Salt is used for snow and ice control. Treated Salt is granular sodium chloride (Rock Salt) treated with corrosion inhibited liquid magnesium chloride – Types 1 and 2. These are filed requirement contracts which require the Authorized User to purchase 50% of their filed requirement. Automatic price increase becomes effective once deliveries exceed 120% of the Authorized User's filed requirement.

There are MBE and WBE participation goals totaling 30% for certain counties on this contract. There are 0% SDVOB participation goals.

[Review a Vendor](#): Sharing your experience helps OGS to improve vendor performance.

Register for Updates

Keep up-to-date on this award by registering with the OGS Purchaser Notification Service. Use classification code 12.

REGISTER NOW

Customer Service:

Office of General Services
New York State Procurement
Customer Services Coordination
38th Floor, Corning Tower
Empire State Plaza
Albany, New York 12242



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SECTION 1: INTRODUCTION**1.1 Contractor Information**

NOTE: See individual contract items to determine actual awardees.
 See separate document **PRICING** for contact information to place NYS Contract Orders.

Contract #	Contractor Name & Address	Contract Admin	Federal ID#/ NYS Vendor ID#
PC70460	American Rock Salt Co LLC PO Box 190 Mt. Morris, NY 14510	Phone #: 888-762-7258 Contact: Jamie A. McClain Title: Marketing Manager Email: Jamie.McClain@AmericanRockSalt.com	16-1516458 1000008297
<i>Contractor <u>does not</u> accept NYS Procurement Card</i>			

Contract #	Contractor Name & Address	Contract Admin	Federal ID#/ NYS Vendor ID#
PC70461 SB	Apalachee LLC 1423 Highland Ave Rochester, NY 14620	Toll Free #: 800-724-5037 Phone #: 585-442-4131 Contact: Ellen Pouthier Title: VP Sales Email: Sales@ApalacheeSalt.com	47-2089879 1100213604
<i>Contractor <u>does not</u> accept NYS Procurement Card</i>			

Contract #	Contractor Name & Address	Contract Admin	Federal ID#/ NYS Vendor ID#
PC70462	Atlantic Salt Inc 134 Middle Street, Suite 210 Lowell, MA 01852	Phone #: 978-453-4911 Contact: Donna Capillo Title: Assistant Corporate Secretary Email: DCapillo@EasternMinerals.com	13-2914699 1000026327
<i>Contractor <u>does not</u> accept NYS Procurement Card</i>			

Contract #	Contractor Name & Address	Contract Admin	Federal ID#/ NYS Vendor ID#
PC70463	Cargill Incorporated – Salt, Road Safety 24950 Country Club Blvd, Suite 450 North Olmsted, NY 44070	Toll Free #: 800-600-7258 Contact: Adam Donegan Title: Government Sales Lead Email: Salt_customerarcareroadsafety@Cargill.com	41-0117680 1000048669
<i>Contractor <u>accepts</u> NYS Procurement Card orders for up to \$50,000.</i>			



OGS Bid Calendar

Bid Calendar

Description	Bid Opening Date	Bid #	Group #
Production of American Sign Language Videos	TBD	2862	
Executive Director	2024-10-17	2925	
Outside Counsel for Energy Related Issues	2024-10-21	2887	
Food Distribution Inventory Management System Technical Consulting Services	2024-10-22	2912	
Heavy Equipment - NASPO & Sourcewell Piggybacks (Statewide)(PHASED SOLICITATION OPENED 8/21/2024)	2024-11-05 (CLOSING DATE)	23345	40625
Gasoline and E-85 (Statewide)	2024-11-14	23344	05600
OCM Marketing-Advertising Services	2024-11-20	2847	
Office of Cannabis Management - Community Reinvestment Program Grants	2024-12-13	2816	
Vehicles, Class 1 – 8 (Statewide),(23166)(*Continuous Recruitment*)	*Continuous Recruitment*	23166	40440



How can I participate if the contract is already in place?

- Locate the contract which you are interested in participating in
 - Contact the current Prime and express interest as a subcontractor or supplier
 - The Prime Contractor must request to add you as an authorized reseller
- ✓ Check periodically to see when the contract will be renewed so you can position yourself to compete as a Prime Contractor





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OBD Discretionary Spending Best Practices

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State Finance Law

- Under State Finance Law § 163, the discretionary buying threshold for commodities, services, and technology not available from Preferred Sources or from OGS centralized contracts is typically \$50,000 for State agencies and \$85,000 for OGS agency-specific contracts and OGS Business Services Center (BSC) contracts made on behalf of customer agencies (NOTE: There is also a \$125,000 threshold for SUNY, however this does not fall under SFL 163).
- Higher discretionary buying thresholds apply to purchases from New York State small businesses (\$500,000), certified minority- and/or women-owned business enterprises (MWBES) (\$750,000), certified service-disabled veteran-owned businesses (SDVOBs) (\$750,000), and purchases of recycled or remanufactured commodities or technology (\$500,000); and purchases of food, including milk and milk products grown, produced or harvested in New York State (NYS Foods) (\$200,000), or animal or plant fiber products grown, produced, harvested, or processed in NYS, and textile products manufactured from animal or plant fiber grown or produced predominantly in New York State (NYS Textiles) for which the threshold is \$200,000.



OBD Discretionary Spending Best Practices

How does an Agency determine when a Discretionary purchase is needed?

- A goal request form is sent to OBD for review and research. OBD makes recommendation based on available vendors whether or not an MWBE/SDVOB Discretionary is applicable.

How are MWBE/SDVOB vendors solicited?

- MWBE/SDVOB vendors are solicited via emails, obtained from the OBD Office.
- When notified of the procurement release, the OBD office will also do their own outreach to solicit such vendors.

Which internal group/unit reaches out to the MWBE/SDVOB community?

- Both the contracting unit and the OBD.



OBD Discretionary Spending Best Practices, cont'd

How is the winning vendor determined?

- Depending on the nature of the solicitation, by best value scoring performed by an Evaluation Committee (RFP/RFQ) or lowest price provided (IFB).

Centralized Contract Usage

- If purchasing off a centralized contract, confirm if there are MWBE/SDVOB goals and whether those MWBE/SDVOB subcontractors/suppliers listed can be used for this product or service.
- For centralized contracts with goals, the Primes are not mandated to satisfy the goal on the one purchase or service. However, they may intend to utilize their resellers or subs to some degree, and if so, you want to claim credit.





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Questions?