



Connecting Small and Disabled Veteran Owned Businesses with State & Utility Contracts



California State Small Business and Disabled Veteran Enterprise Goals

All California State Agencies are required to do 25% of their procurement and contracts with Small Businesses and 3% with Disabled Veteran Owned Business Enterprises (DVBE).

*“**Small Business Procurement** – Governor Schwarzenegger's Executive Orders **S-02-06** and **S-11-06** calls for all State agencies, departments, boards and commissions to achieve a goal of 25 percent small business participation in state procurements and contracts. **Military and Veterans Code 999-99.13** directs all State agencies, departments, boards and commissions to achieve a goal of 3 percent DVBE participation in state procurements and contracts.*”

Small Business is defined as 100 employees or less and average annual gross revenue of \$14 million or less over the previous three tax years. DVBE eligibility is a service related disability of 10% or more as declared by US Dept. of Veterans Affairs.



Department of General Services (DGS) – Five Steps

1. Register Your Business with E Procurement. www.eprocure.dgs.ca.gov
2. Become a California Certified Small Business or Disabled Veteran Owned Business Enterprise. Go to www.getcertified.dgs.ca.gov
3. Use the California State contracts Register (CSCR). The CSCR connects business to government, providing an easy-to-use, on-line publication which lists services and construction contracts over \$5,000, commodity contracts over \$50,000, and IT goods contracts over \$100,000.
4. CMAS- Look into becoming a California Multiple Awards Schedules Contractor.
5. Market your business to the state agencies.



CPUC Contracting with Small & DVBE Businesses

- The CPUC has a designated Small Business/DVBE Liaison to respond to your inquiries.
 - Bezawit Dilgassa at smallbiz@cpuc.ca.gov 1-800-253-0500
- The CPUC has its own Business website to bring the necessary information to you. www.cpuc.ca.gov/smbus
- The Commission often has consultant and contracting opportunities available. Go to the website www.cpuc.ca.gov and click “contracting opportunities”.
- The State Agencies want your business. The goal is to procure 25% from Small Businesses and 3% from DVBE.



Utility Supplier Diversity Program

Under the authority of the CPUC **General Order 156**, utility companies with gross revenues greater than \$25 Million annually, are required to participate in the Supplier Diversity Program and are to develop and implement measures to increase the utilization of Women, Minority and Disabled Veteran Owned firms in their procurement activities.

Program goal is participation of 15% minority owned firms, 5% women owned firms and 1.5% DVBE.



Utility Supplier Diversity Program

CPUC **General Order 156** governs the Subcontracting Program for all energy, telephone and water company utilities.

“It is the policy of the utility that women, minority, and disabled veteran owned businesses shall have the maximum practical opportunity to participate in the performance of contracts”.

- Each Utility shall establish and maintain a subcontracting program for the purpose of encouraging its prime contractors to utilize Women, Minority, Disabled Veteran Business Enterprise (WMDVBE) Subcontractors.
- Each Utility shall include in its annual report to the Commission a summary of Prime contractor progress in increasing the participation of WMDVBE subcontractors



SUPPLIER CLEARINGHOUSE

Suppliers need to be certified by the Clearinghouse (CHS) to participate in the Supplier Diversity Program

- Eligibility criteria: At least 51% owned and controlled by women and/or minorities.
- Clearinghouse does not establish DVBE eligibility, it is established by DGS provided to Clearinghouse.

For applications and more information contact the clearinghouse at:

www.thesupplierclearinghouse.com

or

Call (800) 359-7998



How to get a DGS, CPUC, or Utility Contract?



Utility Procurement & Small/DVBE Business

- Visit the company's website
 - ✓ Do they buy the product or service that you provide?
 - ✓ How are those products or services procured?
 - ✓ What are the purchasing strategies and processes of the particular corporation?
- Register in company's database if applicable
 - ✓ Update profile at least annually
- Make sure applicable certification is current
 - ✓ Small Business Association, Minority-owned business, Women-owned business and Disabled veteran-owned Business.



Questions you need to ask yourself

- ◆ Are you competitive?
- ◆ Who are your competitors?
- ◆ Are you willing to subcontract or partner?
- ◆ Who are your contacts?



Typical Selection Criteria for DGS, CPUC, & Utilities

- Responsiveness to Request for Proposals
- Competitive pricing and value added capabilities
- Good references and financial stability
- Core competency in the supplier's line of business
- Quality processes
- Electronic Data Interchange (EDI) and E-Commerce functionality
- Clean Occupational Safety and Health Records
- Certification by diversity or small business organization



Prepare Your Bid

- **Be concise**
- **Be different**
- **Be patient**
- **Be a networker**
 - with compatible businesses
 - with businesses already doing business with utility and state agencies



Be Patient and Persistent

If your **product** or **service** is one that utilities or state agencies need **and** you prove yourself with smaller opportunities, the amount of business could increase!



UTILITY SUPPLIER DIVERSITY CONTACTS

California Public Utilities Commission

Bezawit Dilgassa - smallbiz@cpuc.ca.gov or (800) 253-0500

Communications Companies

AT&T – Lisa Castillo - lc3142@att.com or (925) 901-6335

Verizon - Monica Heredia - monica.heredia@verizon.com or (909) 865-7343

Comcast- Timothy Evans-Timothy_Evans@cable.comcast.com or (925)424-0320

Cox – Esther Northrup– esther.northrup@cox.com or (619) 266-5315



Energy Companies

PG&E- Lili Kwan - LLKE@pge.com or (415) 973-7422

Southern California Edison -

Vincent Craney – Vincent.craney@sce.com or (626) 302-5608

Dennis Thurston – dennis.thurston@sce.com or (626) 302-8932

Sempra Energy Utilities- San Diego Gas & Electric Company and
Southern California Gas Company

Eric Thomason – ethomason@semprautilities.com or (858) 650-4177



UTILITY SUPPLIER DIVERSITY CONTACTS

Water Companies

California Water Service Company

Jose Espinoza jespinoza@calwater.com or (408) 367-8295

Golden State Water Company

Emma Maxey- emma@gswater.com or (909) 305-5784

California American Water Company

Holley Joy- dhana.joy@amwater.com or (619) 522-6380

San Gabriel Valley Water Company

Jackie Glover- jglover@sgvwater.com or (626) 774-2281

Suburban Water Systems

Stephanie Swenseid- sswenseid@swwc.com or (626) 543-2521

Park Water Company

Daniel Rodriguez- danny@parkwater.com or (562) 299-5118

San Jose Water

Charmaine Jackson- charmaine_jackson@sjwater.com or (408) 918-7226