# Supplier Orientation "Path to Partnership"





### Welcome!





Julian Andrea Bailey
Marketing Outreach Specialist
Communications, Training & Outreach
MBE Certifications

Julian.Bailey@doas.ga.gov

Phone: 404-651-9704

## Agenda

- Overview of State Purchasing
- Georgia Procurement Manual
  - ➤ Order of Precedence
  - Competitive Bidding Requirements
- Georgia Procurement Registry
- Team Georgia Marketplace™
- eSource
- Bidders' Conferences
- E-Verify: Georgia Immigration & Security Law
- Purchasing Card (P-Card Program)
- Supplier Training
- Resources



## State Purchasing Division



- State Purchasing is the centralized office responsible for the purchase of more than \$4.5 billion of goods and services each year
- Delegates Purchasing Authority to State Agencies
- Promotes equal access and competition among suppliers
- Encourages local and small business participation

For more information, visit our website: www.doas.ga.gov

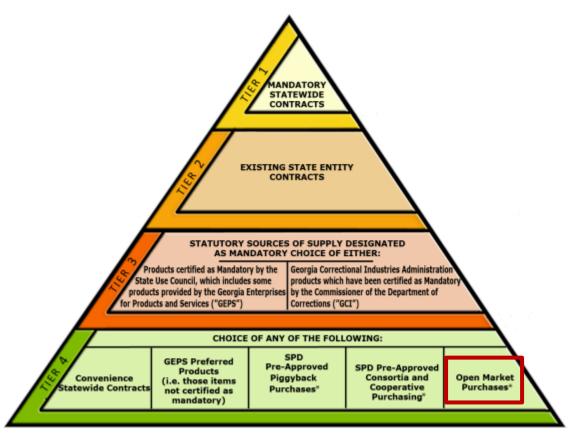
## Georgia Procurement Manual



The GPM is available online and in print format from our website. You can access both formats at any time.

## Georgia Procurement Manual

### **Order of Precedence**



- Any employee requesting the purchase of a service and/or product must first check the Order of Precedence for purchasing
- Only after checking first 3 tiers, can we procure from the Open Market

State Purchasing establishes competitive statewide contracts for a variety of products, services, and equipment that are needed by state entities. Statewide contracts include commonly used commodities such as office furniture, motor vehicles, temporary staffing and building supplies.

- Mandatory Statewide Contracts
- Convenience Statewide Contracts

Statewide contracts are put in place for an initial term with renewable options.

#### **Statewide Contract Index**

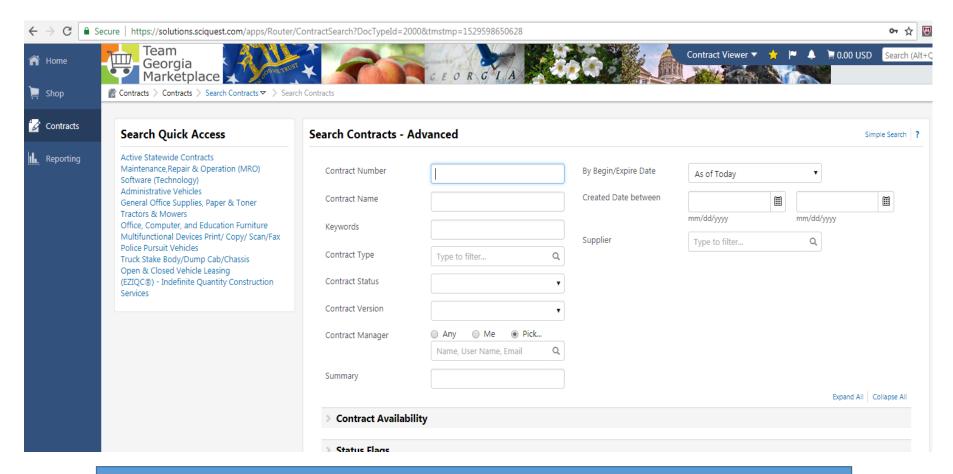


Sign in to access information on Statewide Contracts User name: tgmguest

Password:

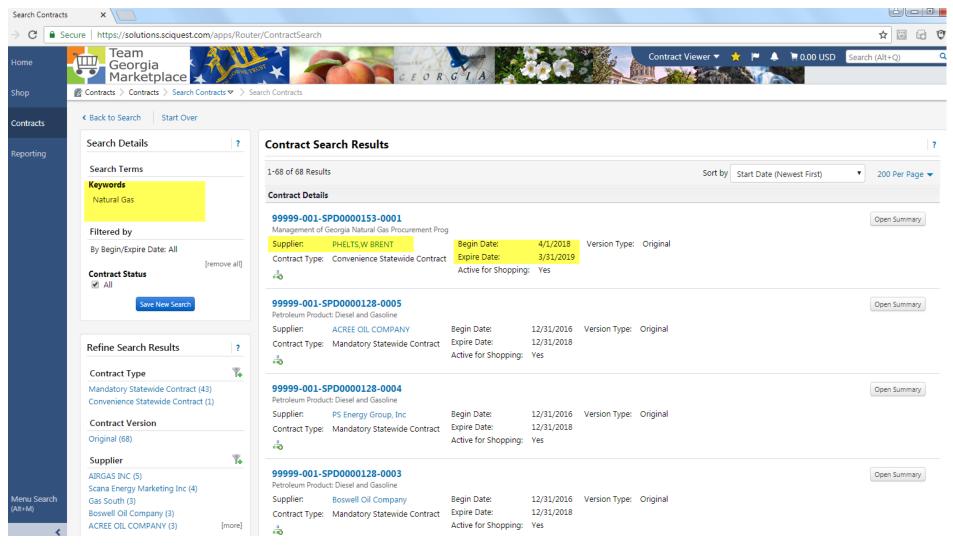
tgmguest

### **Statewide Contract Index - Search**



Use the search feature to search for information on the contract status, contract administrator, suppliers, etc.

### **Statewide Contract Index – Search Results**



## Georgia Procurement Manual



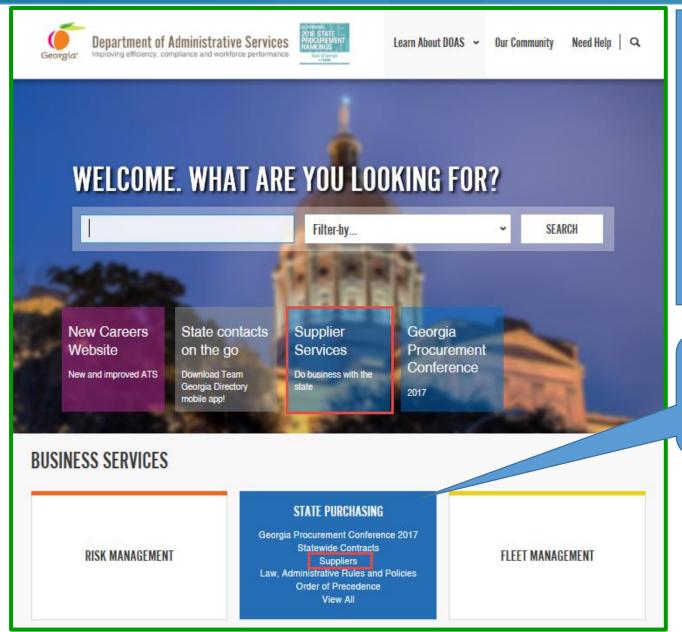


- < \$25,000 No bidding required
- ≥ \$25,000 Requires a bidding process
- Bids are posted on the Georgia
   Procurement Registry
- Sourcing methods include RFQ, RFP, RFI, RFQC
  - RFI and RFQC do not end in award
- Sourcing tools include Team Georgia
   Marketplace™ and eSource

### Under \$25K Small Business Initiative

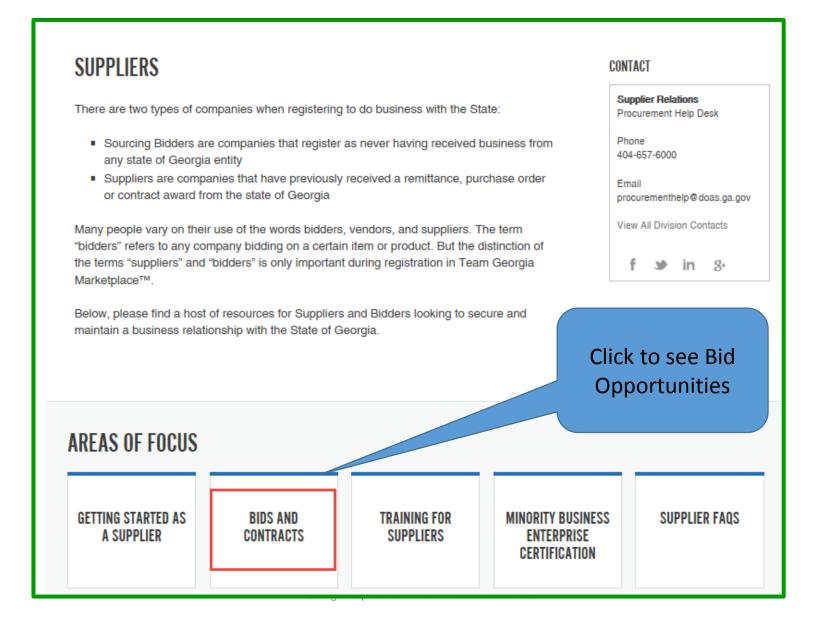
- For purchases under the \$25k bidding threshold, entities are encouraged to use small businesses to satisfy needs
- Gives entities flexibility to reach out to small businesses
- Eliminates administrative burden
- Encourages small business participation

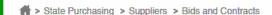




- Suppliers may view open and awarded solicitations by accessing the Georgia Procurement Registry
- Respond electronically in Team Georgia Marketplace™ or eSource

Select Suppliers under **State Purchasing** 





### Click to see Bid Opportunities

#### UNDERSTANDING BIDS AND CONTRACTS

Team Georgia Marketplace is the center for e-business matching Georgia governmen buyers with sellers. The electronic procurement system is designed to improve practic capacity, information tracking and procurement technology for government entities. Registering in Team Georgia Marketplace is the first step for companies wishing to d business with the state.

#### **Bid Opportunities**

Contract opportunities are posted by state and local government buyers via the <u>Georgia Procurement Registry (GPR)</u>, a free web-based advertising system. Suppliers should check the GPR for potential bid opportunities from Team Georgia Marketplace and eSource.

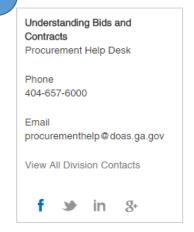
#### **Statewide Contracts**

By leveraging the state's purchasing power, State Purchasing establishes competitive statewide contracts for a variety of products, services, and equipment. State and local governments can benefit from the convenience and competitive pricing of these preestablished contracts. Statewide contracts include commonly used commodities such as office furniture, motor vehicles, temporary staffing, building supplies, and many other commodities and services. These contracts are classified as mandatory or convenience. For more information on statewide contracts, visit the Statewide Contract Index.

#### Agency/College and University Procurement Officer List

An alphabetical list of agency names, mailing addresses, telephone numbers, and e-mail

#### CONTACT



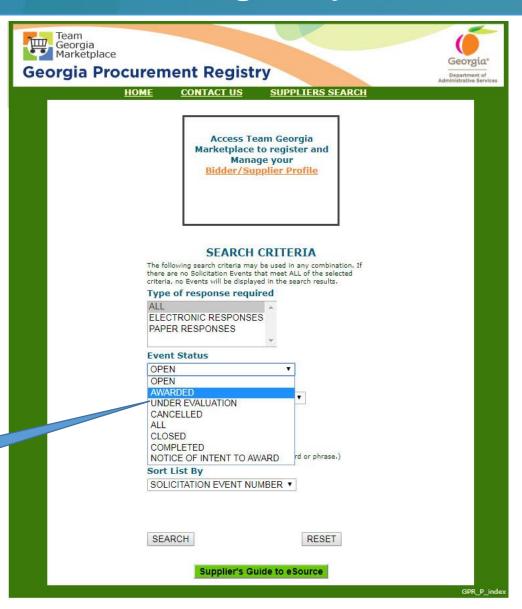
#### **RELEVANT LINKS**

Team Georgia Marketplace	<b>③</b>
Georgia Procurement Registry	<b>③</b>
ESource	<b>③</b>
Agency Procurement Officers (APOs)	<b>③</b>

#### Under the Search Criteria you can:

- Search for Open, Awarded, Under Evaluation, Closed and other solicitations
- Search several government entities
  - State Government
  - Municipalities
  - County Government
  - K-12 Public School Districts
- Search by Title and Description
- Sort List by Solicitation Event Number

Searching for "Awarded" events will help you to set your price points for bidding!



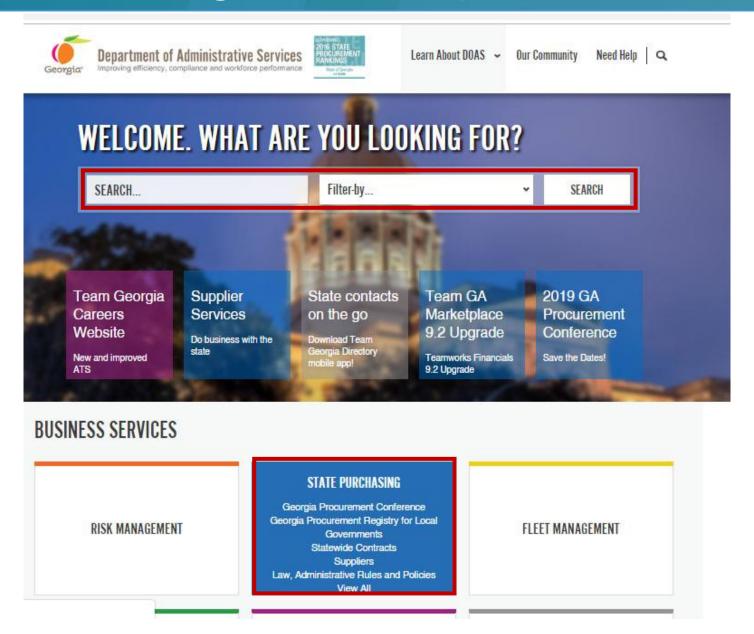
### House Bill (HB) 489 – Local Government Use of the GPR

- Effective July 1, 2018, municipal corporations, counties, and local boards of education are required to post in the Georgia Procurement Registry (GPR)
  - ➤ Goods and services bids or proposals for \$10,000 or more
  - ➤ Public works construction contracts unless exempt (i.e., emergencies)
- Entities may continue to advertise in other media (i.e., official legal organ, entity website, etc.)
- Companies will receive notifications based on NIGP
   Codes when registering in Team Georgia Marketplace™
- All inquiries should be made with the applicable government entity posting the announcement
  - Local entities are not required to follow DOAS' policies and procedures for posting guidelines, competitive solicitations, or protest procedures





The Team Georgia Marketplace™ is a set of state-of-the-art electronic PeopleSoft procurement tools. These applications are designed to be the backbone of the State of Georgia purchasing system. These tools are designed to make purchasing tasks easier.



#### STATE PURCHASING DIVISION CONTACT The State Purchasing Division (SPD) oversees the procurement functions for the State of State Purchasing Procurement Help Desk Georgia and manages all policies related to procurement. SPD negotiates Statewide Contracts and provides technical assistance to State Entities in conducting and evaluating Phone entity-specific competitive bids. We also provide electronic sourcing tools that allow 404-657-6000 procurement professionals to post and award their own competitive bids. SPD manages and monitors use of State purchasing cards, procurement tools that allow State employees to Email obtain goods and services quickly and efficiently. SPD also offers training, including a procurementhelp@doas.ga.gov certification program, to provide procurement professionals with the knowledge and skills View All Division Contacts they need to perform their job duties within the legal and policy constraints of the State of Georgia. **AREAS OF FOCUS STATEWIDE SUPPLIERS** ORDER OF SEVEN STAGES OF LAW. CONTRACTS **ADMINISTRATIVE** PRECEDENCE **PROCUREMENT RULES AND POLICIES** STATE PURCHASING PURCHASING TOOLS PURCHASING TEAM GEORGIA STATEWIDE CARD **EDUCATION AND** MARKETPLACE PROGRAMS FAOS TRAINING



The Team Georgia Marketplace™ is a set of state-of-the-art electronic PeopleSoft procurement tools including virtual catalogs provided by SciQuest. Together these applications are designed to be the backbone of the State purchasing system of the 21st century. These tools will make many purchasing tasks easier and so much more!

Team Georgia Marketplace™ is a bustling community that includes you and state employees who request goods and services to do their jobs as well as supervisors who approve requests. TGM also includes hundreds of procurement professionals across the state who manages the purchasing of goods and services that are needed to operate the business of government. Of course, Team Georgia Marketplace™ must include the businesses, large and small, who sell goods and services to the state.

This vibrant community of people comes together using the computer software that is available 24 hours a day, seven days a week to request goods and services as well as approve the requests, manage the purchases, and the contracts associated with the transactions between the State and the suppliers.

### CONTACT

#### Team Georgia Marketplace

Phone 404-657-6000

Email

procurementhelp@doas.ga.gov

View All Division Contacts









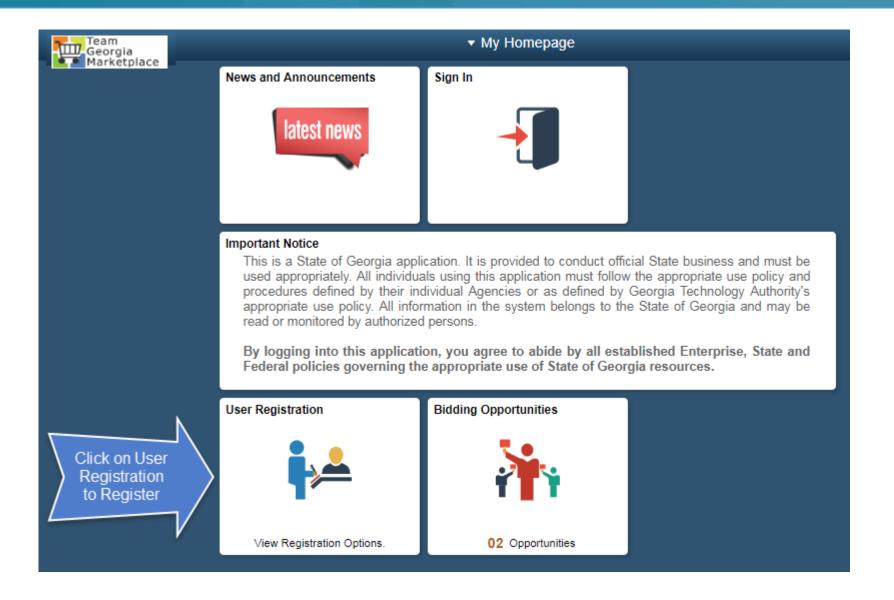
#### AREAS OF FOCUS

STATEWIDE CONTRACTS

WINDOW SHOPPER

SUPPLIER SELF-SERVICE Supplier Self-Service DRKS

**ESOURCE** 





**User Registration** 

#### Registration Unknown



Unsure of How to Register?

#### Bidder Registration



Select this option if you have never done business with State Of Georgia and register here to be able to bid on events.

More...

Register now

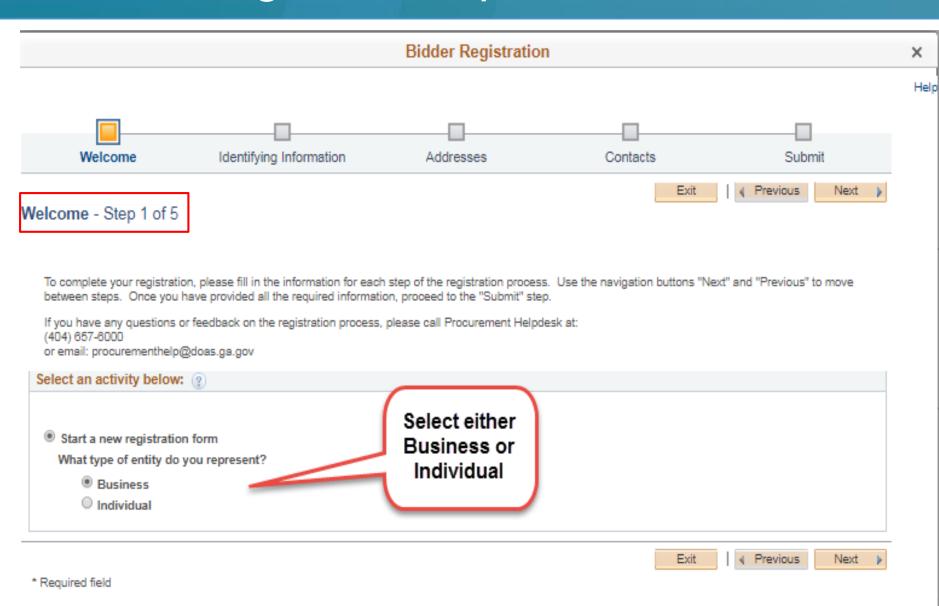
#### Add New User



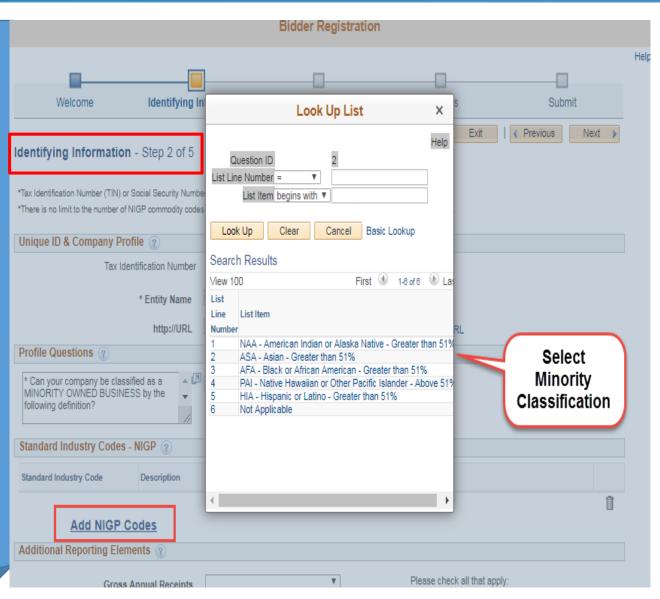
Add New User For Existing Supplier Account and to be able to see purchasing details.

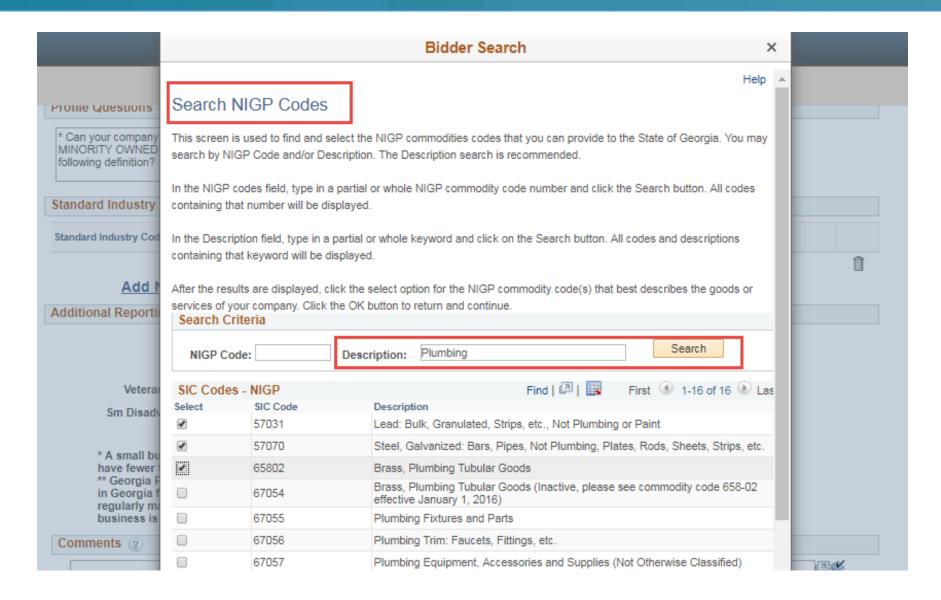
More...

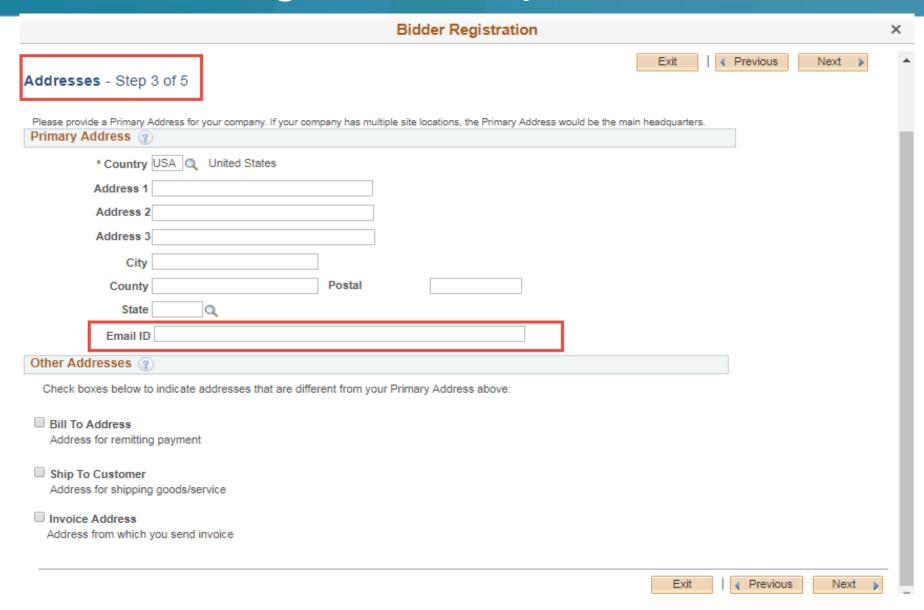
Register now

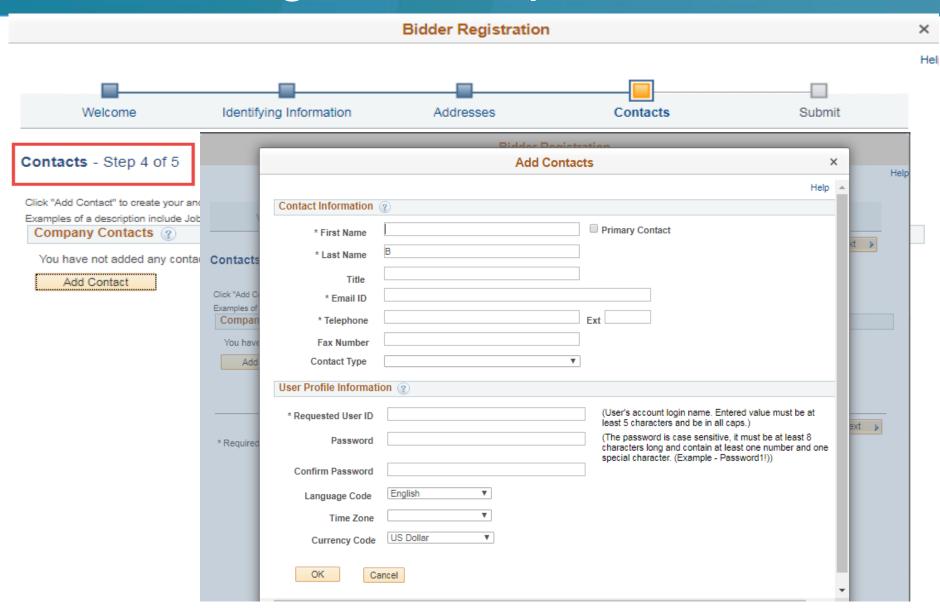


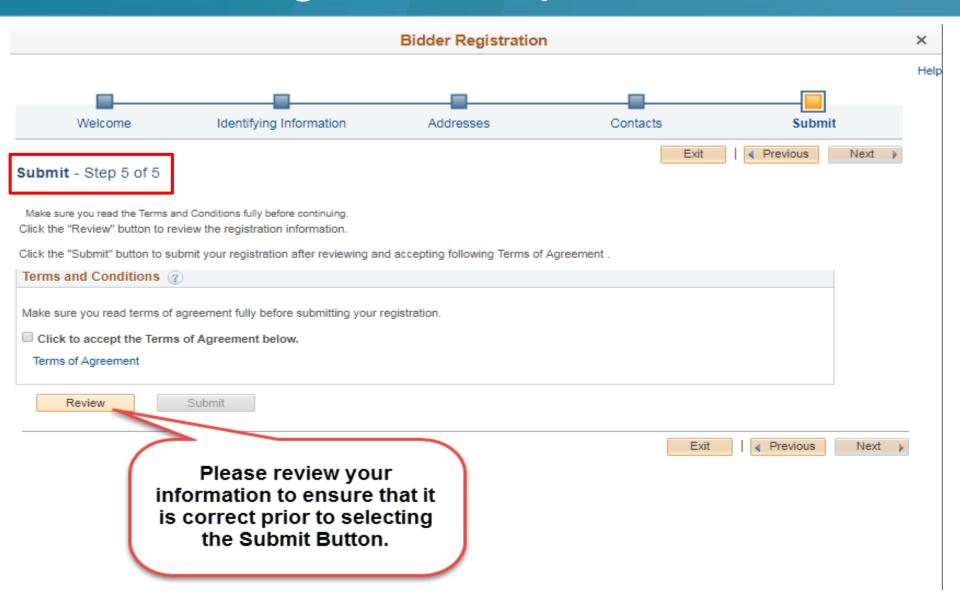
- The NIGP Commodity
   Services Code was
   developed by the
   National Institute of
   Governmental
   Purchasing to bring
   efficiency to automated
   purchasing
- The NIGP Codes provide an excellent coding structure for standardizing purchasing
- Identify which products and/or services you wish to sell to the state











### State of Georgia Business Definitions

**Georgia Resident Business**: Any business that regularly maintains a place from which business is physically conducted in Georgia for at least one year prior to any bid or proposal to the state, or;

A new business that is domiciled in Georgia and which regularly maintains a place from which business is physically conducted in Georgia, however, that place from which business is conducted shall not include a post office box, a leased private mailbox, site trailer, or temporary structure (OCGA 50-5-121, 50-5-122).

**Small Business:** A business which is independently owned and operated with either fewer than 300 employees or less than \$30M in gross receipts per year (OCGA 50-5-121, 50-5-122).

**Georgia Resident Small Business**: A business which meets criteria for both Georgia Resident Business and Small Business.



### **Business Status Considerations**

### **Minority-Owned Business**

Any business that is 51% owned and controlled by one or more minorities and is authorized to do and is doing business under the laws of the state of Georgia, paying all taxes duly assessed and domiciled within this state (OCGA 50-5-131).

• The state of Georgia recognizes five minority groups: Asian American, Native American, African American, Hispanic/Latino and Pacific Islander.

### **Certified Minority Business Enterprise**

The process for certifying as a Minority Business Enterprise (MBE) pursuant to OCGA 50-5-130 and as a Minority Subcontractor pursuant to OCGA 48-7-38 with the Georgia Department of Administrative Services (DOAS) is streamlined.

It involves using the Georgia Department of Transportation's (GDOT) Uniform Certification application and personal net worth affidavit for Disadvantaged Business Enterprises (DBEs) as the central certification forms. This will result in dual certification with both GDOT DBE and DOAS MBE.

 Georgia law permits an income tax adjustment on the state tax return of any company that subcontracts with a certified minority-owned firm to furnish goods, property or services to the state of Georgia.

## Supplier Search - Public Portal

Suppliers can be located by using various search criteria such as "GA Resident", "Small Business", "Certified Minority Vendors"

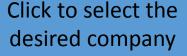
You can also search by NIGP Codes used when registering in Team Georgia Marketplace™

Be sure to enter Security Check!



## Supplier Search - Public Portal

Results will show GA
Resident, Small
Business and Certified
Minority Vendor Status





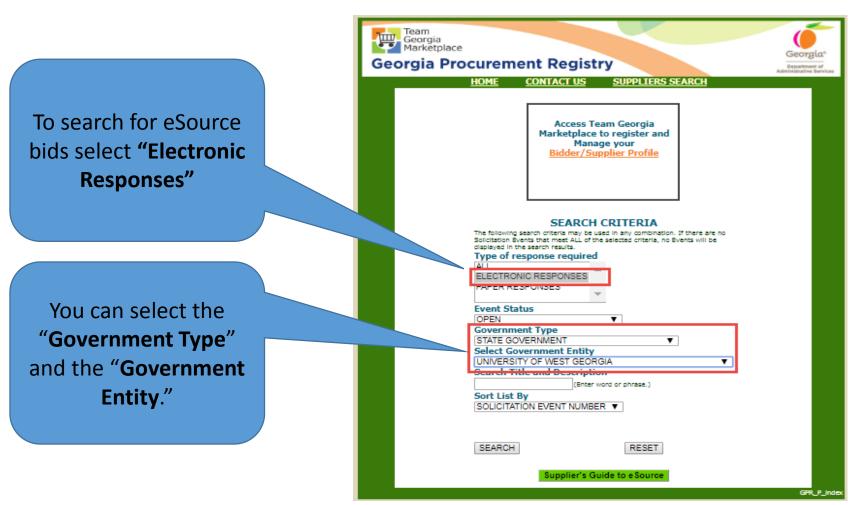
There are 58 Suppliers for this search
Suppliers 1 to 58 on this page
Click on the Select button for more information of the supplier

NEW SEARCH

#### **Supplier Search Results**

	Company Name	City	State		Small Business	Certified Minority Vendors
Select	A Plus Paving LLC	Lithonia	GA	Y	Y	N
Select	ALLEN OWENS CONSTRUCTION & PAVING INC	BLACKSHEAR	GA	N	N	N
Select	ALLIED PAVING CONTRACTORS, INC.	PENDERGRASS	GA	Y	N	N
Select	ASPHALT PAVING SYSTEMS INC	HAMMONTON	NJ	N	N	N
Select	ATLANTA PAVING & CONCRETE CONS	DORAVILLE	GA	Y	Y	Υ
Select	American Contractors Grading and Paving	LITHIA SPRINGS	GA	Y	Y	N
Select	Asphalt Paving Systems Inc	Hammonton	NJ	N	N	N
Select	BALDWIN PAVING CO INC	MARIETTA	GA	N	N	N
Select	BARTOW PAVING COMPANY INC	CARTERSVILLE	GA	Y	Y	N

eSource is a procurement sourcing and solicitation tool that enables purchasing agents of the state to electronically solicit bid opportunities. Essentially, eSource replaces the use of fax or processing paper-based solicitations.







### Georgia Procurement Registry

HOME CONTACT US

SUBSCRIBE FOR BID NOTICES

PROCUREMENT LINKS

Return for New Search

#### State Government Solicitation Event List

#### Solicitation Status - Open

21 Solicitations Events in this search Solicitations 1 to 21 on this page

\*\* Solicitation opportunities for which Suppliers must submit electronic responses.

Click on the Event number for more information.

### eSource Bids begin with the letters "**ES**".

ion Event	Event Title	Agency	Event Closing Date	Event Status
100-DBH0000551**	State Opioid Response-MAT	DEPARTMENT OF BEHAVIORAL HEALTH	Nov 9, 2018	Open
00-DJJ0000244**	Staffing Analysis Service	JUVENILE JUSTICE, DEPARTMENT OF	Nov 26, 2018	Open
ES-RFP-40500-21**	EBT Functional WIC MIS T&I System	PUBLIC HEALTH, GEORGIA DEPARTMENT OF	Dec 3, 2018	open
ES-RFP-47200-240**	USG Audit Management Software	REGENTS,BOARD OF(UNIVERSITY SYSTEM OF GEORGI	Oct 29, 2018	open
ES-RFP-50900-836**	ENDS Qualitative Research	GEORGIA STATE UNIVERSITY	Oct 15, 2018	open
ES-RFP-55100-537**	VSU Freightliner Coaches	VALDOSTA STATE UNIVERSITY	Oct 29,	open



### **Georgia Procurement Registry**



#### eSource Summary Information

\*\* Solicitation opportunities for which Suppliers must submit electronic responses.

-Have an eSource invite ID ? OR -Click Below

**Respond Now** 

-Team Georgia Marketplace Registered Suppliers-Click Below

Request an Immediate
Invite

OR --- Unregistered Suppliers ---Click Below

> Register with Team Georgia Marketplace

eSource Number	ES-RFP-40500-21
Agency Name	40500 PUBLIC HEALTH, GEORGIA DEPARTMENT OF
Contact Name	Harris, Dana
Contact Phone	404-657-4322
Contact Email	dana.harris@doas.ga.gov
Fiscal Year	2019
eSource Title	EBT Functional WIC MIS T&I System
eSource Description	The Department of Public Health intends to implement an existing EBT Functional WIC MIS T&I System and EBT Solution,to meet the EBT Mandate for October 1, 2020. The WIC MIS T&I System will be hosted at the North Atlanta Data Center. The State has concluded there are currently six (6) WIC MIS T&I Systems that will meet its requirements. GA DPH's

From: bidnotice.donotreply@doas.ga.gov <bidnotice.donotreply@doas.ga.gov>

Sent: Wednesday, October 10, 2018 1:23 PM To: Bailey, Julian <Julian.Bailey@doas.ga.gov>

Subject: eSource Solicitation Opportunity (Res (Ctrl) - S-RFP-54300-1033

eSource Announcement to Suppliers

Julian Andrea Bailey Julian.Bailev@doas.ga.gov Default Bidder Team Georgia Marketplace

KENNESAW STATE UNIVERSITY, a Georgia government entity, has posted a solicitation which is available firm was selected based on NIGP code(s) listed in your registration profile.

This solicitation entitled, Enrollment and Scheduling Consultant, is accessible for on-line viewing and reply. It PM

To access this solicitation, the following system Invitation-ID and Invitation Code are required.

NOTE: The Invitation-ID and Invitation Code are provided for this solicitation only. They are not related to you registration system. Your Invitation-ID and Invitation Code will remain valid until this solicitation closes.

Julian.Bailey@doas.ga.gov Invitation Code: eqV86OPJJ4

Click on the link below to access the eSource system: http://ssl.doas.state.ga.us/PRSapp/EQ\_vendor\_login.jsp?N=5085677

If you have any questions regarding this solicitation, you may email Ice, Catherine at cice@kennesaw.edu. Thank you for your interest in opportunities with Georgia Government.

#### Supplier's Guide to eSource

Responses to this solicitation will not be considered if submitted by Fax, Email, Post or Hand delivery. Only responses submitted via the electronic link provided in this email will be considered.

If your company does not provide this commodity or service, and you do not want to receive further notices about this commodity or service. nlease revise your NIGP Product Item Code selections on our website at:

- In order to bid on an eSource, you must have received an email invitation to bid
- Contains eSourcespecific User ID and **Password**
- Can only be used for that eSource
- Not the same User. **ID/Password** combination as used for Team Georgia Marketplace



### **Georgia Procurement Registry**



### State of Georgia eSource System

#### **Supplier Response**

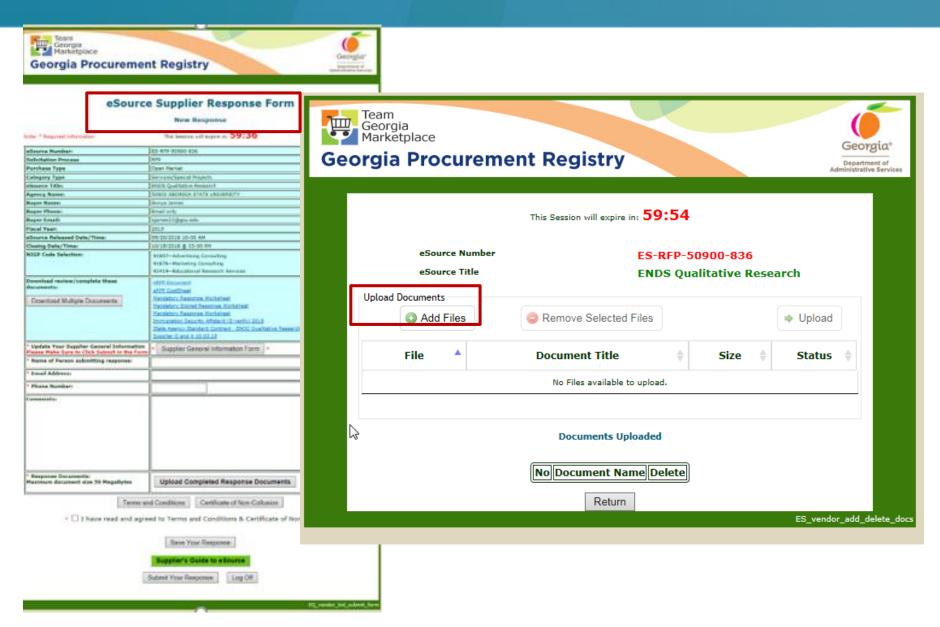
eSource Number:	ES-RFP-40500-21		
eSource Title:	EBT Functional WIC MIS T&I System		
eSource Close Date/Time:	12/03/2018@12:00 PM EST		

Please enter the Invitation-ID and Invitation Code supplied to you in an email message by The State Purchasing Division for this solicitation.

Invitation- ID:	
Invitation Code:	

Submit

EQ\_publicVendor\_login







#### **eSource Supplier Response**

eSource Number: ES-RFP-50900-836

eSource Title: ENDS Qualitative Research
eSource Close Date/Time: 10/15/2018 @ 03:00 PM EST

Your RFP response has been recorded by the eSource system. Buyers will not be able to view any responses until after the solicitation closes. You will receive an email confirming the submission of your response. If you do not receive an email within 2 Hours please contact:

AGENCY: GEORGIA STATE UNIVERSITY

CONTACT PERSON: Sonya James
CONTACT PHONE: Email only
CONTACT EMAIL: sjames22@gsu.edu

After the solicitation close date expires additional information will be available at the posting of the Notice Of Intent to Award (NOIA) or the Notice Of Award (NOA) via the

Georgia Procurement Registry (GPR) website

Close Window

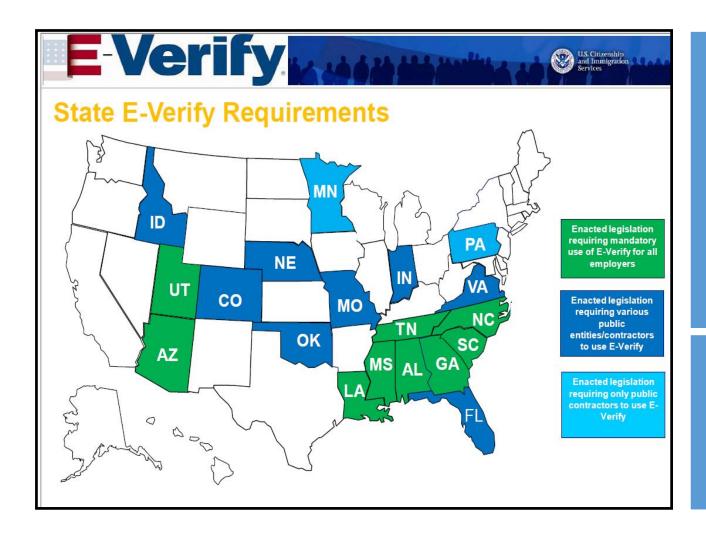
EQ\_vendor\_bid\_submit\_post

### Bidders' Conferences

- Public meetings that occur prior to the closing date of the solicitation to distribute information
- Pre-bid/Bidders'/Offerors'
   conferences may be conducted
   for the purpose of allowing
   suppliers to participate in a site
   visit to the physical location
- The solicitation must identify any such public meeting and define whether or not a supplier's attendance at such public meeting is mandatory
- If it is mandatory, you MUST attend to participate in solicitation!

There is 100% chance the winner of the contract is in the room for Mandatory Conferences!

### eVerify: Georgia Immigration and Security Law



Effective 7/1/13, all contractors and subcontractors who provide services over \$2,499.99 in value must enroll in E-Verify if you employ one or more employees.

\*\*Not required for contracts solely involving the purchase of goods by a government agency\*\*

## State of Georgia Purchasing Card Program

### **Benefits of Credit Card Acceptance**

- Reliability If Visa regulations are followed, face-to-face transactions are guaranteed. For internet, mail order & telephone transactions, payments from the State are very low risk
- Security No returned checks, no cash loss or theft
- Convenience Faster payments (usually paid within 24 – 48 hours). No Accounts Receivable hassles, following up on invoices or need to wait for checks and then deposit them – payment is streamlined. This equates to better cash flow
- Increased Sales Merchants that accept cards generally benefit from higher average tickets and higher total sales
- Customer Preference and Convenience –
   "...more cards than all other major payment brands combined" according to Visa, Q4 2006



### Supplier Training

Training includes web-based videos, quick reference guides, webinars, and classroom-based **Orientations and Seminars** across the State!



#### SUPPLIER TRAINING

#### **Supplier Orientations**

Supplier orientation sessions feature information on how to register your company to be on the state's supplier list and establish your eligibility to receive bid notices. At these sessions, general information will be given about the purchasing process and the various kinds of purchases that are made by government entities.

Click here to Register for a Supplier Orientation.

#### **Supplier Webinars**

During these sessions, companies are shown the steps to respond to bids in Team Georgia Marketplace and eSource. They will learn how to search the Georgia Procurement Registry for open and awarded solicitations, and download and attach required documents. They will also be shown important things to remember as they navigate through the state's procurement process. If information is needed about specific events, Suppliers are encouraged to contact the associated Buyer for said solicitation.

Visit the supplier training calendar for all scheduled Orientation and Webinar sessions.

#### **Pre-Recorded Training Webinars**

Real-time training for suppliers is listed below. Companies can view pre-recorded training webinars or review quick reference guides for assistance with Team Georgia Marketplace and eSource functions

- · Georgia Procurement Manual (GPM) for Suppliers
- Register as a Sourcing Bidder
- Maintain Bidder Information
- · Register as a Supplier
- Maintain Supplier Information
- Manage Purchase Orders
- Manage Payment Information
- Responding to a Request for Proposal in eSource
- Responding to a Request for Quote in eSource
- Responding to a Request for Qualified Contractors in eSource

#### CONTACT

#### Supplier Training

Procurement Help Desk

Phone 404-657-6000

procurementhelp@doas.ga.gov

View All Division Contacts





### Resources

Agency, College & University
Procurement Officers List

Board of Regents of the University
System of Georgia
Christina Hobbs, Business Development
Manager
Office of External Activities and
Facilities
christina.hobbs@usg.edu
(404) 657-2514

Georgia Tech Procurement Assistance
Centers (GTPAC)
Joe Beaulieu
Program Director
joe.beaulieu@innovate.gatech.edu
www.gtpac.org

Georgia Small Business Development
Centers

http://www.georgiasbdc.org

(404) 413-7830





#### **Georgia Procurement Registry**

CLOSE WINDOW

#### Agency Procurement Officers (APO)

AGENCY	NAME (APO)	EMAIL ADDRESS (APO)
ABRAHAM BALDWIN AGRICULTURAL COLLEGE	ROBBIE HAWSEY	rhawsey@abac.edu
ADMINISTRATIVE, SERVICES AGENCY	SOPHIA THOMAS	sophia.thomas@doas.ga.gov
ADMINISTRATIVE, SERVICES SWC	IRA COLLYMORE	Ira.collymore@doas.ga.gov
AGRICULTURE, DEPARTMENT OF	LATONYA AMMONS	latonya.ammons@agr.georgia.gov
ALBANY STATE UNIVERSITY	JOY CAUSEY	joy.causey@asurams.edu
ALBANY TECHNICAL COLLEGE	N/A	N/A
ALTAMAHA TECHNICAL COLLEGE	N/A	N/A
ARMSTRONG STATE UNIVERSITY	DAPHNE BURCH	Daphne.Burch@armstrong.edu
ATHENS TECHNICAL COLLEGE	STERLING DANIEL	sdaniel@athenstech.edu
ATLANTA METROPOLITAN COLLEGE	BRANDIE GRESHAM	bgresham@atlm.edu
ATLANTA TECHNICAL COLLEGE	ELLA SIZEMORE	esizemore@atlantatech.edu
ATLANTA-REGION TRANSIT LINK	N/A	N/A
AUDITS AND ACCOUNTS, DEPARTMENT OF	SHANNON KENT	kentsa@audits.ga.gov
AUGUSTA STATE UNIVERSITY	N/A	N/A
AUGUSTA TECHNICAL COLLEGE	LAUREN SCOTT	ljackson@augustatech.edu
AUGUSTA UNIVERSITY	GREGORY WOODLIEF	gwoodlief@augusta.edu
BAINBRIDGE COLLEGE	AMY SHEPHARD	ashephard@bainbridge.edu
BANKING AND FINANCE, DEPARTMENT OF	CHRISTOPHER PITTMAN	cpittman@dbf.state.ga.us
BLECKLEY COUNTY BOARD OF COMMISSIONERS	N/A	N/A
CATOOSA COUNTY BOARD OF COMMISSIONERS	N/A	N/A
CENTRAL GEORGIA TECHNICAL COLLEGE	MICHELLE SINIARD	msiniard@centralgatech.edu
OCNITO AL OTATE MOCOUTAL	1.1.	1

Georgia Department of Administrative Services

### Support & Assistance

- Supplier Services Website
  - ➤ Georgia Procurement Manual
  - ➤ Team Georgia Marketplace Training
  - ➤ eSource Supplier's Guide
  - ➤ eSource Supplier's Training (online)
- Supplier Orientation
- Supplier Webinar
- Supplier Outreach & Communications
  - ► Julian A. Bailey, <u>julian.bailey@doas.ga.gov</u> 404-651-9704
  - ➤ State Purchasing Contact Center Help Desk Email procurementhelp@doas.ga.gov
- State Purchasing Contact Center Help Desk 404-657-6000



## Summary

