Supplier Orientation "Path to Partnership"





Welcome!





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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 web site: www.doas.ga.gov

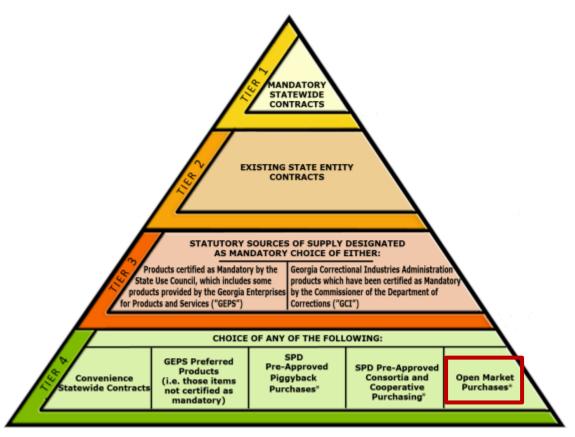
Georgia Procurement Manual



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

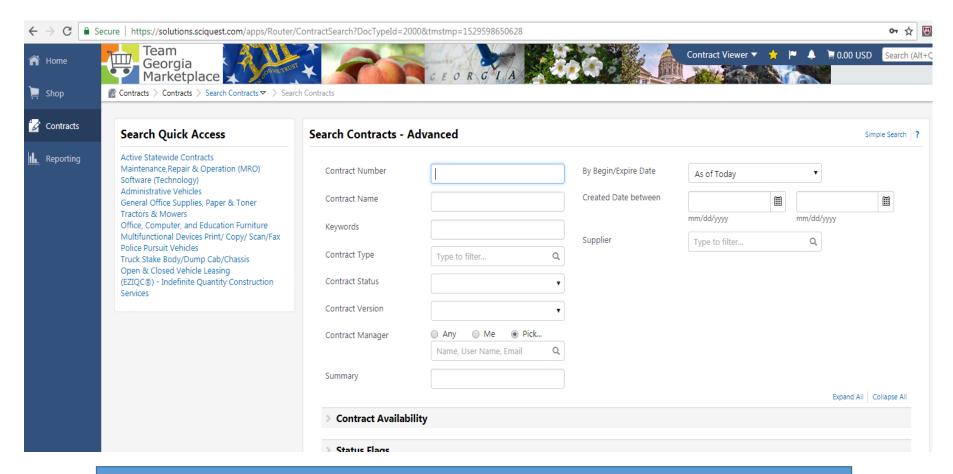


Sign in to access information on Statewide Contracts User name: tgmguest

Password:

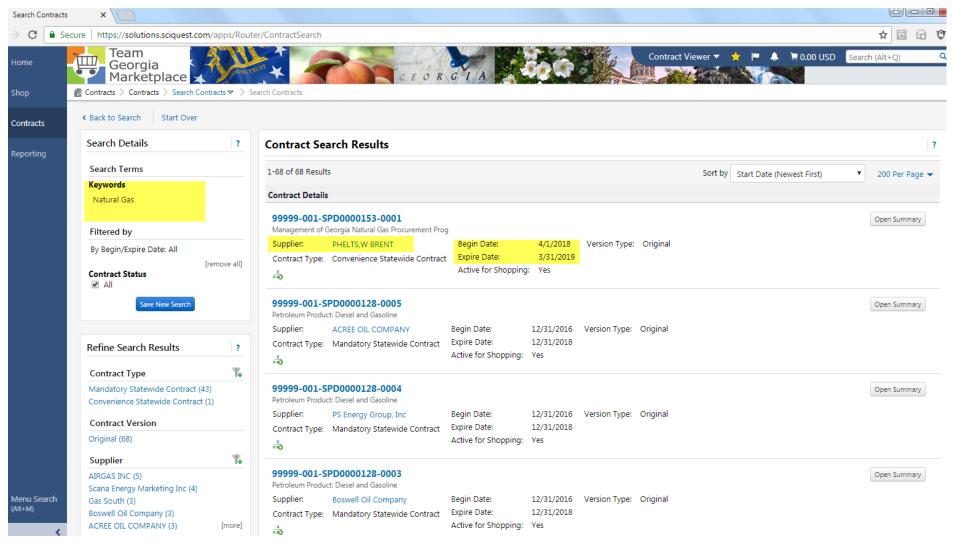
tgmguest

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



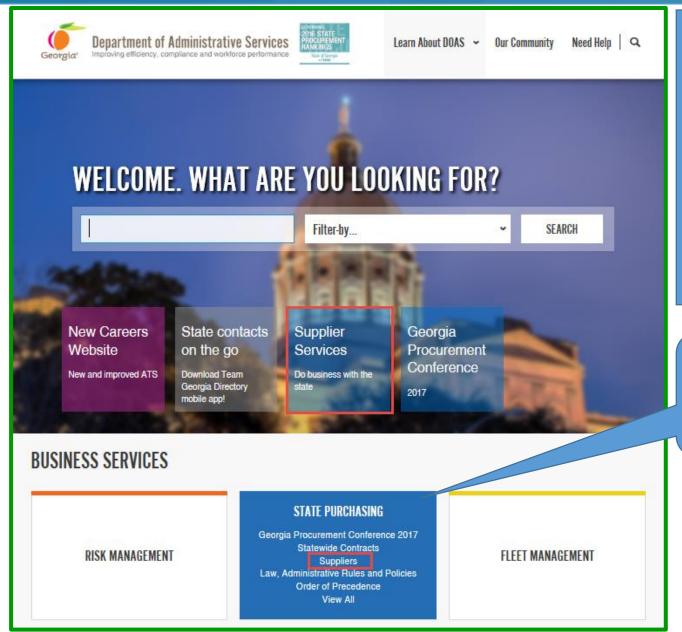


- < \$25,000 No bidding required
- ≥ \$25,000 Requires a bidding process
- Bids are posted on the Georgia
 Procurement Registry
- Sourcing methods include RFQ, RFP, RFI, RFQC
 - RFI and RFQC do not end in award
- Sourcing tools include Team Georgia
 Marketplace™ and eSource

Under \$25K Small Business Initiative

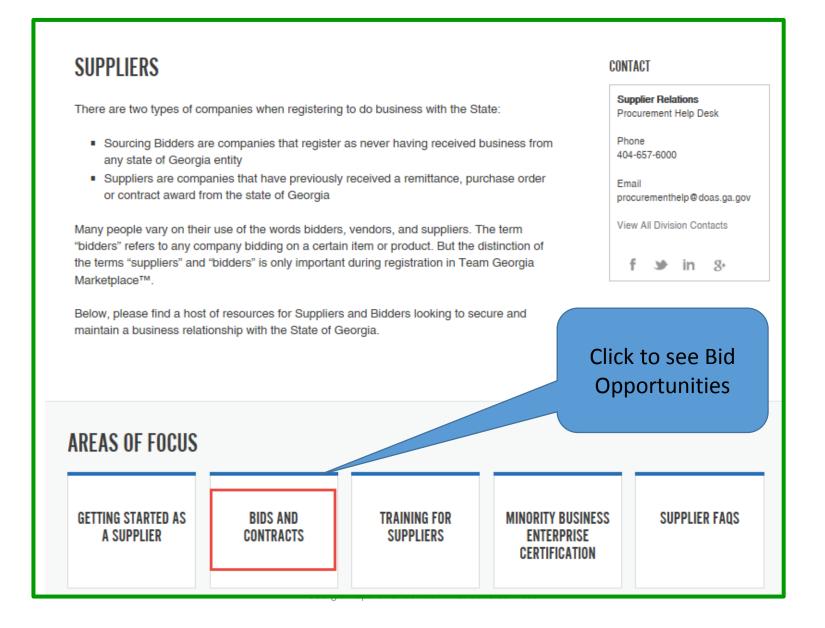
- For purchases under the \$25k bidding threshold, entities are encouraged to use small businesses to satisfy needs
- Gives entities flexibility to reach out to small businesses
- Eliminates administrative burden
- Encourages small business participation

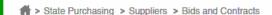




- Suppliers may view open and awarded solicitations by accessing the Georgia Procurement Registry
- Respond electronically in Team Georgia Marketplace™ or eSource

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.

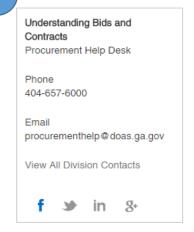
Statewide Contracts

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	③
Georgia Procurement Registry	③
ESource	③
Agency Procurement Officers (APOs)	③

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 relative government entity posting the announcement
 - Local entities are not required to follow DOAS' policies and procedures for posting guidelines, competitive solicitations, or protest procedures

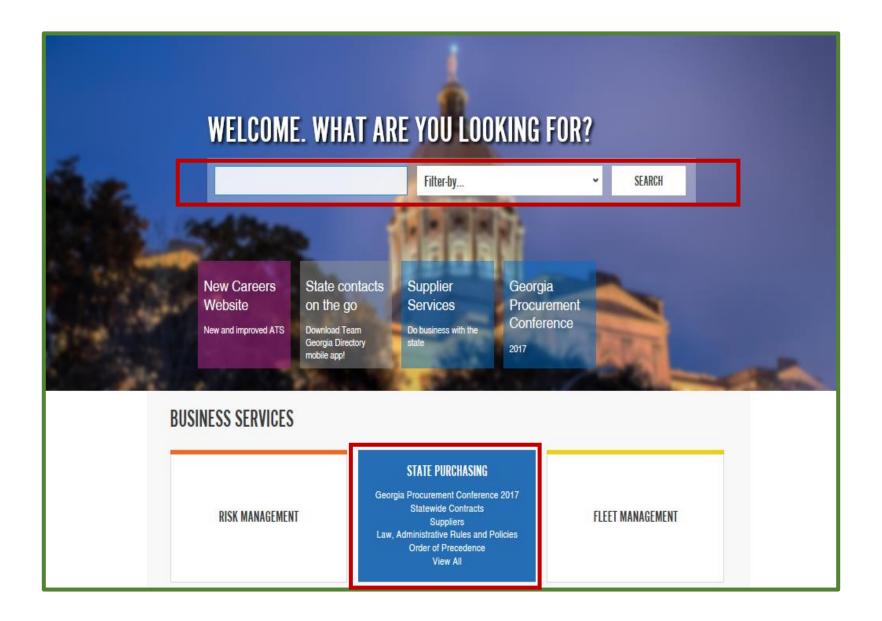


Team Georgia Marketplace™ is an electronic procurement system. It is part of an initiative launched by Governor Perdue in 2005. Since 2009, through the Procurement Transformation Initiative, we have updated and improved the practices, capacity, information tracking, and procurement technology for state entities.

New look and feel with same access and functionality with People Soft 9.2 upgrade October 9!

Supported Browsers

- Internet Explorer 11
- Firefox 17, 24, 30, 38, 42
- Google Chrome 24, 35, 43
- Microsoft Edge 20.10240, 25.10586
- Mac Users: Safari 5, 6, 7
- On IE, you may have to click on Compatibility View to use latest functions
- SAO has tested Internet Explorer 11 in 'Compatibility View'. Based on our testing, we have found that both Financials and HCM applications work well with IE11 in compatibility view.
- SAO does not support mobile devices
- Some features may not work properly if you are using an unsupported browser.



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









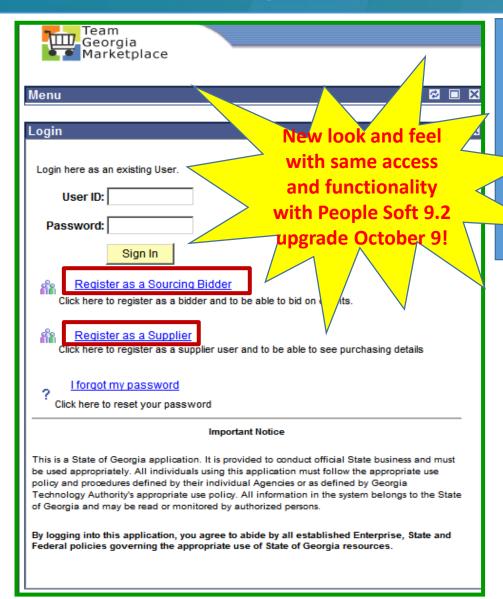
AREAS OF FOCUS

STATEWIDE CONTRACTS

WINDOW SHOPPER

SUPPLIER SELF-SERVICE Supplier Self-Service DRKS

ESOURCE



Supplier Self Service

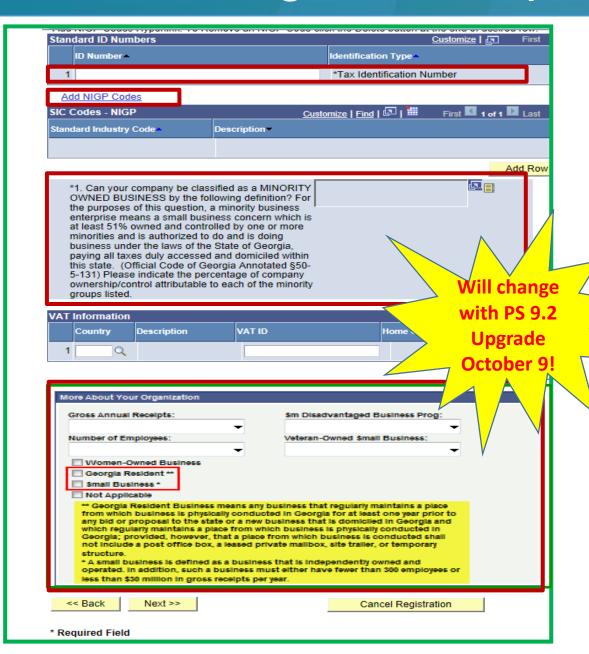
- Two-way online communication with suppliers enabling self-service access to register and change their bidder information and access to outstanding POs and payment status
 - Tool for companies to respond to electronic bids
- Less paperwork, faster communications, less administrative time, and easily available information for suppliers

Sourcing Bidder

If your company provides goods or services but has never had a purchase order, received a remittance, or been awarded a contract by the State of Georgia, you need to register as a sourcing bidder. Your company may fit into this category even if it was active in the old Vendor Registration System.

Supplier

If your company has had a purchase order, received a remittance, or has been awarded a contract by the State of Georgia, you need to register as a supplier. A company in this category will have a PeopleSoft vendor number in our Financials system.



During Registration

Sourcing Bidders

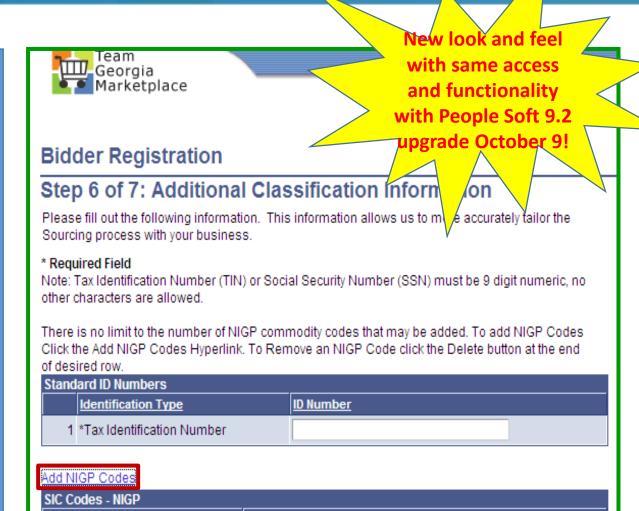
Four important sections to complete:

- Tax ID #
- 2. Add NIGP Codes
- 3. Minority Business Classification
- 4. More about your Organization

Maintain Supplier Information

- 1. Keep NIGP Codes Updated
- 2. Review Organization's Info

- 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



Description

Standard Industry Code

New look and feel Bidder Search with same access and functionality Search NIGP Codes with People Soft 9.2 This screen is used to find and select the NIGP commodities codes that you can provi ipgrade October 9! search by NIGP Code and/or Description. The Description search is recommended In the NIGP codes field, type in a partial or whole NIGP commodity code number and click the containing that number will be displayed. In the Description field, type in a partial or whole keyword and click on the Search button. All codes and containing that keyword will be displayed. After the results are displayed, click the select option for the NIGP commodity code(s) that best describes the goods or services of your company. Click the OK button to return and continue. Search Criteria Search Safety Description: NIGP Code: SIC Codes - NIGP Find | 🔎 | 🏙 First 1-60 of 60 Last SIC Code Select Description Belts, Safety; and Child Restraint Systems 05508 Vehicle Safety Systems (Including Collision Avoidance and Impact Sensing) 05591 Jacks, Safety Stands, Portable Cranes, and Parts (For Automobiles, Trucks, 07541 and Transmissions) 12041 Gates, Safety, Marine Water Safety Equipment and Supplies (Not Otherwise Classified; Rope) 12096 Float Lines, etc.)

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 Disadvantage 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"

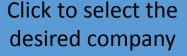
You can also search by NIGP Codes used when registering in Team Georgia Marketplace™

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

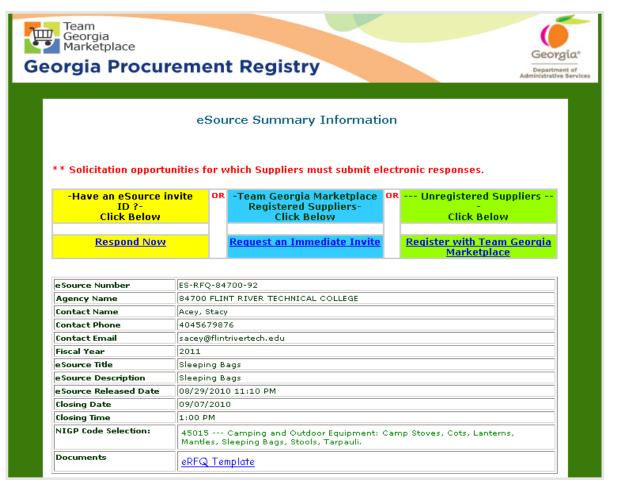
Supplier Search Results

	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

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.

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

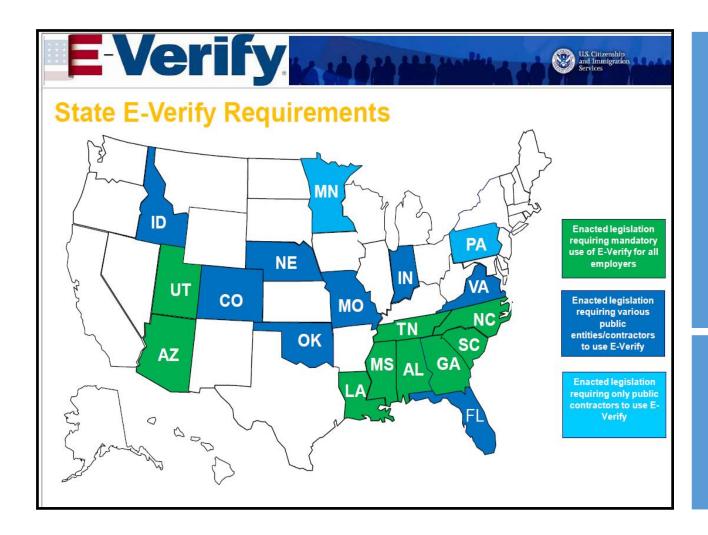


Bidders' Conferences

- 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





CLOSE WINDOW

Agency Procurement Officers (APO)

	NA NAT		
AGENCY	NAME (APO)	EMAIL ADDRESS (APO)	
ABRAHAM BALDWIN AGRICULTURAL COLLEGE	ROBBIE HAWSEY	rhawsey@abac.edu	
ADMINISTRATIVE, SERVICES AGENCY	VERNEICHER FAVORS	verneicher.favors@doas.ga.gov	
ADMINISTRATIVE,SERVICES SWC	WILLIE MOON	wmoon@doas.ga.gov	
AGRICULTURE, DEPARTMENT OF	LAURA HARDWICK	laura.hardwick@agr.georgia.gov	
ALBANY STATE UNIVERSITY	LORI BURNETT	lori.burnett@asurams.edu	
ALBANY TECHNICAL COLLEGE	N/A	N/A	
ALTAMAHA TECHNICAL COLLEGE	N/A	N/A	
ARMSTRONG ATLANTIC STATE UNIVERSITY	DAPHNE BURCH	Daphne.Burch@armstrong.edu	
ATHENS TECHNICAL COLLEGE	STERLING DANIEL	sdaniel@athenstech.edu	
ATLANTA METROPOLITAN COLLEGE	KEITH WILLIAMS	kwilliams@atlm.edu	
ATLANTA TECHNICAL COLLEGE	ELLA SIZEMORE	esizemore@atlantatech.edu	
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	
RATHROTOGE COL <u>LEGE</u>	AMY SHEPHARD	ashephard@bainbridge.edu	

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

