Supplier Orientation "Path to Partnership"





Welcome!





Julian Andrea Bailey, MBA Small Business and Supplier Diversity Manager Julian.Bailey@doas.ga.gov



Lanique Bradley
Supplier Outreach
Specialist
Lanique.bradley@doas.ga.gov

Agenda

- Overview of State Purchasing
- Georgia Procurement Manual
 - ➤Order of Precedence
 - ➤ Statewide Contracts
- Competitive Bidding Requirements
- Team Georgia Marketplace™
- Georgia Procurement Registry
- Jaggaer Sourcing Director
- Bidders' Conferences
- E-Verify: Georgia Immigration & Security Law
- Purchasing Card (P-Card Program)
- Small Business Initiative
- Georgia Business Definitions
- Resources
- Supplier Training





State Purchasing Division

<u>State Purchasing Division</u> is responsible for the purchase of more than \$4.5 billion of goods and services each year for state entities, colleges and universities. The division:

- Sets the procurement rules and regulations
- Manages procurement systems and platforms
- Issues and regulates statewide contracts
- Promotes equal access and competition among suppliers

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

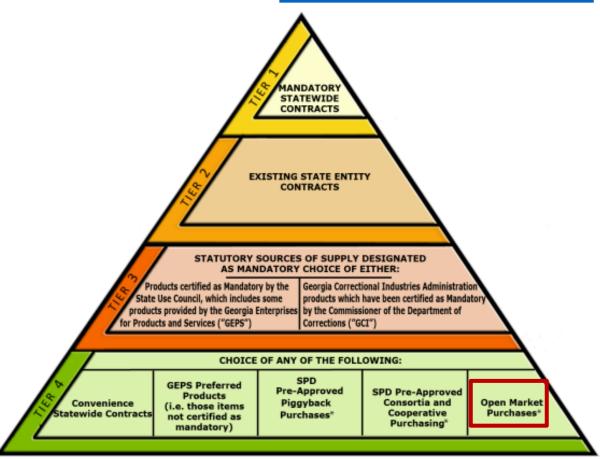
Georgia Procurement Manual



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

Georgia Procurement Manual

Order of Precedence



- Any procurement staff 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

Order of Precedence – Statewide Contracts

State Purchasing establishes competitive <u>Statewide Contracts</u> 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.

Order of Precedence – Statewide Contracts

Statewide Contract Index



Sign in to access information on Statewide Contracts User name:

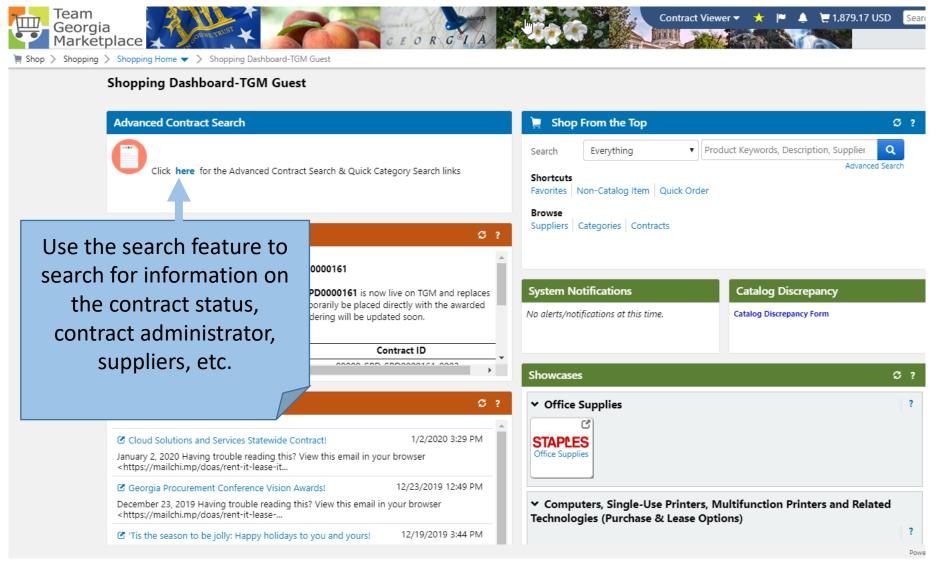
tgmguest

Password:

tgmguest

Order of Precedence – Statewide Contracts

Statewide Contract Index - Search



Competitive Bidding Requirements



- < \$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 Jaggaer Sourcing Director.



Registering in <u>Team Georgia</u>

<u>Marketplace</u>™ is the first step to doing business with the State of Georgia.

Desktop and Laptop Computers

TeamWorks Financials 9.2

(PeopleTools v. 8.55.20)

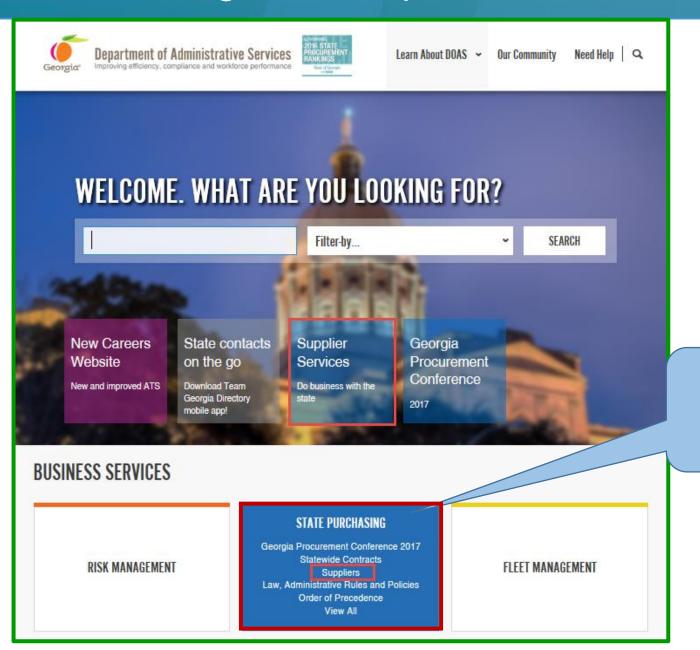
- Chrome 35, 43, 58, 69
- Microsoft Edge 39, 52
- Internet Explorer 11
- Firefox 38, 42, 52, 53, 60,62
- Mac Users: Safari 8, 9

Mobile Browsers

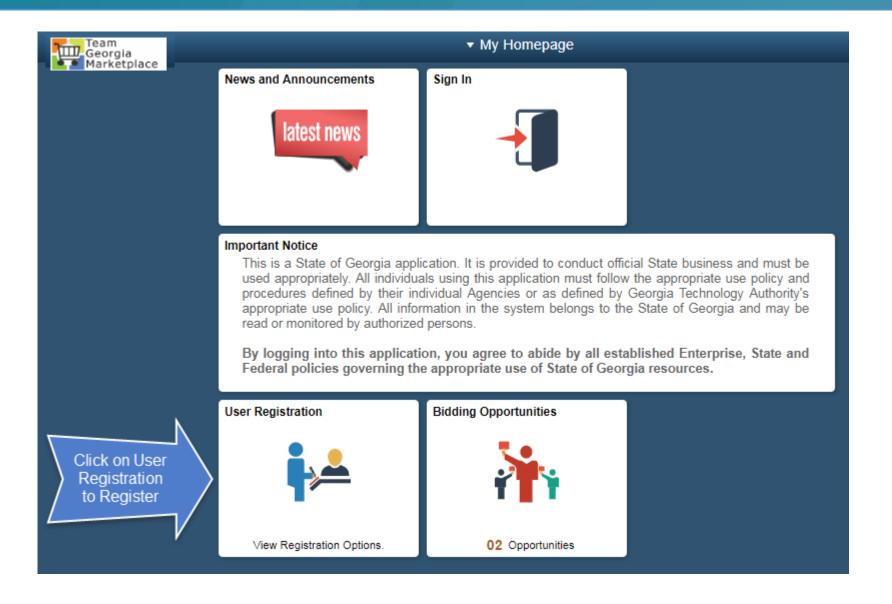
TeamWorks Financials 9.2

(PeopleTools v. 8.55.20)

- Chrome for Android 5, 6, 7, 8
- Safari for iOS 8, 9



Select Suppliers under **State Purchasing**





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

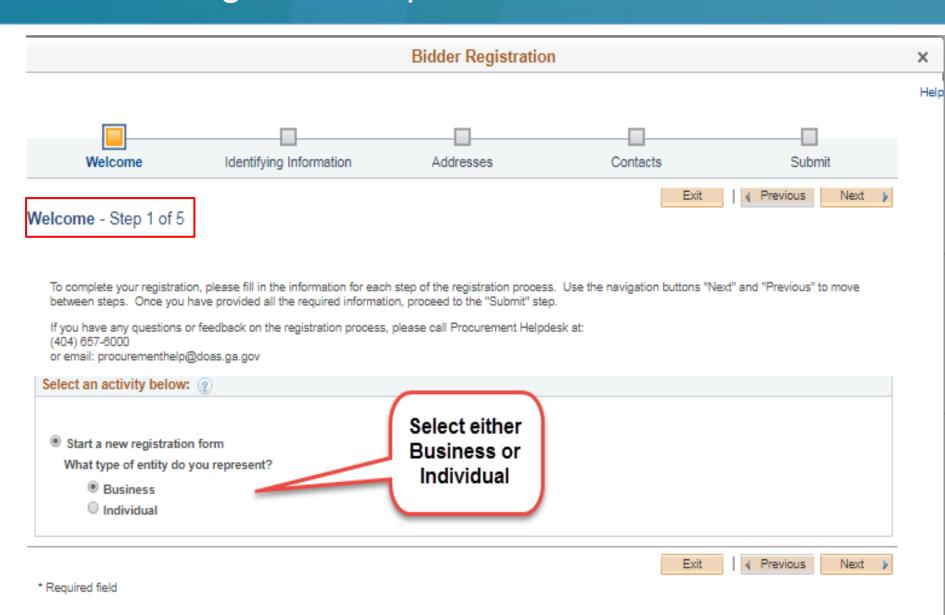
Add New User



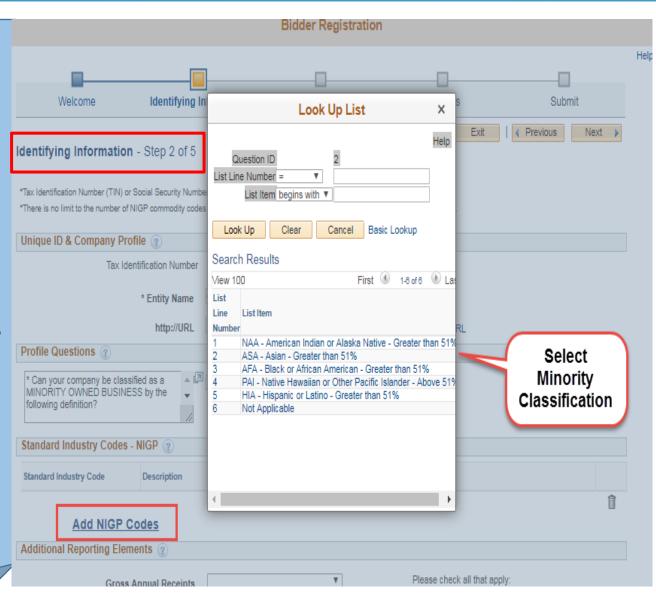
Add New User For Existing Supplier Account and to be able to see purchasing details.

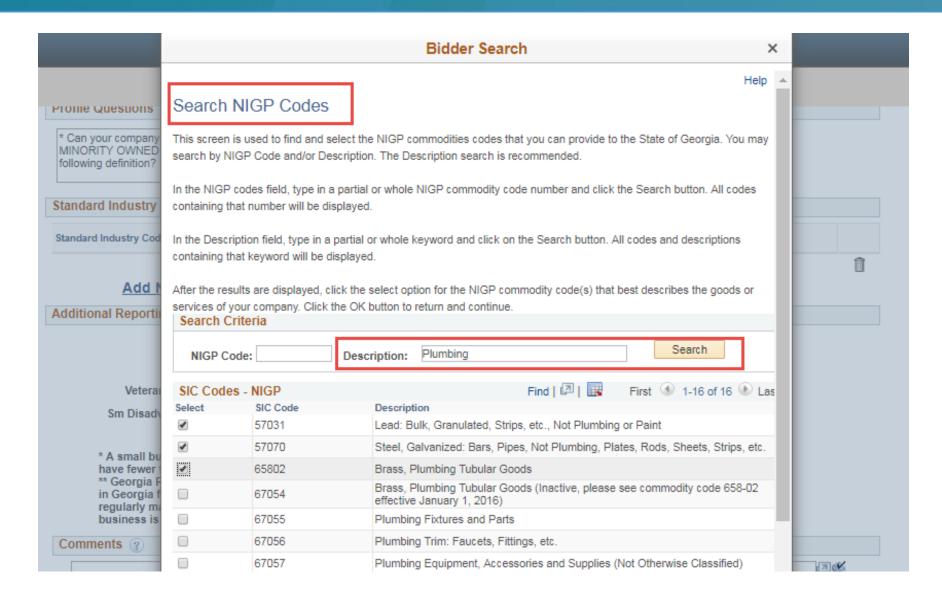
More...

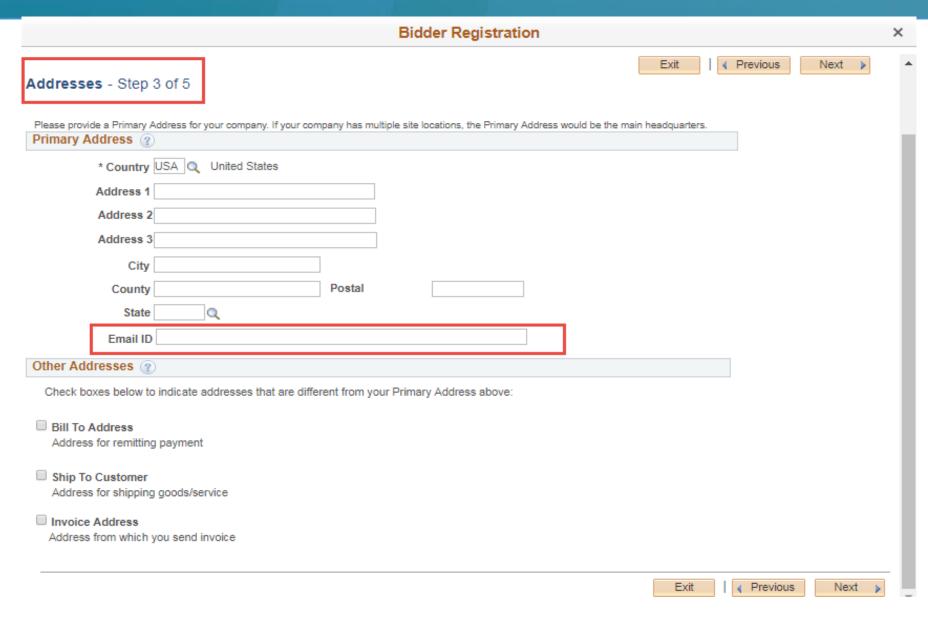
Register now

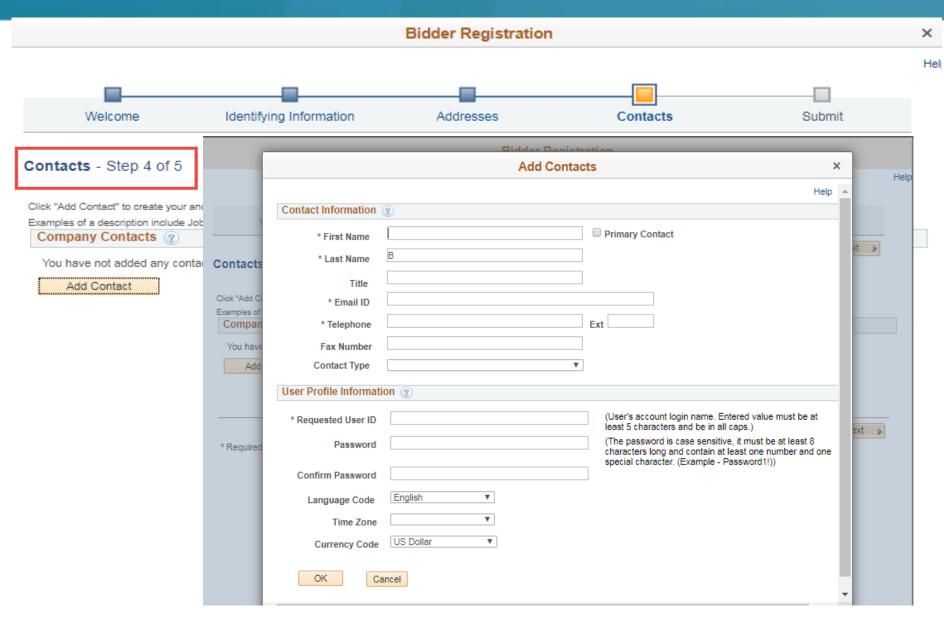


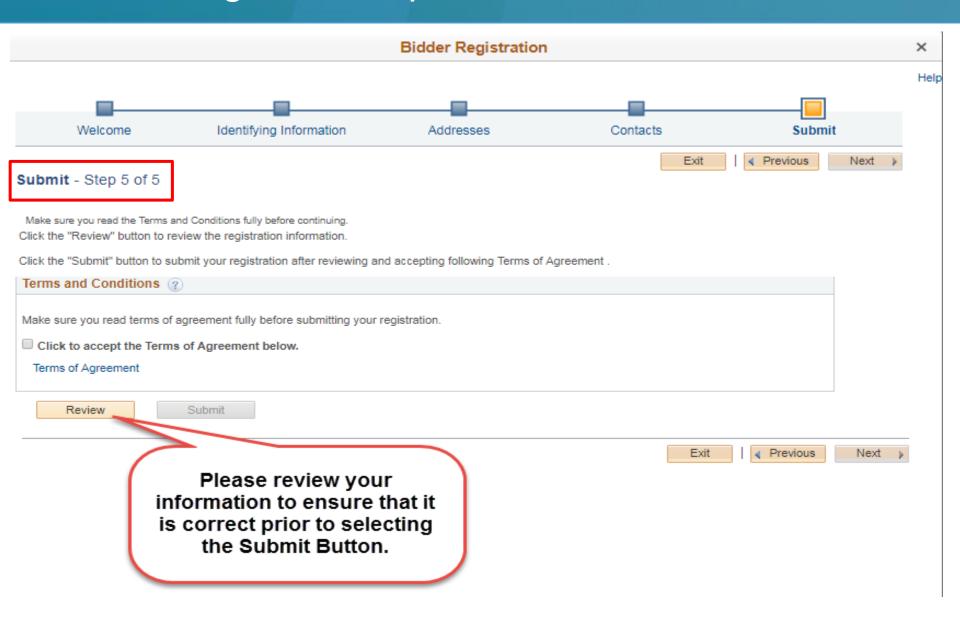
- The NIGP Commodity
 Services Code was
 developed by the
 National Institute of
 Governmental
 Purchasing to bring
 efficiency to automated
 purchasing
- The NIGP Codes provide an excellent coding structure for standardizing purchasing
- Identify which products and/or services you wish to sell to the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

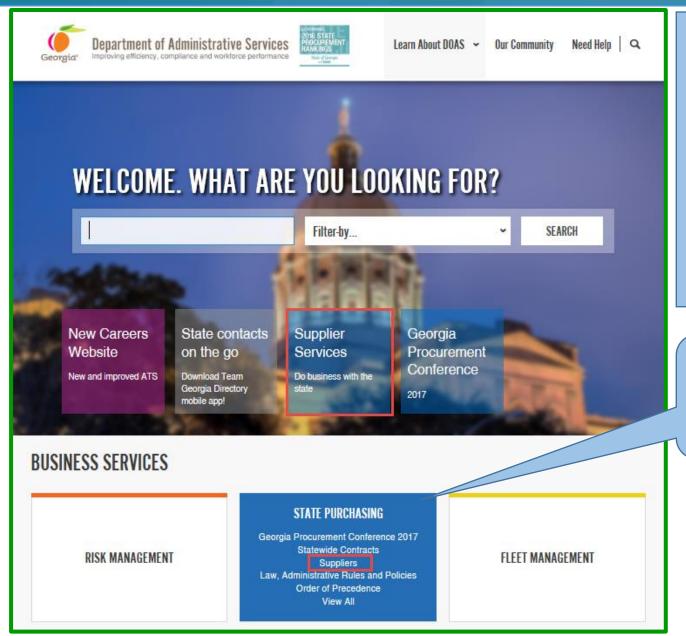






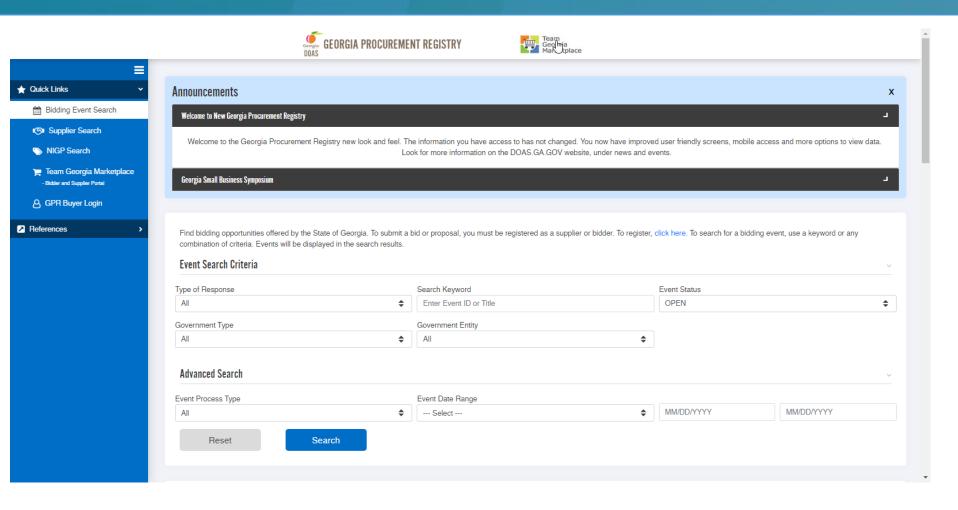






- Suppliers may view open and awarded solicitations by accessing the <u>Georgia</u> <u>Procurement Registry</u>
- Respond electronically in Team Georgia
 Marketplace™ or eSource

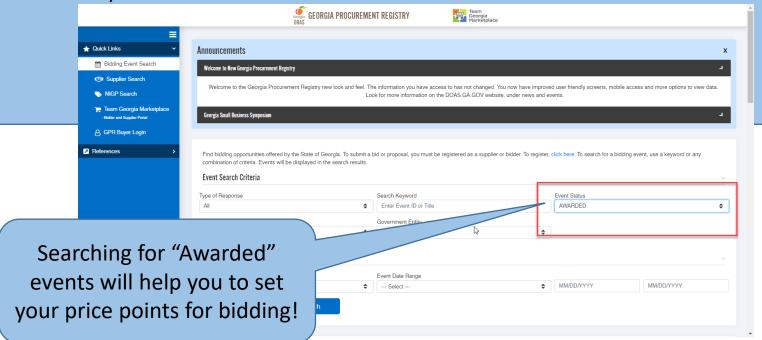
Select Suppliers under **State Purchasing**



Click here to access the Registry!

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



Local Government Use of the GPR

(Official Code of Georgia Annotated (OCGA) Section 36-80-27)

- Municipal corporations, counties, and local boards of education are required to post certain solicitations to the GPR.
 - ➤ Bid or proposal opportunity for goods, services or both valued at \$100,000 or more
 - ➤ Bid or proposal opportunity for public works construction contracts subject to Chapter 91 of Title 36 of the Official Code of Georgia valued at \$100,000 or more
- 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

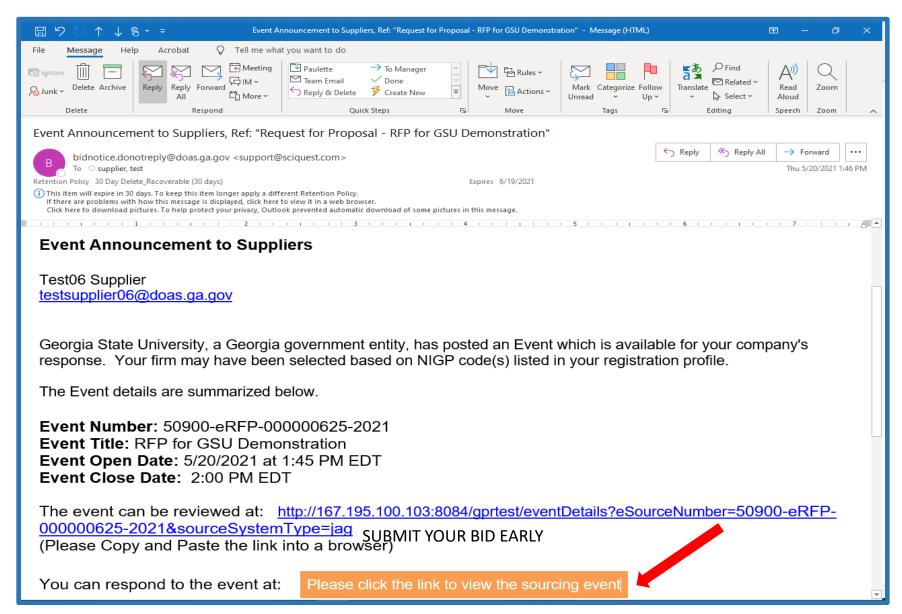


Jaggaer Sourcing Director

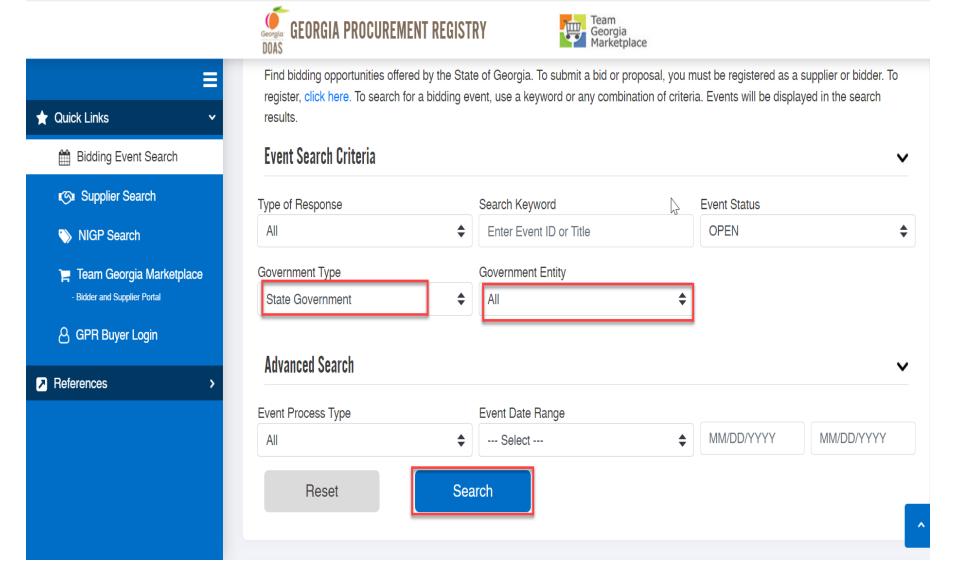


Bidding tool used by the University System of Georgia and its State Colleges and Universities

Locate the Event: System Generated Email

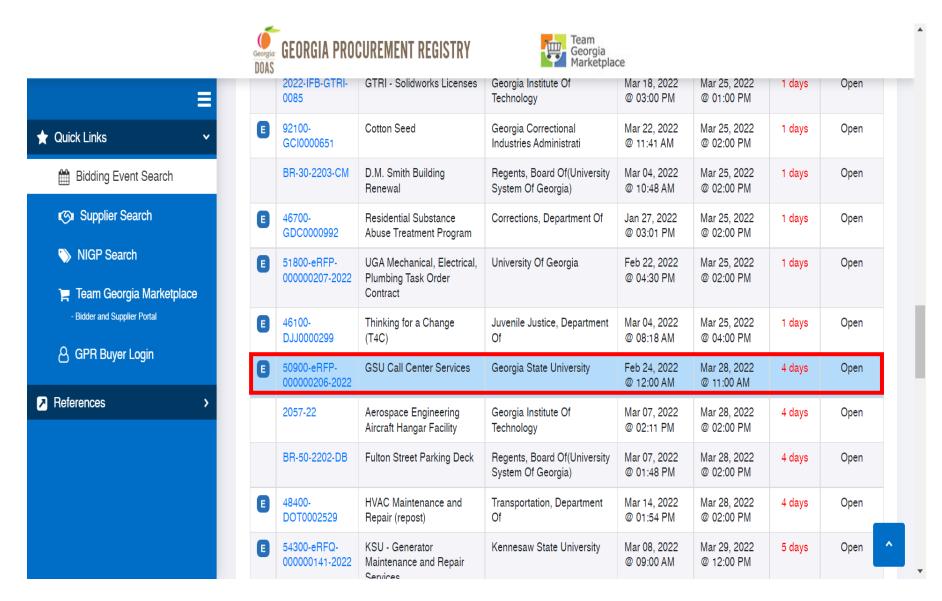


Locate the Event: Georgia Procurement Registry Search



https://ssl.doas.state.ga.us/gpr/index

Locate the Event: Selecting the College/University



Enter Email to login/Create Account



GEORGIA PROCUREMENT REGISTRY



Welcome to State of Georgia Sourcing Portal, providing our suppliers with the ability to bid on any available Sourcing Event directly online.

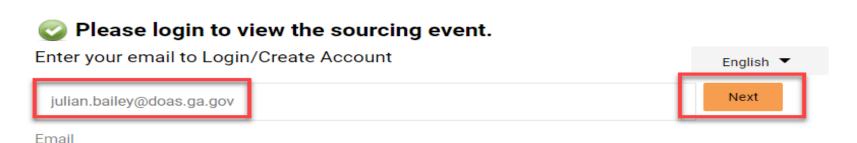
To submit a bid or proposal, you must be registered with *Team Georgia Marketplace* as a supplier or bidder. To register, click here to create account.

Please contact Procurement Help Desk: **404-657-6000 procurementhelp@doas.ga.gov** for any question.

For Step-by-Step Guide on Submitting your Response, access the Quick Reference Guide.

Forgotten your password or having trouble accessing your account?

Contact Jaggaer Supplier Support at <u>1-800-233-1121</u> option 2 or submit a support ticket into Jaggaer here.



Create an Account: Look for Email with next Steps



GEORGIA PROCUREMENT REGISTRY



Sourcing Event User Registration

Thank you for starting the registration process with State of Georgia DOAS!

Look for an email with next steps momentarily.





Please contact Jaggaer Supplier Support at +1 800-233-1121 ext. 2 for assistance.



Create an Account: Complete Registration

Sourcing Event Supplier Registration for State of Georgia DOAS





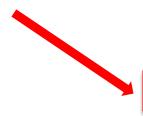
i If there are problems with how this message is displayed, click here to view it in a web browser.



Sourcing Event Supplier Registration for <u>Team</u> <u>Georgia Marketplace</u>

Dear Georgia Co, Inc.,

Thank you for starting the registration process with State of Georgia DOAS through JAGGAER. To complete your profile, registration in Team Georgia Marketplace is required prior to bidding on an event.



Once you register in the Team Georgia Marketplace, your data will be transferred to your JAGGAER account. To access your JAGGAER account, click the button below.

Complete Registration Now

Once your registration has been entered into <u>Team Georgia Marketplace</u> and verified you can log in and access the Sourcing Event GSU-Display Signs

Login to your Jaggaer Account



GEORGIA PROCUREMENT REGISTRY



Welcome to State of Georgia Sourcing Portal, providing our suppliers with the ability to bid on any available Sourcing Event directly online.

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Please login to view the sourcing event.

Enter your email to Login/Create Account

English ▼ ³²

Supplier Debriefing for RFPs and RFQs

Submitted a bid, but not selected for contract award?

- Don't give up!
- Review the evaluation results to understand why you were not successful.
- Take advantage of the State's new supplier debriefing process when applicable.
 - RFQs and RFPs that result in a contract award of \$250,000 or more, unsuccessful supplies can request a supplier debriefing.
 - Submit your request within 15 days of the Notice of Award.
 - Review GPM, Section 6.6. to learn more!

MBE Certification Program

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 ethnic minority groups:

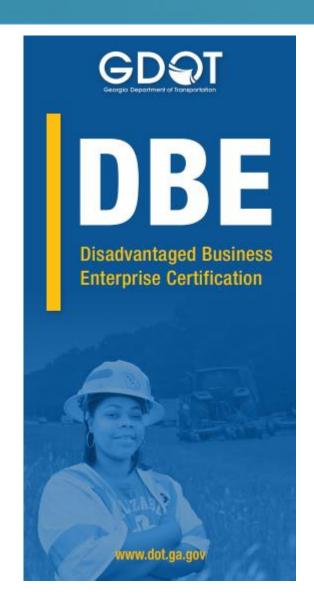
- African American
- Asian American
- Hispanic/Latino
- Native American
- Pacific Islander

Certified Minority Business Enterprise

The Minority Business Enterprise (MBE) program is a collaborative effort between the Georgia Department of Administrative Services (DOAS) and the Georgia Department of Transportation (GDOT) and provides a joint process for minority certification.

DBE Application

- The disadvantaged owner's personal net worth (not including primary residence and ownership in the business) may not exceed \$1.32 million to qualify as economically disadvantaged.
- Firms located in all Georgia counties, except Fulton, DeKalb, or Clayton, and outside of the State are certified through GDOT. <u>Click here</u> for application!
- Firms located in Fulton, DeKalb, or Clayton County must submit their applications electronically to MARTA. <u>Click here</u> for application!

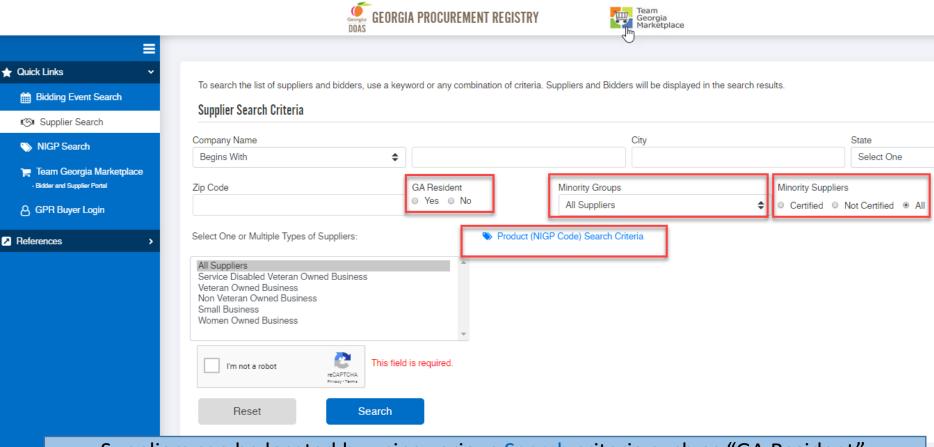


Benefits of the MBE Certification

- MBE Companies are stored in our CRM system and made available to local government and other organizations
- Companies are marked as "certified minority" and are available to be accessed through <u>Georgia</u> <u>Procurement Registry search</u>
- Georgia law allows a tax break for Georgia companies that subcontract to certified minority subcontractors (O.C.G.A. § 48-7-38)



Supplier Search - Public Portal



Suppliers can be located by using various <u>Search</u> criteria such as "GA Resident", "Small Business", "Certified Minority Vendors"

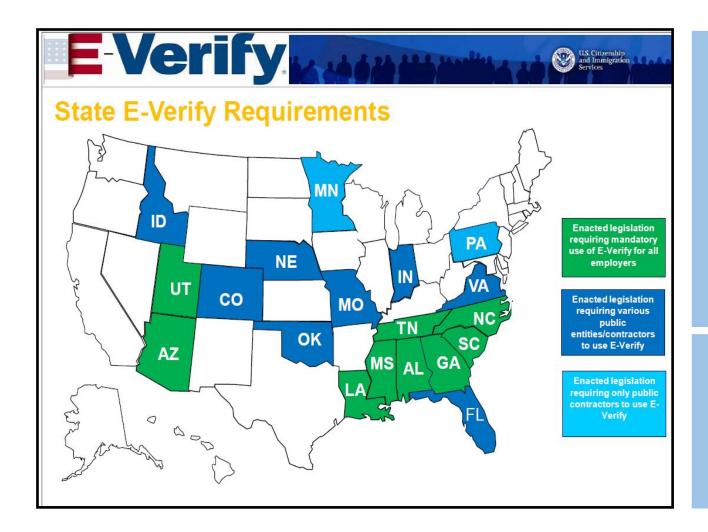
You can also search by <u>NIGP Codes</u> used when registering in Team Georgia
Marketplace™

Bidders' Conferences

- Pre-bid/Bidders'/Offerors' conferences are public meetings.
- Must be included on the solicitation.
- Can be optional or mandatory.
- If it is mandatory, you MUST attend to participate in solicitation!

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

eVerify: Georgia Immigration and Security Law



All contractors and sub-contractors 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

- Reliable
- Secure
- Convenient
- Increases Sales





State of Georgia Business Definitions

Small Business:

Small business" means a business which is independently owned and operated and:

- <u>Tier One</u>: has ten or fewer employees or \$1 million or less in gross receipts per year;
- <u>Tier Two</u>: has 100 or fewer employees or \$10 million or less in gross receipts per year; or
- <u>Tier Three</u>: has 300 or fewer employees or \$30 million or less in gross receipts per year.

For purposes of the State Purchasing Act, please note that the introduction of tiers is for **reporting purposes only** and does not impact the small businesses' participation in the state procurement process or application of state procurement rules. (O.C.G.A. Section 50-5-121)

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).

Georgia Resident Small Business: A business which

✓ meets criteria for both Georgia Resident Business and Small Business.

A one-day professional development/learning and networking symposium for small businesses.



Mission

To support Georgia-based, small businesses by providing access to the State's purchasing opportunities, create jobs and to provide economic opportunity by providing greater access to education, and business support services.

Check out our website for information:

http://doas.ga.gov/state-purchasing/supplier-services/small-business

- Used for purchases under the \$25k bidding threshold
- Gives buyers flexibility to reach out to small businesses
- Eliminates administrative burden
- Encourages small business participation



DOAS Surplus & SBA 8(a) Firms

DOAS Federal Surplus collaborates with the Georgia SBA office to help certified 8(a) firms obtain surplus property around the world at a reduced service charge.

If you are an established SBA 8(a) firm with more than two remaining years of eligibility, please contact Federal Surplus Property at doasfedsur@doas.ga.gov for more information on how DOAS Surplus can assist your operations!

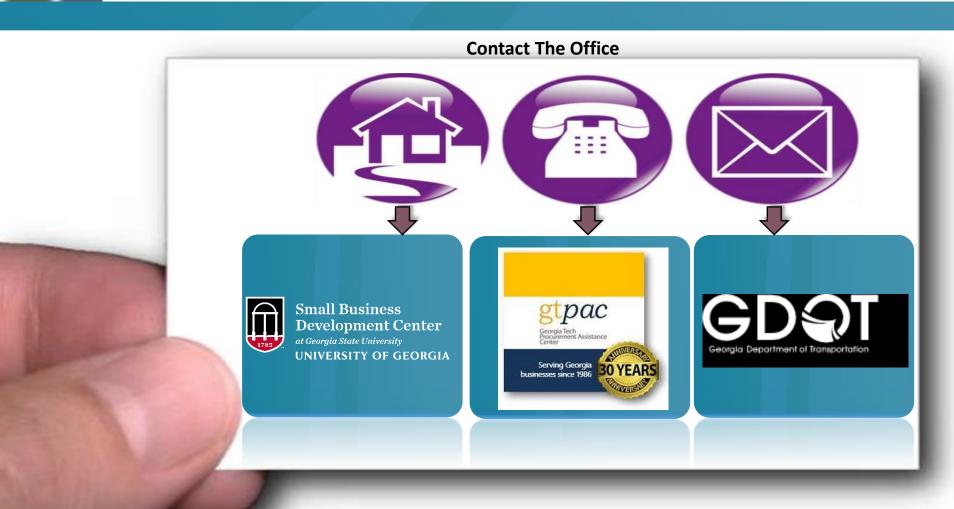






Resources and Partners





UGA Small Business Development Center (UGA SBDC)

The University of Georgia Small Business Development Center's goal is to enhance the economic well-being of Georgians by providing a wide range of educational services for small business owners and aspiring entrepreneurs.









Go to their website to see the list of training offered:

https://www.georgiasbdc.org/



Georgia Tech Procurement Assistance Center

GTPAC helps Georgia businesses identify, compete for, and win government contracts through teaching, mentoring and coaching. Their services are available at **no cost** to any Georgia business, large or small, that possesses the interest and potential to perform work — as a prime contractor or a subcontractor — for federal, state or local government agencies.

Go to their website to see the list of training offered and to sign up for their services:

https://gtpac.org/



GDOT State Supported Funding Program

Are you a certified DBE in the State of Georgia?



MH Miles Company is the Supportive Services Consultant for the Georgia Department of Transportation's **State Supported Funding Program (SSFP).** They provide training, targeted matchmaking, and one-on-one assistance to Georgia's certified DBE companies.

Please go to their website for more information:

http://gdotstateprojects.com/

GDOT Major Mobility Investment Program





The mission of the Major Mobility
Investment Program (MMIP) Program
Management Consultant (PMC) DBE
Office is to engage the DBE and
prime/contractor community to
prepare DBEs to successfully compete
for traditional and innovative
opportunities in alignment with the
delivery of the Major Mobility
Investment Program.







University System of Georgia

The University System of Georgia (USG) is composed of 26 higher education institutions including four research universities, four comprehensive universities, nine state universities and nine state colleges.

For information on doing business with USG contact:

Lisa Elliott
Strategic Sourcing Director

Lisa.Elliott@usg.edu



UNIVERSITY SYSTEM OF GEORGIA

Small Business Webpage





Learn About DOAS ~

Our Community

Need Help Q



SMALL BUSINESS

Small businesses are important to the growth and success of Georgia's economy. These businesses provide thousands of jobs for owners and employees. Georgia is ranked as the number one state for businesses.

Through the supported mission of Governor Brian Kemp and the Georgians First Commission for Georgia to become the number one place for small businesses, the Department of Administrative Services strives to enhance awareness and provide opportunities for small businesses to learn and participate in state programs and initiatives. Access to learn more about doing business with the State of Georgia.

CONTACT

Small Business

Phone 404,656,5340

Email josh borden@doas.ga.gov

View All Division Contacts

Small Business Resources Page





Learn About DOAS ~

Our Community

Need Help Q

AREAS OF FOCUS

BIDS AND CONTRACTS MINORITY BUSINESS **ENTERPRISE** CERTIFICATION

SMALL BUSINESS RESOURCES

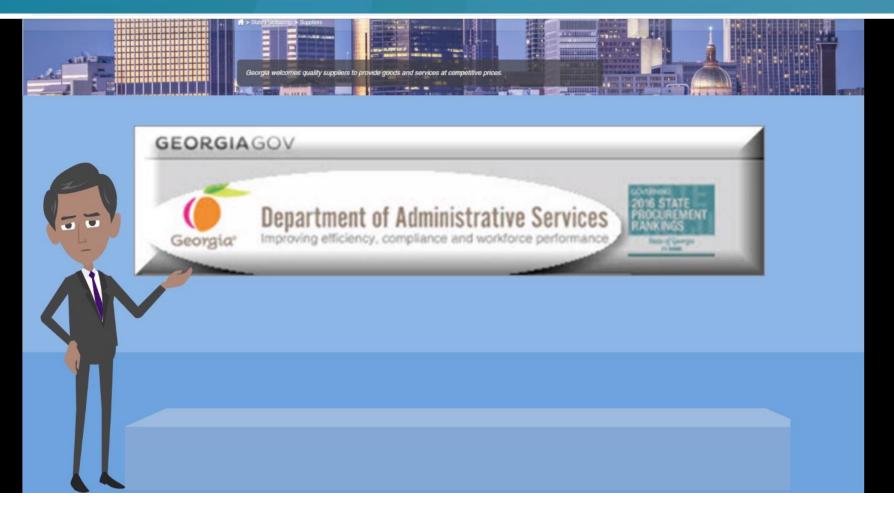
SMALL BUSINESS SYMPOSIUM

SMALL BUSINESS **PROCUREMENT** READINESS WORKSHOPS

TRAINING FOR SUPPLIERS

MEDIA AND OUTREACH

Supplier Training – TGM Registration



Short video clip on registering in Team Georgia Marketplace: Click here!

Supplier Training

SMALL BUSINESS PROCUREMENT READINESS WORKSHOPS



Next Workshop Series – August 18 to September 29, 2022:

http://doas.ga.gov/state-purchasing/supplier-services/small-

Georgia De attes PA SS ive Services

Supplier Training

Supplier 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 a Source

CONTACT

Supplier Training

Procurement Help Desk

Phone 404-657-6000

procurementhelp@doas.ga.gov

View All Division Contacts





Agency Procurement Officers List



Support & Assistance

- Supplier Services Website
 - ➤ Statewide Contracts
 - Georgia Procurement Manual
 - ➤ Team Georgia Marketplace Training
 - ➤ Small Business Resources
- Supplier Orientation
- Supplier Systems Webinar
- Supplier Outreach & Communications
 - ► Julian A. Bailey, <u>julian.bailey@doas.ga.gov</u>
 - Lanique Bradley, <u>lanique.Bradley@doas.ga.gov</u>
 - ➤ State Purchasing Contact Center Help Desk Email procurementhelp@doas.ga.gov
- State Purchasing Contact Center Help Desk 404-657-6000



