



# **State Contract Opportunities**

## **WEBS Registration**

## **OMWBE Certification**

Kim Sauer, Business Diversity Program Manager, DES

Sharon Harvey, Assistant Director of Certification, Audit, and Support  
Services, OMWBE

# How To Do Business With The State?

- Different Ways of Getting Business with the State
- Is the State Buying What You are Selling?
- How to Become Visible to State Buyers?
- How to Search for Contract Opportunities?



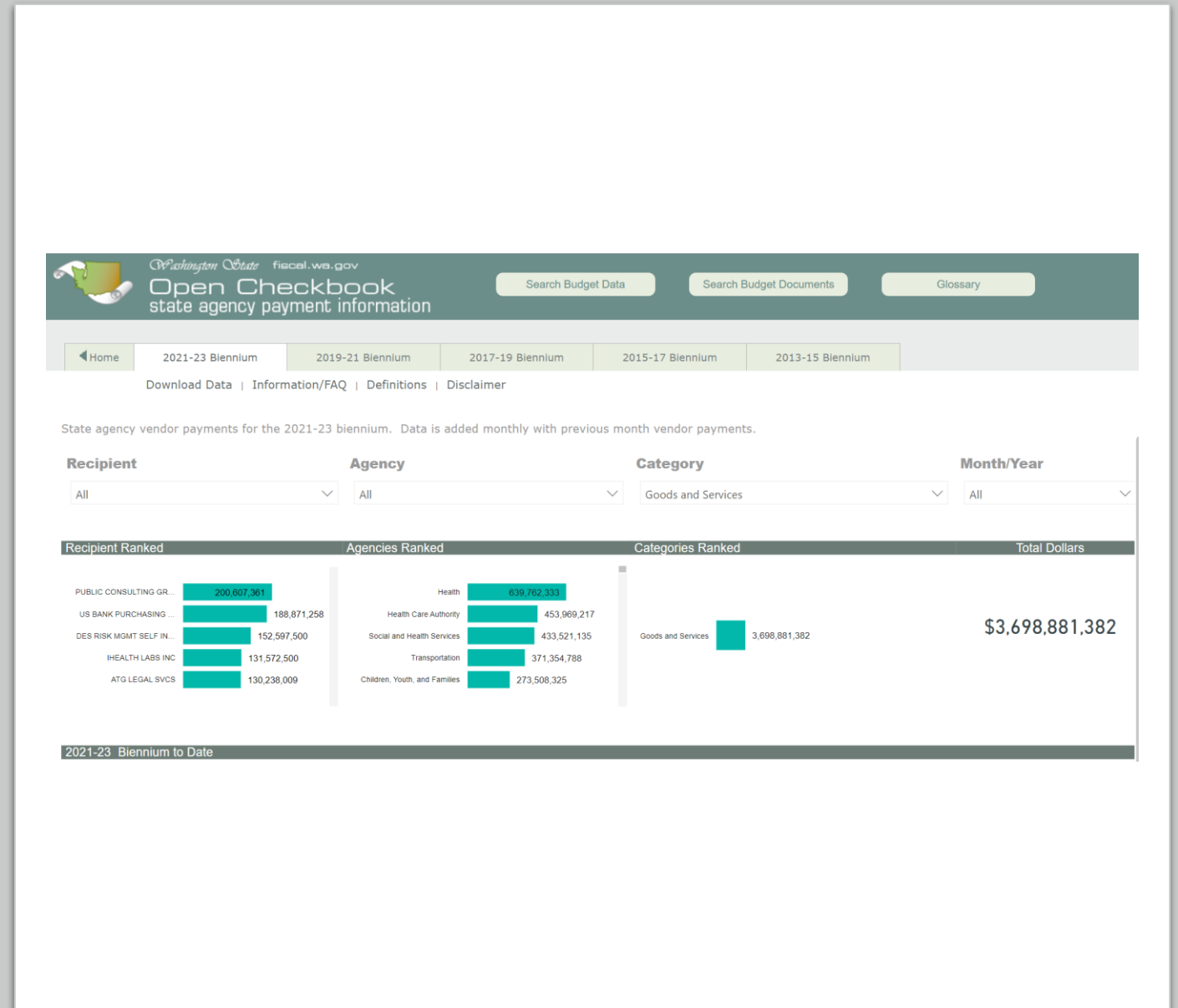
# Three Ways To Get Business With the State

Direct Buy	Agency Contracts	DES Statewide Contracts
Size of Opportunity	Size of Opportunity	Size of Opportunity
Must be under \$30k (\$40k for Certified WA Small Business or Certified WA Veteran Owned Businesses)	Higher than direct buy amount (\$30k/\$40k)	\$1 million per year (average). There may be multiple businesses awarded for one contract
Additional Info	Additional Info	Additional Info
<ul style="list-style-type: none"> <li>• Do not require a competitive process. Do not justify the time and expenses needed to conduct a competitive process</li> <li>• The product/service is not on an existing contract</li> <li>• <b>Purchasers Search In WEBS / OMWBE / WA DVA for Qualified Businesses</b></li> </ul>	<ul style="list-style-type: none"> <li>• Must be registered in WEBS</li> <li>• Must bid and meet the stated requirements (insurance, geographic coverage, etc.).</li> <li>• <b>Must be awarded through a competitive process (all bids must be posted in WEBS).</b></li> </ul>	<ul style="list-style-type: none"> <li>• Must be registered in WEBS</li> <li>• Must bid and meet the stated requirements (insurance, geographic coverage, etc.).</li> <li>• <b>Must be awarded through a competitive process (all bids must be posted in WEBS).</b></li> </ul>

# Is the State Buying What You're Selling?

## WA Open Checkbook

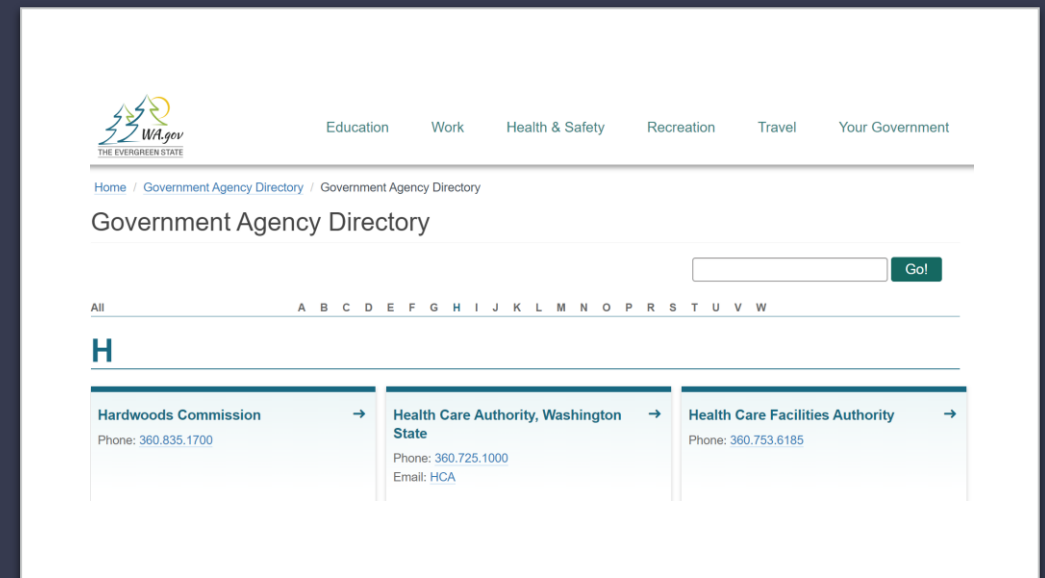
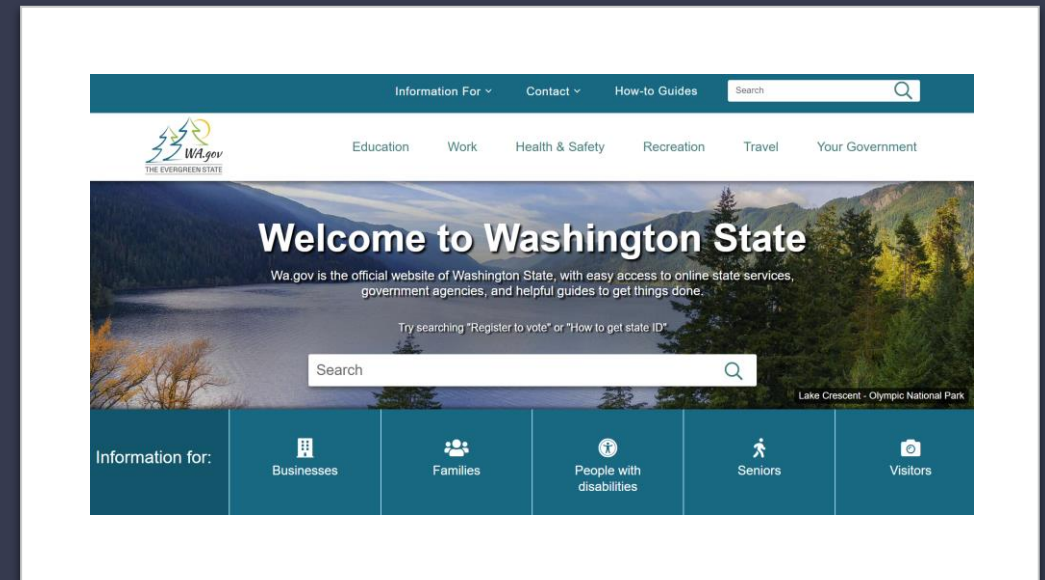
- State Agency Payment Information
- Identify Agency Spend on Goods & Services Over Last 2 Years
- Identify If Government Customer Is Spending Money on your competition



# Find Agency Contact Info

## WA.GOV

- Find Agency Phone Numbers & Emails Inside the “Govt. Agency Directory”
- When contacting agencies ask to speak to their purchasing office to discover if they currently purchase your products / services



# How To Become Visible to State Buyers

- Register Your Business on [WEBS](#) to Receive Solicitation / Bid Notifications
- [Office of Minority & Women's Business Enterprise Certification](#)
- [WA Certified Veteran Owned Business Certification](#)

## Washington's Electronic Business Solution WEBS for Vendors

- New to the vendor registration system? Click the Register Now link to begin the registration process.
- Already registered? Enter in your email address and password to login.
- Are you a Government organization? Go to [WEBS for Government](#).
- A listing of current open solicitations can be found at the [Public Bid Calendar](#).
- [Search for other businesses](#).

email ::   
password ::  → [Forgot My Password?](#)  
**LOGIN** → [Register Now](#)





# WEBS Registration

### Manage Profile [help](#)

**SAVE**

\* Indicates Required Fields

#### Account Administrator

The account administrator manages all information for this vendor account.

Administrator First Name *	Administrator Last Name *
<input type="text" value="WEBS"/>	<input type="text" value="Administrator"/>
Email Address *	
<input type="text" value="deswebstestvendor@gmail.com"/>	
Reenter Email Address *	
<input type="text" value="deswebstestvendor@gmail.com"/>	
Notify the account administrator of opportunities? * <input checked="" type="radio"/> Yes <input type="radio"/> No	
Display company contact information to other companies for partnering opportunities * <input checked="" type="radio"/> Yes <input type="radio"/> No	

[Change Password](#)

#### Company Profile

Federal ID# (FEIN) * <a href="#">help</a>	SSN * <a href="#">help</a>	
<input type="text" value="45-2096870"/>	OR <input type="text"/>	
Company Name *		
<input type="text" value="*WEBS Admin Vendor Account"/>		
DBA Name		
<input type="text"/>		
Web Address	Washington UBI # <a href="#">help</a>	# of Employees *
<input type="text"/>	<input type="text"/>	<input type="text" value="1"/>

### Ownership Profile

DES collects this information in order to improve our outreach and training services to the business community and for compliance with RCW 43.19.1906. This information is kept separate and apart from any solicitation acceptance or award process.

\* Indicates Required Fields

Do you wish to enter the demographic profile of your company? \*  Yes  No [help](#)

You are not required to complete the following demographic profile of the ownership of your company.

OMWBE status [what's this?](#)  
[Request OMWBE Certification](#)

Veteran status [what's this?](#)  
 Washington Veteran-Owned Business certification request

Washington Small Business status [what's this?](#)  
Self-Certified Washington Small Business [what's this?](#)

- Does not meet the Washington-based small business definition [defined in [RCW 36.26.010](#)]
- Small Business (Based in Washington, and either 50 or fewer employees, or less than \$7M annual gross revenue)
- Mini Business (Based in Washington, between \$1M and \$3M annual gross revenue)
- Micro Business (Based in Washington, less than \$1M annual gross revenue)

Please identify other certifications or licenses you possess [help](#)

<input type="text" value="None"/>	<input type="text"/>	Certification Number
		If "Other", Provide Certification Name
<input type="text" value="None"/>	<input type="text"/>	Certification Number
		If "Other", Provide Certification Name

# WEBS Registration / Commodity Codes

## Commodity Code

- A product / service-related code(s) to your business. When government purchasers post solicitations & notifications to [WEBS](#), they will select commodity codes that are related to the products / services they are interested in purchasing.

## Commodity Code Examples

- Cement / Concrete: **150-12**
- Tires: **863-25**
- Housekeeping Services: **952-56**
- Automobiles: **071-04**

## Manage Commodity Codes

[help](#)

### Search for commodity codes

Enter in a keyword or keywords for your search criteria. Click the **Search button** to execute the search. For additional searching tips click on the help link.

Search by Keyword or Code:

**SEARCH**



[View](#) entire commodity code listing

## My Commodity Codes

<a href="#">Code</a>	<a href="#">Category</a>	<a href="#">Commodity Title</a>	Remove
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1

remove





# WHAT IS



# Certification?

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OMWBE certifies small businesses that are owned & controlled by minorities, women, and other disadvantaged individuals.

OMWBE certifies businesses in order to increase contracting opportunities for the certified businesses with state and local contracts.

# Why Get Certified?



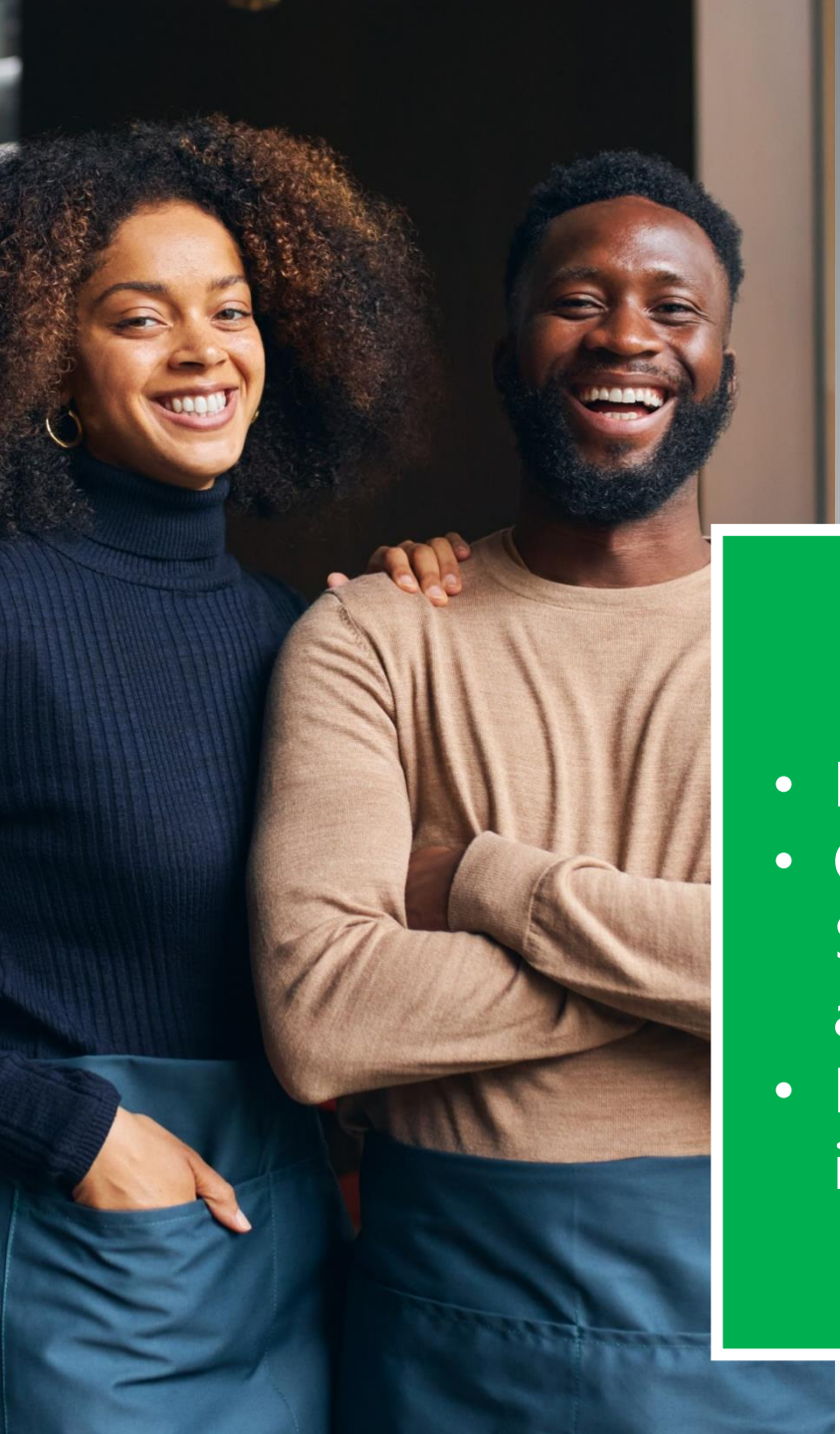
Your firm anticipates working with state agencies, local governments, school districts, and public universities.

Federally-funded transportation projects have mandatory goals for participation of certified firms.

State agencies and colleges have supplier diversity goals.

Some private companies also use OMWBE's certified firms to fulfill their supplier diversity goals.





# CERTIFICATION



Washington State Office of  
**MINORITY &  
WOMEN'S**  
Business Enterprises

## Eligibility

### BUSINESS

- Business is for-profit
- Gross receipts under \$28.48 million (3 yr. average)
- Licensed to do business in Washington State

### OWNER OF BUSINESS

- Woman or minority owned
- At least 51% ownership
- Show financial investment of capital or expertise
- Need to have knowledge/experience in the field seeking certification in
- Both legal and control over the business
- Independently perform the services
- Personal Net Worth of owner is

# CERTIFICATION

## Types

### FEDERAL CERTIFICATION

- ✓ Disadvantaged Business Enterprise (DBE)
- ✓ Airport Concession Disadvantaged Business Enterprise (ACDBE)
- ✓ Small Business Enterprise (SBE)

### STATE CERTIFICATION

- ✓ Minority Business Enterprise (MBE)
- ✓ Minority Woman Business Enterprise (MWBE)
- ✓ Woman Business Enterprise (WBE)
- ✓ Combination Business Enterprise (CBE)
- ✓ Socially and Economically Disadvantaged Business Enterprise (SEDBE)



# TYPES OF Documents

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**Affidavit of Certification**

**Personal and Business Taxes (3 Years)**

**Personal Net Worth Statement**

**Business Formation and Operating Documents**

**Resume(s)**

**Proof of Initial Investment**

**List of Equipment**



# Application Process Time

**UP TO  
60 DAYS FOR  
STATE  
CERTIFICATION**

**UP TO  
90 DAYS FOR  
FEDERAL  
CERTIFICATION**

\*Federal Certification Requires and  
Onsite Visit



# Benefits

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- **Increase visibility to contract managers at state agencies and institutions of higher education**
- **Listed on OMWBE's public directory**
- **Small Business Assistance support services to navigate certification**
- **Use OMWBE logo on their business website**
- **Linked Deposit Program**
- **GROW YOUR BUSINESS!**



# CERTIFICATION



Washington State Office of  
**MINORITY &  
WOMEN'S**  
Business Enterprises

# Application

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## Where do I start my certification application?

### CREATE AN ACCOUNT ON THE CERTIFICATION PORTAL

- Visit [omwbe.diversitycompliance.com](https://omwbe.diversitycompliance.com)
- “Apply For / Renew Certification” | “Create Account”

### ONLINE APPLICATION

- Choose State or Federal. Start a federal application if you want both state and federal certifications.

### COMPLETE ONLINE APPLICATION AND UPLOAD DOCUMENTS



# Where To Search For Contract Opportunities?

- [DES Contract Search & Planned Procurement Page](#)
- [WEBS Solicitation Search](#)
- [OMWBE Bids & Contracting Opportunities](#)
- Other Entity Websites to Find Contracting Opportunities

# Final Review

## 3 Ways of Getting Business With the State

- Direct Buy
- Agency Contract
- DES Statewide Contract

## Is the State Buying What You are Selling?

- Open Checkbook
- [Fiscal.WA.GOV](https://www.fiscal.wa.gov)

## How to Become Visible to State Buyers?

- WEBS
- WA DVA
- OMWBE

## How to Search for Contract Opportunities?

- [DES Contract Search & Planned Procurement Page](#)
- [WEBS Solicitation Search](#)
- Other Entity Websites



# Upcoming DES Events & Additional Training

## Tabor 100 & DES Lunch & Learn Trainings

Friday November 18<sup>th</sup>, Teaming for greater opportunities

## State Contracting Opportunities & Open House

Next Session Thursday, November 15, 2022

## For More Training Opportunities Information Sign up for our Email List

[State Contracting Opportunities & Open House  
\(govdelivery.com\)](https://govdelivery.com)

# Networking & Support Partners

- [PTAC](#)
- [SBDC](#)
- [Black Owned Business Excellence \(BOBE\)](#)
- [Northwest Mountain Supplier Diversity Council \(NWMSDC\)](#)
- [Greater Seattle Business Association\(GSBA\)](#)
- [South Sound BIPOC Chamber](#)
- [Tabor 100](#)
- [WEDA Washington Economic Development Council](#)
- [Washington State Micro Entities Association \(WSMA\)](#)
- [Women's Business Enterprise Council Pacific \(MBEC-Pacific\)](#)



Thank You!  
Please  
contact us!

**DES:**

**[DESPIEProgram@DES.WA.Gov](mailto:DESPIEProgram@DES.WA.Gov)**

**[Kim.sauer@des.wa.gov](mailto:Kim.sauer@des.wa.gov)**

**OMWBE:**

**[TechnicalAssistance@omwbe.wa.gov](mailto:TechnicalAssistance@omwbe.wa.gov)**

**Phone: (360) 644-9753**