



Washington State
DEPARTMENT OF
ENTERPRISE SERVICES

DES Open House:

C&P Division- PIE PROGRAM

March 2025

*STATE CONTRACT
OPPORTUNITIES*

HOW TO DO BUSINESS WITH THE STATE



Is the state buying
what you are selling?



How can your
business become
visible to state
buyers?



Where can you
search for contract
opportunities?



WHO WE ARE AND WHAT WE DO

Goods and services contracts:

- Manage 200 statewide contracts with 1,500+ vendors, resulting in \$2.1B annual sales of goods and services.

Construction projects:

- Manage 800+ design and construction projects worth \$400M+ each year.

HOW WE BUY



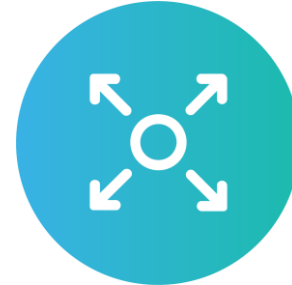
Direct Buy

- \$30K for large businesses.
- \$40K for WA small or WA veteran-owned businesses.
- No WEBS solicitation.



Agency Contracts

- Higher than direct buy amount.
- Must be registered in WEBS.
- Must be awarded through a competitive process.



Statewide Contracts

- \$1 million/year (average).
- Multiple awards for one contract possible.
- Must be awarded through a competitive process in WEBS.

IS THE STATE BUYING WHAT
YOU ARE SELLING?

EXAMPLES OF WHAT WE BUY

Document
Destruction

Plumbing
fixtures,
repair parts
and culverts

IT
professional
services
cyber
security

Vehicle
Maintenance
and Repair

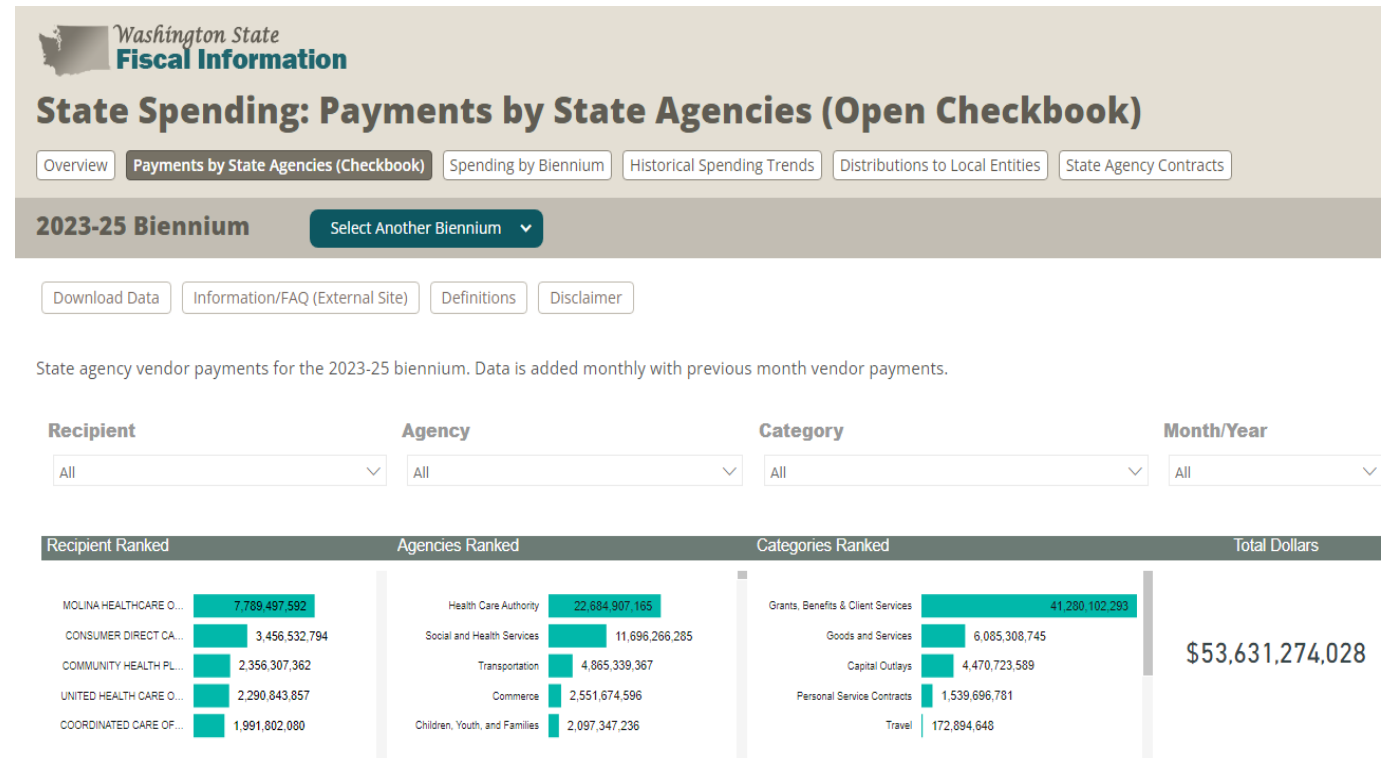
Waste
pumping
services

Variable
message
boards

Waterborne
traffic
marking
paint

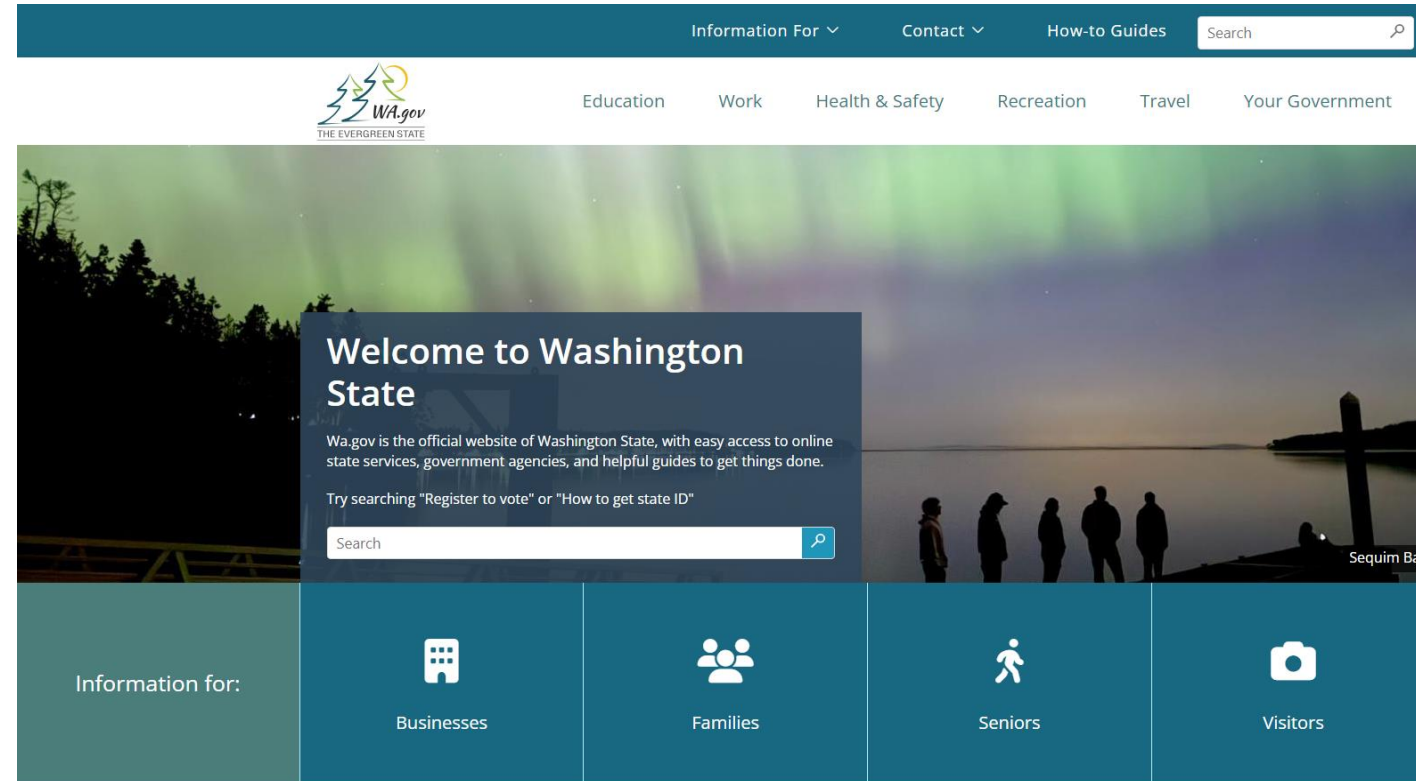
WA OPEN CHECKBOOK

- Visit fiscal.wa.gov
- View agency spend on goods and services the past two years.
- Are agencies spending money on your competition?



FIND AGENCY CONTACT INFO

- WA.gov → Government agency directory.
- Look up WA state agencies to find phone numbers and emails.
- When contacting agencies, ask for their purchasing office.
- Some agency websites also have a procurement page.



REGISTER IN WEBS

- Businesses that want to sell goods or services to the state must register in Washington's Electronic Business Solution (WEBS).
- State purchasers use the WEBS database to search for vendors, even for direct buy purchases.

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 ::

LOGIN  → [Forgot My Password?](#)

→ [Register Now](#)

- **Report a Business:** If you have information about a business not meeting the [Small Business](#) definition but self-certifying as such, please email details to [use this form](#).

COMMODITY CODES

Adding **commodity codes** to your profile will send alerts when government purchasers post solicitations for those commodity codes.

Commodity code examples

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

DO YOU NEED HELP REGISTERING ON WEBS?



WEBSCustomerService@des.wa.gov



360-902-7400



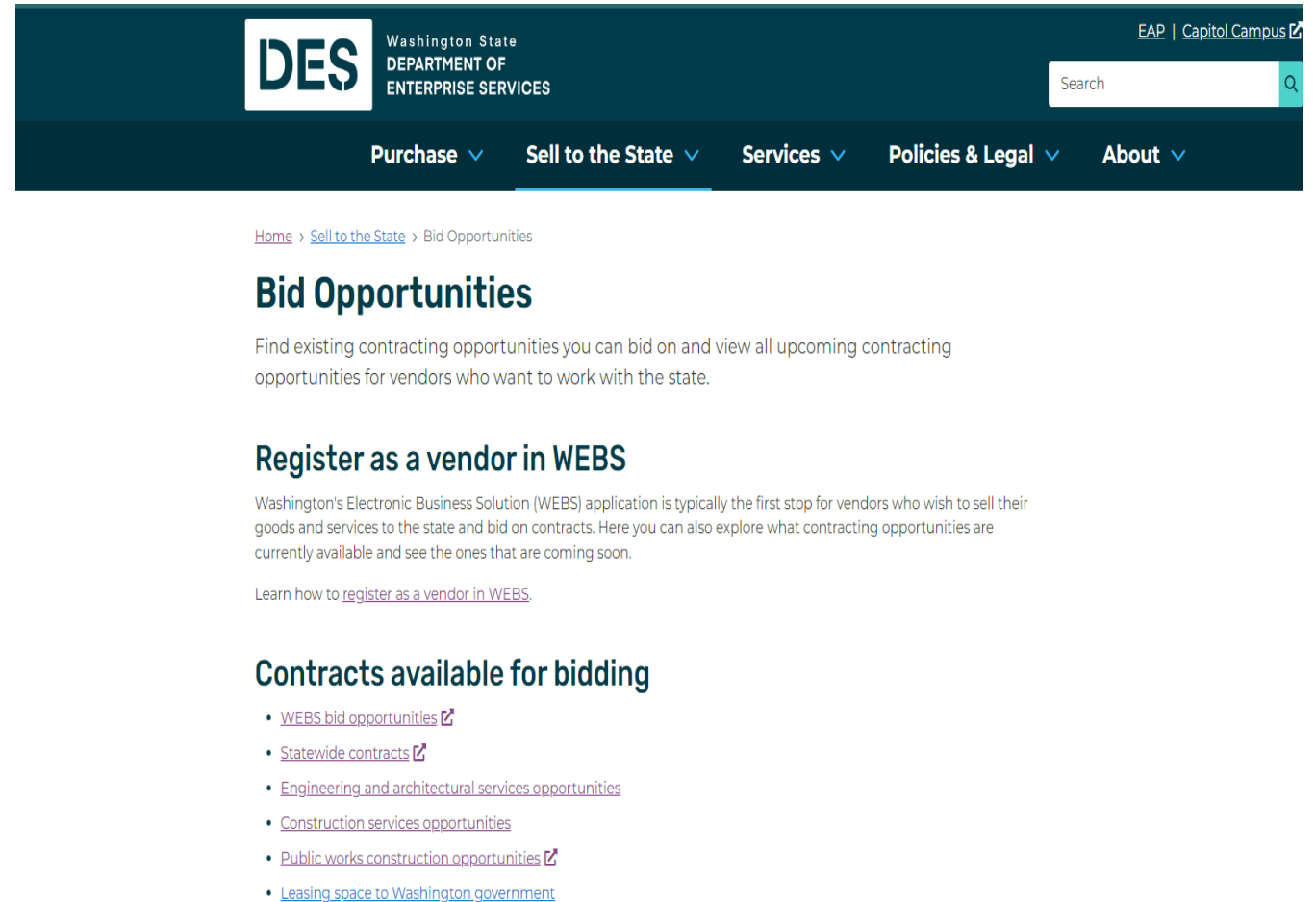
[WEBS Tips and Resources](#)

WHERE TO FIND CONTRACT OPPORTUNITIES

WHERE TO FIND STATEWIDE CONTRACTS

The new des.wa.gov website:

- Sell to the state
- Bid opportunities
- Contracts available for bidding



UPCOMING DES EVENTS

- State Contracting Opportunities & Open House
 - Next session Thursday, March 20, 2025
 - Virtual

Sign up for [DES Business Diversity email](#) for more events



CURRENT AND UPCOMING CONTRACTS

- *Residential Property Manager (3/20/25)*
- *UW Bothell Video Project (3/21/25)*
- *HVAC Services (3/21/25)*
- *Janitorial Services (3/26/25)*
- *Flooring Installation and Services (4/3/25)*
- *Digital Advertising and Web Development (4/11/25)*

CONTACT US



Despieprogram@des.wa.gov
WEBSCustomerService@des.wa.gov

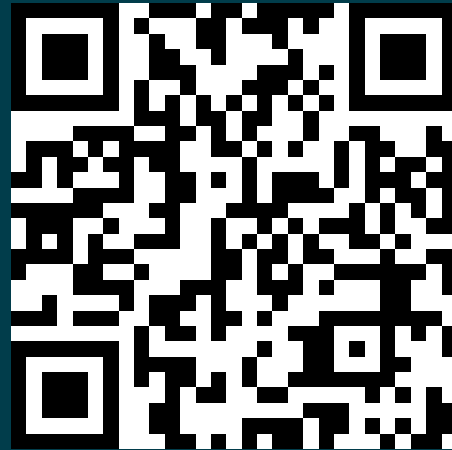


[Register for next Open House](#)
[Every Third Thursday 3-4PM](#)



[Des.wa.gov](https://des.wa.gov)

CONNECT WITH ME



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