

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.

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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



WA OPEN CHECKBOOK

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

Washington State Fiscal Information
State Spending: Payments by State Agencies (Open Checkbook)
Overview Payments by State Agencies (Checkbook) Spending by Biennium Historical Spending Trends Distributions to Local Entities State Agency Contracts
2023-25 Biennium Select Another Biennium
Download Data Information/FAQ (External Site) Definitions Disclaimer

State agency vendor payments for the 2023-25 biennium. Data is added monthly with previous month vendor payments.

Recipient	Agency	Category	Month/Year
All	∨ All	All	× All ×

Recipient Ranked		Agencies Ranked		Categories Ranked		Total Dollars
MOLINA HEALTHCARE O	7,789,497,592	Health Care Authority	22,684,907,165	Grants, Benefits & Client Services	41,280,102,293	\$53,631,274,028
CONSUMER DIRECT CA	3,456,532,794	Social and Health Services	11,696,266,285	Goods and Services	6,085,308,745	
COMMUNITY HEALTH PL	2,356,307,362	Transportation	4,865,339,367	Capital Outlays	4,470,723,589	
UNITED HEALTH CARE O	2,290,843,857	Commerce	2,551,674,596	Personal Service Contracts	1,539,696,781	
COORDINATED CARE OF	1,991,802,080	Children, Youth, and Families	2,097,347,236	Travel	172,894,648	

FIND AGENCY CONTACT INFO

- <u>WA.gov</u> → 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.



- 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 <u>WEBS for Government</u>.
- A listing of current open solicitations can be found at the <u>Public Bid Calendar</u>.
- Search for other businesses.



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 <u>des.wa.gov</u> website:

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



Home > Sell to the State > Bid Opportunities

Bid Opportunities

Find existing contracting opportunities you can bid on and view all upcoming contracting opportunities for vendors who want to work with the state.

Register as a vendor in WEBS

Washington's Electronic Business Solution (WEBS) application is typically the first stop for vendors who wish to sell their goods and services to the state and bid on contracts. Here you can also explore what contracting opportunities are currently available and see the ones that are coming soon.

Learn how to register as a vendor in WEBS

Contracts available for bidding

- WEBS bid opportunities 🗹
- <u>Statewide contracts</u>
- Engineering and architectural services opportunities
- <u>Construction services opportunities</u>
- Public works construction opportunities 🗹
- Leasing space to Washington government

UPCOMING DES EVENTS

- <u>State Contracting Opportunities & Open</u> <u>House</u>
 - Next session Thursday, March 20, 2025
 - Virtual

Sign up for <u>DES Business Diversity email</u> 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

CONNECT WITH ME



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