

## Are you interested in doing business with the state?

The Department of Enterprise Services (DES) manages both purchases for goods and services for its operation, as well as statewide contracts that state agencies are required to use (statewide master contracts). These master contracts are also available to local governments, education institutions, tribal governments, and qualified non-profit organizations. If a state agency, including DES, has a need not met by a master contract then they can do an internal procurement.

Statewide master contracts include pre-negotiated volume pricing and allow agencies to purchase directly from vendors on the contracts. There are also two-tier master contracts where a secondary procurement is required. Tier 1 establishes this prequalified bidder pool. In Tier 2, an agency defines a scope of work that meets their specific business need and then invites vendors in the prequalified pool to submit bids.

Both master contracts and internal agency procurements are required to be posted in the state's electronic bid system - Washington's Electronic Business Solution (WEBS).

- To register in WEBS visit [fortress.wa.gov/ga/webs](http://fortress.wa.gov/ga/webs).

Contracts valued at more than \$10,000 must be competitively bid under state law. State law also allows agencies to purchase directly from a business for items or services under \$10,000 (under \$13,000 for small businesses) where there is not a master contract or an agency contract already in place.

Washington State Department of Enterprise Services (DES) values small and diverse business inclusion. Washington State recognizes minority- and women-owned businesses as those certified by the Office of Minority and Women's Business Enterprises. Veteran-owned firms are those certified by Washington State Department of Veteran Affairs. Small businesses are those self-identified in Washington's Electronic Business Solution (WEBS). Our utilization goals are:

- 10 percent minority-owned businesses,
- 6 percent women-owned businesses,
- 5 percent veteran-owned businesses
- 5 percent small businesses.

### Contact Information:

#### Contracting & Purchasing

(360) 407-2210

[contractingandpurchasing@des.wa.gov](mailto:contractingandpurchasing@des.wa.gov)

#### WEBS Customer Service

(360) 902-7400

[WEBSCustomerService@des.wa.gov](mailto:WEBSCustomerService@des.wa.gov)

#### Business Diversity Initiatives

(360) 407-8010

[Erin.Lopez@des.wa.gov](mailto:Erin.Lopez@des.wa.gov)

### Goods & services Opportunities

DES purchases in many areas

Facilities

Maintenance

Interpreter Services

Health and Human Services

Transportation

Road and Street Maintenance

Office Operations



## Subcontracting Opportunities

Awarded contracts with authorized dealers/ partners may have opportunities for your firm to participate

Title	Estimated Annual Worth	Contract Number	Maximum Contract Length
NASPO Floorcovering and Installation	\$1 million	03916	December 2020
NASPO Managed Print Services	\$7 million	00215	August 2021

## Planned procurements

Title	Estimated Annual Value	Planned Procurement Type	Planned Solicitation Release Date
Janitorial Services	\$4 Million	WA Master Contract	February 2019
Household Appliances	\$300K	WA Master Contract	March 2019
Refuse Management Equipment	\$900K	WA Master Contract	March 2019
Onsite Document Destruction Services	\$500K	WA Master Contract	April 2019
Vehicle Partitions & Bumpers	\$1 Million	WA Master Contract	April 2019
Food Disposables	\$300K	WA Master Contract	March 2019
Uniforms and Accessories	\$1 Million	WA Master Contract	April 2019
Translation Services Written Word	\$3 Million	WA Master Contract	April 2019
Transit Buses and Refit	\$200 Million	WA Led Cooperative	April 2019
Weekend Student Transportation	\$300K	WA Master Contract	May 2019
Travel Services, Agent Assisted & Internet	\$1.2 Million	WA Master Contract	May 2019
Lamps and Ballasts	\$1 million	WA Master Contract	July 2019

