



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 on the state’s electronic bid system called Washington’s Electronic Business Solution (WEBS).

- To register on WEBS visit 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.

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

WEBS Customer Service

(360) 902-7400

WEBSCustomerService@des.wa.gov

Business Diversity Initiatives

(360)407-8010

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
Household Appliances	\$300K	WA Master Contract	May 2019
Refuse Management Equipment	\$900K	WA Master Contract	May 2019
Vehicle Partitions & Bumpers	\$1 Million	WA Master Contract	May 2019
Uniforms and Accessories	\$1 Million	WA Master Contract	May 2019
Weekend Student Transportation	\$300K	WA Master Contract	May 2019
Airfare – Refundable & Discount	\$9 Million	WA Master Contract	May 2019
Catch Basin Cleaners	\$1 Million	WA Master Contract	May 2019
Construction Equipment	\$1 Million	WA Master Contract	May 2019
Commercial Card	\$600 Million	WA Lead NASPO Cooperative	June 2019
Lamps and Ballasts	\$1 million	WA Master Contract	July 2019
Analytical Labs Services	\$800K	WA Master Contract	July 2019
Travel Services, Agent Assisted & Internet	\$1.2 Million	WA Master Contract	July 2019

