

PROCUREMENT INCLUSION AND EQUITY

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TWO GOALS, FOUR ROLES

1. Creating a culture of procurement inclusion and equity

- Policy development
- Guidance, tools, supplier diversity strategy development
- Training and communication

2. Creating a pipeline of small, diverse, veteran businesses to meet state needs

- Small business support and mentor protégé programs; training, and technical assistance
- Outreach, networking and matchmaking, partnership with business organizations, and marketing master contracts (MC)

PIE PROGRAM EST. 2019

Our vision is to achieve spending equity by 2028

Our purpose is to create a sustainable increase in the state's buying of goods and services from small, diverse, and veteran (small and diverse) businesses.

RCW 39.26.005 states that the legislature intends that the state develop procurement policies, procedures, and materials that encourage and facilitate state agency purchase of goods and services from Washington small businesses. per RCW39.26.090 DES is responsible for developing procurement policies and procedures, such as unbundled contracting and subcontracting, that encourage and facilitate the purchase of goods and services from Washington small businesses, microbusinesses, and minibusiness, and minority and women-owned businesses to the maximum extent practicable and consistent with international trade agreement commitments Therefore pursuant to RCW 39.26.005, RCW 39.26.090 6, 39.26.125 3, RCW43.19.725 RCW 39.26.160 3 the Procurement Inclusion and Equity Program hereby establishes this 2022 strategic plan.

PIE PROGRAM FOUR ROLES

1. **(Shana) Create a culture of procurement inclusion and equity** by eliminating barriers, establishing policies and procedures, providing trainings, and creating opportunities to the maximum extent possible for small and diverse businesses in state contracting.
2. **(Kim Sauer) Create a pipeline of small and diverse businesses** by strategically targeting outreach, training, and technical assistance where there are state opportunities.
3. **(Community Outreach Specialist) Creating opportunities for small and diverse businesses** by marketing its Master Contracts beyond the state agencies required to use them and organizing and attending matchmaking and networking events to acquaint state purchasers with available small and diverse businesses.
4. **(Anastassia) Measure the results** of whether these efforts create actualized opportunities for small, diverse, and veteran owned businesses in State contracting by using existing data bases and collecting outcomes quarterly.

PIE TEAM

C&P Extended PIE Team Members

C&P Extended PIE Team members are the supplier diversity experts representing each of the DES C&P operational teams. They join the Pie Program monthly to share their overall procurement expertise to help the state develop supplier diversity processes, guidance, templates, and training for all procurement professionals to utilize. They also share information to cascade back to their teams and facilitate supplier diversity activities within their teams. By participating, they:

1. Attend monthly meetings and share information back with their C&P teams.
2. Provide ideas and guidance to the PIE Program.
3. Assist in creating new procurement supplier diversity processes and template documents by providing comments and edits to drafts.
4. Attend supplier diversity outreach events, as able.
5. Conduct agency or small, diverse business trainings, as able.

Thinking of opening up to agencies for membership

CREATING A PIE CULTURE

1. Creating Transparency for Businesses
2. Supplier Diversity Policy
3. *Continue* to put an equity lens on state procurement practices.
4. *Communicate* better within the state and with stakeholders.
5. Always looking for *new and Innovative* ways of doing procurement.

CREATING A PIE CULTURE

1. Forecasting for MC, clearly marking small, diverse, veteran,
2. pre-bid conferences for every solicitation (template/guidance),
3. sending out and posting bid tabs at ASB, posting winning bids (guidance),
4. lengthened solicitation times 30-45 days,
5. unbundling analysis for each solicitation, and unbundle where appropriate (guidance),
6. ensure each contract has appropriate insurance requirements (training is available),
7. ensure outreach to small and diverse businesses for each solicitation (outreach guidance)
8. sending out one-page advertisements (guidance).

CREATING A PIE CULTURE CONT..

1. Priority points for small/veteran businesses (size definition).
2. Multi awards.
3. Reserved awards within the multi award.
4. Sub contractor inclusion plans.
5. Regularly collecting data including strategies used.

3 THINGS YOU CAN DO NOW

Outreach



Direct Buy

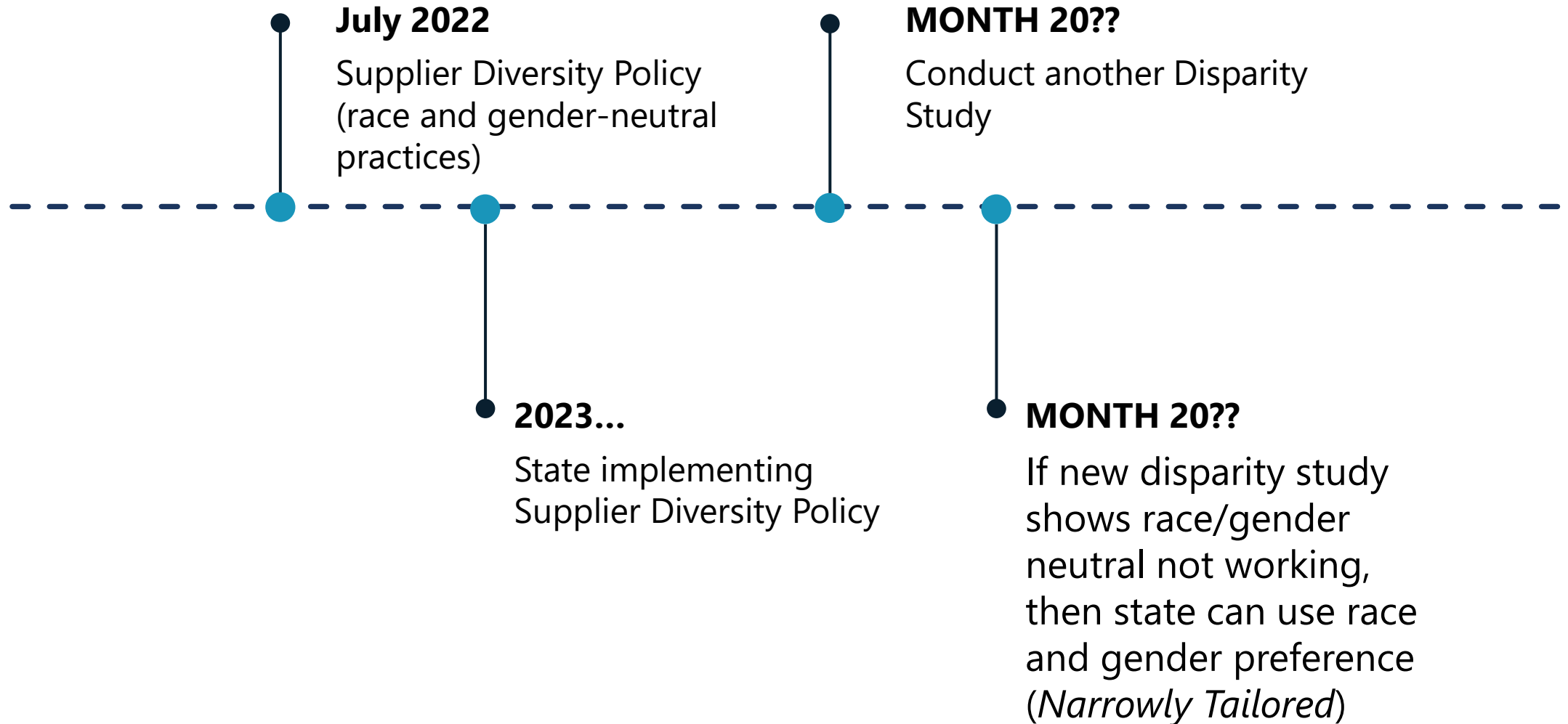


Amazon Spending



ELENA SHARES STORIES OF SUCCESS

TIMELINE



THANK YOU



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