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**OGS AND ESD LAUNCH ONLINE TUTORIAL FOR COMPANIES THAT WANT TO DO BUSINESS WITH NEW YORK STATE**

*Interactive guide is the newest resource designed to provide businesses with invaluable resources and information about the state's purchasing and procurement practices*

New York State Office of General Services (OGS) Acting Commissioner Carla Chiaro and Empire State Development (ESD) Chairman and CEO Dennis Mullen today unveiled the latest business resource "Doing Business with New York State," a comprehensive and interactive guide designed to provide businesses with invaluable resources and information about the state's purchasing and procurement practices. This is one of several resources aimed at ensuring that we continue to support and grow businesses throughout the State.

"Many businesses have an interest in providing goods or services to the State of New York, but don't know how to get started," Acting Commissioner Chiaro said. "This guide was developed so that companies, especially Minority and Women Owned Business Enterprises (MWBEs) and small businesses, can access this information whenever it is convenient for them. The guide is easy to use and provides invaluable information on how a company can begin working with state and local governments."

"Governor Paterson, ESD, OGS and dozens of other state agencies have made great strides in improving access to, and awareness of available state resources over the past year," said Empire State Development Chairman and CEO Dennis M. Mullen. "Most recently we launched New York First, a business-focused portal to the wealth of incentives, programs and resources available to companies – including the guide unveiled today. This guide will help New York State companies understand the state procurement process and how to compete effectively in this complex marketplace. Government contracting can be an excellent source of new customers for New York firms, which helps the business as well as the state's overall economy."

The guide is designed as a tool for communicating information about New York State's procurement practices. The State of New York is a complex and decentralized marketplace with procurements of goods and services valued in the billions of dollars. Users of the directory will be guided through a series of topics to understand the state's procurement process, how to find bid opportunities, learn tips for successful bidding and discover resources for technical assistance with government contracting.

This easy to use directory works as a clickable .pdf file with descriptions of valuable resources for the state's purchasing and procurement practices organized into the following categories:

- New York State's Procurement Practices

- Where To Find Bid Opportunities
- How To Be A Successful Bidder
- Guidance for Small, Minority and Women Owned Businesses
- Additional Resources

Functioning as a mini website with active Internet hyperlinks to in-depth information, the directory can be saved to your computer or organization website for easy access for your employees, members or customers, or it can be printed and used as a booklet, as it is meant to be shared widely. This guide was created to help New York businesses engage effectively in the state's procurement process, fueling business growth in new markets, and benefiting state agencies with new vendors to stimulate competition.

This new online tool developed to help companies understand how they can do business with the State of New York has been posted on the websites of their respective agencies at [www.ogs.state.ny.us](http://www.ogs.state.ny.us) and [www.esd.ny.gov](http://www.esd.ny.gov) . The guide can also be found on New York First [www.NYfirst.NY.gov](http://www.NYfirst.NY.gov), a new web site launched by Governor Paterson. New York First is a business-focused portal to the wealth of incentives, programs and resources available to companies – large and small – within New York State and those that choose to relocate here.

The New York State Office of General Services (OGS) provides a broad range of support services that facilitate the operations of State government and assist local governments, public authorities, and public and private agencies. OGS offers numerous services to clients throughout the Empire State, including property management, design and construction, procurement, and various support services.

Empire State Development is New York's chief economic development agency and administrator of the statewide business resource portal New York First ([www.NYfirst.NY.gov](http://www.NYfirst.NY.gov)). ESD is committed to being recognized on a global scale as the economic development engine driving job growth, strategic investment and prosperity in New York State. ESD is intent on paving the way for New York State to become the leader of the innovation economy and one of the most business friendly, productive and competitive economic development climates in the world. ESD also oversees the marketing of "I LOVE NY," the State's iconic tourism brand. For more information on Empire State Development, visit [www.esd.ny.gov](http://www.esd.ny.gov).