



**Division of Minority  
and Women's  
Business Development**

# **MWBE Opportunities E-Book**

**Learn The Agencies. Market Your Business.**

**A Division of Empire State Development**

11/4/2016

## Session Purpose

- A.** To Understand What is the eBook.
- B.** To Clarify Why the eBook is an important marketing tool.
- C.** To Guide MWBEs on How to access and utilize the eBook to their advantage.
- D.** Open discussion (Q&A)

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## What is this e-book?

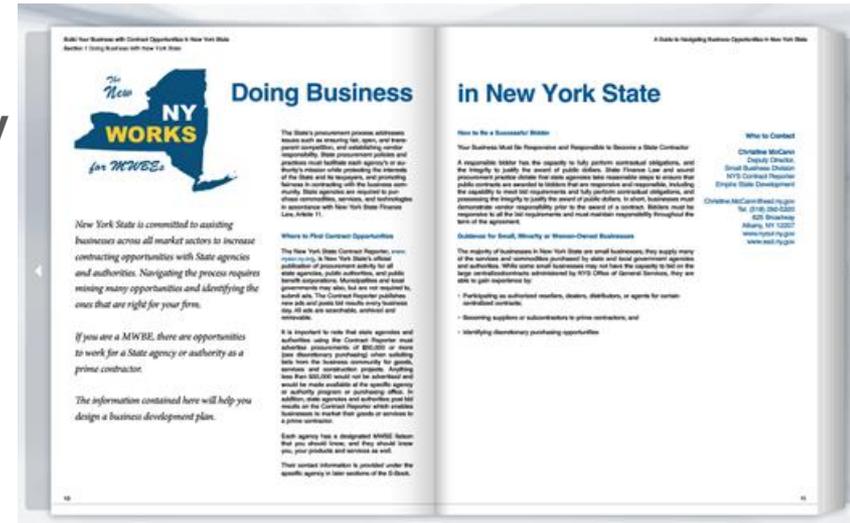


- Compiled directory of all state agencies and public authorities.
- Provides full contact to Agency/Authority MWBE liaison.
- Hyperlink to agency's procurement opportunities posted on website.

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## Why should I consider?

- Learn about each state agency/authority and their upcoming procurements.
- Identify and familiarize yourself with who should be contacted within each agency/authority to inquire about opportunities.



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## How can I use this?

- Use the listed agency/authority point person as your gateway for initial engagement.
- Using the information provided about each agency to develop a focused list of agency/authority.
- Begin to outreach your target agency/authority via email or phone call to introduce your firm and offered services/products.
- To access the latest edition of the e-book, visit [www.nysmwbeforum.org/opportunities/](http://www.nysmwbeforum.org/opportunities/)

**NEW YORK STATE MWBE FORUM**  
**TRANSFORMATION 2016**

**CONTRACT OPPORTUNITIES IN NEW YORK STATE**

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## Accessing E-book

- All attendees at MWBE Forum will be emailed link to access e-book
- NYS Contract System
  - Logon to [www.ny.newnycontracts.com](http://www.ny.newnycontracts.com)
  - Click “**Bid & Grant Opportunities**”
  - Navigate to NYS Procurement Information and Resources and click “**Explore a World of Contract Opportunities e-book**”

### Businesses

#### Want to Certify?

- Learn About Certification
- Apply for Certification
- Recertify
- Update Profile

### Find NYS Contracting Opportunities

- Bid & Grant Opportunities

### New York State Bid & Grant Opportunities

State agencies purchase a variety of goods and services from the business community. These links will connect you with the latest bid and grant opportunities from state agencies, authorities and state universities.

- Search bid & grant opportunities over \$50,000 in value
- View bid & grant opportunities over \$50,000 in value by category
- Search bid & grant opportunities under \$50,000 in value
- View quarterly forecast of discretionary purchases under \$50,000
- Design and Construction opportunities from NYS Office of General Services

### NYS Procurement Information and Resources

- Doing Business with New York State
- NYC Directory of Small Business Programs
- **Explore a World of Contract Opportunities e-book**
- NYS Procurement (NYSPro) - Term Contracts from Office of General Services (OGS) (updated monthly)



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## What should I look for...

A Guide to Navigating Business Opportunities in New York State



### DASNY

DASNY (Dormitory Authority of the State of New York) is New York State's finance and construction authority. Created in 1944 by the New York State Legislature to finance and construct dormitories for state teachers' colleges, DASNY's mission has grown significantly over the last 70 years. Today, DASNY provides financing and construction management services to a myriad of public and private not-for-profit clients, while expanding opportunities for Small, Minority and Women Owned Business Enterprises and embracing sustainability initiatives.

#### What We Do

DASNY finances and builds facilities for public and private higher education, health care providers, school districts, certain public agencies and not-for-profit institutions. DASNY issues tax-exempt bonds on behalf of its clients to finance the construction, rehabilitation, or equipping of facilities. In addition, DASNY has a Tax-Exempt Equipment Leasing Program (TELP) that clients can access to finance various equipment, including upgraded or replacement telecommunication systems, computer information management systems, CT scanners, MRIs, electronic medical records systems and energy efficiency systems. DASNY clients include a number of diverse organizations such as New York University; North Shore-Long Island Jewish Health Care, Inc.; Memorial Sloan-Kettering Cancer Center; Roswell Park Cancer Institute; New York City Health and Hospitals Corporation; Columbia University; Cornell University; Albany Public Library;; psychiatric centers operated by the State Office of Mental Health, the City and State Universities of New York and the New York State Unified Court System, among others.

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Carra L. Wallace  
Managing Director,  
Office of Executive Initiatives

Read about the agency and what they do.



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## What should I look for...

### What We Buy

On behalf of its clients, DASNY contracts for a variety of construction, architectural, engineering, maintenance, financial, legal and other services, and purchases many other goods and commodities. DASNY buys office, audio-visual and computer equipment, furniture, medical, scientific and lab equipment and construction supplies. DASNY's Purchasing Department works with interior designers, architects, audio-visual and telecommunication consultants, and key stakeholders to procure the furniture and equipment required by our clients. For more detailed information, please visit: [www.dasny.org](http://www.dasny.org)

### How to Get on Our Bidder List or Preferred Contractors/Vendors List

Please visit DASNY's RFP & Bid Opportunities section on our new website for more information on procurement opportunities. For information on registering as an interested subcontractor or supplier on a DASNY project, visit DASNY's Procurement Opportunities.

### How We Bid Our Work

Notices of DASNY procurement opportunities appear at least 15 business days prior to the bid opening date in the New York State Contract Reporter, the official listing of Bidding Opportunities for New York State (<https://www.nyscr.ny.gov/>).

Review what products/services the government agency procures. This will give better understanding of whether you should engage any further



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Identify the appropriate designated agency staff and contact based on sector of interest, if available.



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## What should I look for...

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Fifty state and local government agencies and authorities have provided a snapshot of their current and future contract opportunities. Review listings and determine areas of opportunities!



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## What should I look for...

A Guide to Navigating Business Opportunities in New York State

### The Port Authority of New York & New Jersey

Founded in 1921, The Port Authority of New York and New Jersey builds, operates, and maintains many of the country's most important infrastructure assets for transportation and trade. The agency's network of aviation, ground, rail, and seaport facilities ranks among the busiest in the nation. It supports more than 550,000 regional jobs while generating more than \$23 billion in annual wages and \$80 billion in annual economic activity. The Port Authority also owns and manages the 16-acre World Trade Center site, where the 1,776-foot-tall One World Trade Center is the tallest skyscraper in the Western Hemisphere. For more information, please visit <http://www.panynj.gov>.

#### What We Do

The Port Authority identifies and meets the critical transportation infrastructure needs of the bi-state region's businesses, residents, and visitors. By moving people and goods through its high-quality facilities for transportation and commerce, the agency strengthens the economic competitiveness of both the New York/New Jersey metropolitan region and the nation overall. While doing so, Port Authority operations improve the lives of more than 18 million areas residents by supporting 8 million jobs and an estimated gross regional product of more than \$1.1 trillion.

#### What We Buy

The Port Authority purchases goods and services for all aspects of its operations. All prospective vendors should register with the Port Authority before they bid on projects. Forms, documents, and the Port Authority's Vendor Procurement Guide can be found at: <http://www.panynj.gov/business-opportunities/become-vendor.html>

#### Door Openers for MWSDBEs

The Port Authority offers assistance to minority, women-owned, small and disadvantaged businesses through its supplier diversity program. For more information and access to

#### THE PORT AUTHORITY OF NY & NJ

##### How to Connect With Us

##### Office of Business Diversity & Civil Rights

Tel. 212 435 7803

For information on MWDBE programs and how to get certified: <http://www.panynj.gov/business-opportunities/supplier-diversity.html>



All agencies with current and future opportunities have “**OPPORTUNITIES**” indicator on their agency/authority profile. You can view and/or download documents.



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## Take it a step further... Visit agency website!

How to Get on Our Bidder List or Preferred Contractors/Vendors List

Please visit DASNY's RFP & Bid Opportunities section on our new website for more information on procurement opportunities. For information on registering as an interested subcontractor or supplier on a DASNY project, visit DASNY's Procurement Opportunities.

[RFP & Bid Opportunities](#)

### RFP & Bid Opportunities

DASNY procures goods and services on a competitive basis, awarding contracts to firms that will deliver high quality at the lowest possible cost to New York State, while promoting the use of Small, Minority and Women-Owned Business Enterprises.

The City College of New York Center for Discovery and Innovation and the CUNY Advanced Science Research Center in Harlem, pictured here, is DASNY's largest project to-date, valued at \$705 million.



**Add Your Firm as an Interested Sub/Supplier**



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## Take it a step further...

### Search NYS Contract Reporter!

Opportunities posted today **38**  
Opportunities posted in the last 7 days **181**  
Total available opportunities **867**

 **The New York State Contract Reporter**  
NYS' official source of contracting opportunities  
*Bringing business and government together*

Log In >  
Sign up and register for your free account!  
Click here to get started >

I want to find contracts to bid on > I want to advertise opportunities > Learn about the New York State Business Registry > Learn about doing business with New York >

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[www.nyscr.ny.gov](http://www.nyscr.ny.gov)



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## Additional Resources

### OPEN BOOK NY

Managed NYS Office of the State Comptroller, this web portal allows for visibility into active NYS contracts. Search by state agencies/authorities or vendor. View contract number, vendor, contract amount, spent to date, and contract expiration date.

[www.openbookny.com](http://www.openbookny.com)

### Directory of Frequently Purchased Commodities and Services

Annual publication of expenditure by state agencies on commodities and services.

[www.osc.state.ny.us](http://www.osc.state.ny.us)



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## Questions?

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