



Procurement Policy Update

2014 DES Training Conference & Trade Show

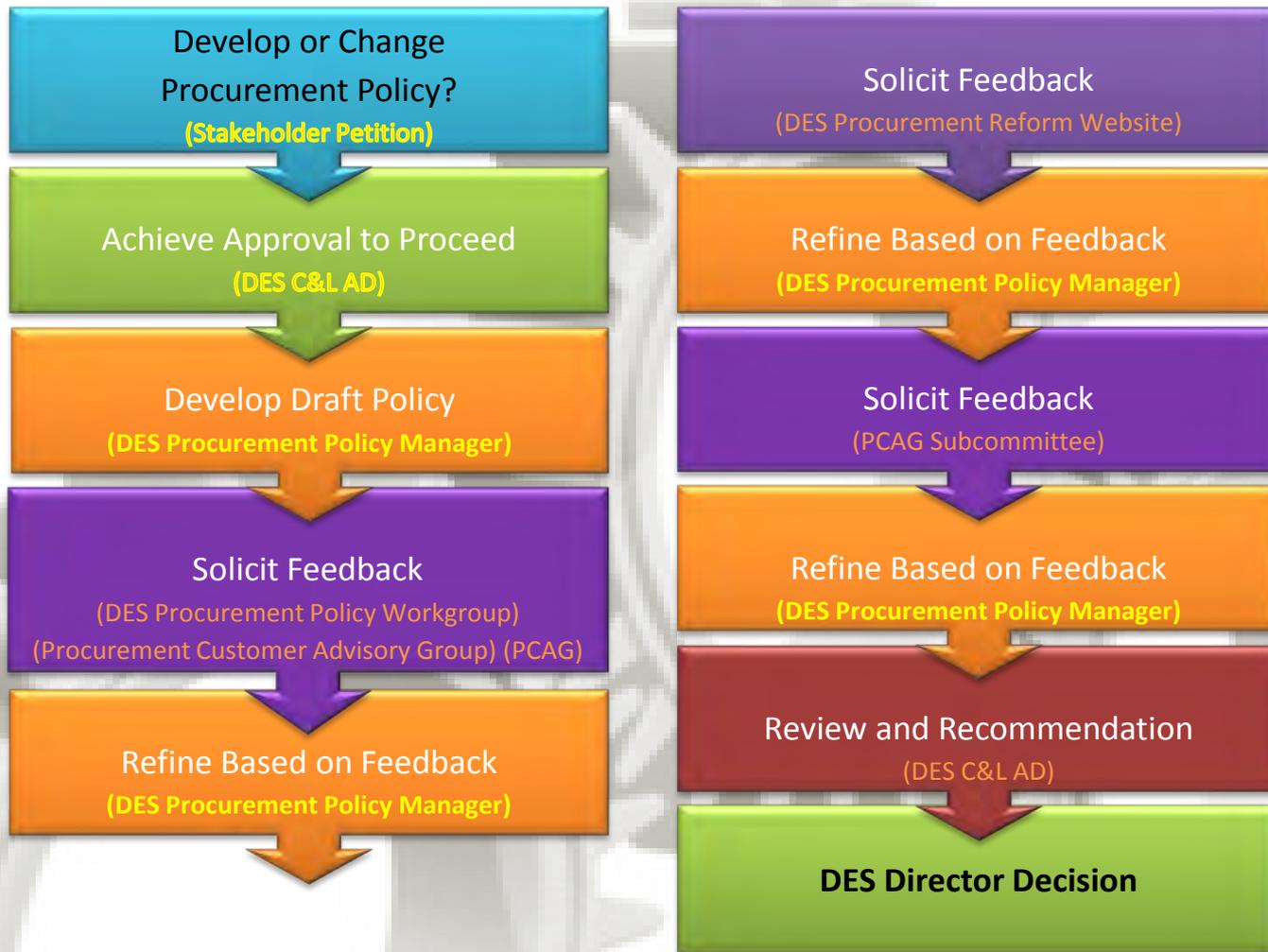
Presented by

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Council President*

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PROCUREMENT POLICY PROCESS FLOW



NEXT WAVE OF PROCUREMENT POLICIES

- **Protest Bond Policy**
- **Food Grown in WA Policy**
- **Competitive Solicitations Policy**
 - **Prevailing Wage**
 - **Mercury Reduction**
 - **Electronic Product Preference**
 - **Recycled Material Preference**
 - **Pre-Bid Conference**
 - **Best Value Procurements**
 - **Best & Final Offer (BAFO)**
 - **Release of Bid information**
 - **Debriefing Conference**
 - **Complaint & Protest**



COMPETITIVE SOLICITATION METHODOLOGIES

•Competitive Solicitation Methodologies

- Request for Quote (RFQ)
- Request for Qualifications & Quote (RFQQ)
- Competitive Negotiations Process
- Request for Proposal (RFP)
- Invitation for Bid (IFB)
- Recruitment Based
- Reverse Auction
- Research Based
- Two-Tier
- Multistep



SMALL BUSINESS POLICY INPUT

Bring issues from the business communities that represent minorities and other overlapping interest groups such as Washington Veteran Owned Businesses and Washington Micro, Mini, and Small businesses.



WASHINGTON STATE MINORITY COMMISSIONS

Commission on African American Affairs

<http://www.caa.wa.gov/>

Commission on Asian Pacific American Affairs

<http://www.capaa.wa.gov/>

Commission on Hispanic Affairs

<http://www.cha.wa.gov/>

**Washington Minority Business Advisory
Council**

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The Washington Minority Business Advisory Council (MBAC) is a 501 (c) (3) non-profit organization positioned as the unified voice of Washington State Minority Business enterprises on state policy and procurement reform. We engage and inform MBE's for the purpose of empowering Washington MBE's and provide a vital service as an advisory council promoting growth and justice for minority businesses.





MISSION

The Mission of the Washington Minority Business Advisory Council (MBAC) is to Inform, Engage, and Empower Minority Business Enterprises (MBE's) through education and awareness to achieve economic equity.

VISION

The Vision of the Washington Minority Business Advisory Council (MBAC) is to increase state-wide minority business opportunity, growth, and influence that ensure fair and equitable public-private procurement practices and policy reform.

www.mbac-wa.org



The Minority Business Policy Workshop

The Workshop took place on June 19, 2014 at the South Seattle Community College Georgetown Campus. It offered the opportunity for participants to engage with State Agencies and Minority Business Owners in a roundtable discussion to develop a legislative policy agenda.





WASHINGTON STATE 2015 MBE POLICY AGENDA

IMMEDIATE ACTION

EXECUTIVE ACTION 6 MONTHS

LEGISLATIVE ACTION 2015 LEG SESSION

POLICY DISCUSSION 9-12 Months

INCREASE STATE COMMITMENT TO MBES

ACTION ITEMS

- Within WSDOT, strengthen the Office of Equal Opportunity's (OEO) relationship within WSDOT including: 1) Direct report to the WSDOT Secretary; 2) Direct authority to audit DBE performance; 3) Direct authority to set project DBE goals
 - Require a 3rd party legal review of all WSDOT federally funded projects
 - Provide more transparency on each agency diversity spend to determine utilization (show who got work)
 - Provide agencies more resources to properly administer contracts
 - Develop a model inclusion plan for contracting to encourage WMBE utilization by Nov. 1
 - Provide required training for all key agency employees on inclusion
 - Include OMWBE in executive cabinet and at executive meetings
- Require inclusion plans on state public works contracts
 - Develop a statement of commitment to hold prime contractor's accountable to meet state and federal goals
 - Increase minority representation on advisory committees, contract evaluation teams, and Governor appointed boards and commission
 - Issue an Executive Order regarding diversity and inclusion requirements
 - Direct state agencies to report diversity spend on their website
 - Create more accountability for heads of agencies on diversity spend performance
- Increase WMBE opportunity for public works procurement (*RCW 39.04.155*)
 - Increase Job Order Contracting (JOC) from 2/\$4 million to 6/\$6 million
 - Increase the limit on the limited small works roster
 - Expand best value in all contracting including DBB, CB, GCCM, On Call, Small Works
 - Introduce performance based contract methods on public works contracts, to follow performance based contracting for goods and services
- Enforce existing rules and federal regulations that remove barriers for MBES
 - Increase the direct buy limit for goods and services procurement by agencies (*Policy# DES-125-03*)
 - Streamline state and local certification applications
 - Develop a policy to investigation certification noncompliance within 30 days
 - Promote more outsourcing to create more opportunities for WMBE participation (review 12 contracts per year)
 - Simplify the contract and procurement process
 - Provide more resources for state IT solutions for better data collection

IMMEDIATE ACTION

EXECUTIVE ACTION 6 MONTHS

LEGISLATIVE ACTION 2015 LEG SESSION

POLICY DISCUSSION 9-12 Months

INVESTMENT IN MBE FINANCIAL CAPITAL

ACTION ITEMS

- Comply with the prompt payment action all USDOT funded contracts and projects
- Do not advocate for changes to the minimum wage law (franchisee)

- Executive directive to all state agencies increase direct contract opportunities for MBEs through unbundling contracts

- Increase the bonding exemption to allow for bonding more MBE contracting opportunities (example - \$2 million)
- Review quick pay for public works that includes bi-weekly payment from primes to subcontractors
- Amend the prompt payment law to better benefit subcontractors

- Allow for prime contractor mobilization fee to transfer to subcontractors
- Examine other state best practices regarding bonds, including: retention for early trades and phased bonding
- Develop capacity building program that incentives larger firms to assist smaller firms in acquiring or leasing equipment
- Based on best practices, develop other access to capital assistance for MBEs

IMMEDIATE ACTION

EXECUTIVE ACTION
6 MONTHS

LEGISLATIVE ACTION
2015 LEG SESSION

POLICY DISCUSSION
9-12 Months

INVESTMENT IN MBE HUMAN CAPITAL

ACTION ITEMS

- Provide more education for hospitality and restaurant works on business concerns; less fines

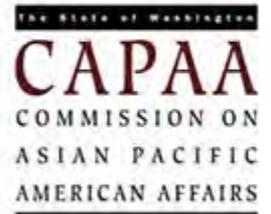
- Develop mentor protégé program for federal and state public works related projects, to enhance the capability of program participants

- Increase resources to support technical assistance training for MBEs
- Draw resources from CIP to support capacity building and mentor protégé programs



MBAC WASHINGTON
**Minority Business
 Advisory Council**

WASHINGTON STATE AGENCY PARTNERS



COMMUNITY ORGANIZATION PARTNERS





THE MBAC APP – BETA TEST MODE



The MBAC mobile application is designed to assist Minority Business Enterprises (MBE) in being informed on Washington State business opportunities, policies community concerns that impact your business 24/7, 365 days a year.

Key features:

- A central place for minority business and state government announcements
- View outreach and networking events happening in Washington State
- Track policies and WA state legislative bills
- Build community dialogue with other MBEs
- Expand your professional network
- Find eBid opportunities specific to their industry
- Keep up-to-date on the 2015 MBE Policy Agenda



*Currently available for download in beta test mode for Android and iPhone.



Questions

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- DES [Procurement Policy](#) Update

