

PIE



Procurement Inclusion and Equity (PIE) Program

DES C&P PIE Overview

Department of Enterprise Services (DES) Contracts & Procurement (C&P) creates & manages state master contracts that state agencies, local & tribal governments and non profits use to purchase goods & services.

The C&P PIE Program helps procurement professionals increase diversity, equity & inclusion (DEI) in public purchasing and contracting

\$1.2 billion

\$1.2 billion in goods and services is what our state purchases each year through DES master contracts, with environmental, social and economic priorities impacting daily decisions

200 Master Contracts

200 state master contracts are managed by DES, with more than 1,500 vendors on them – So many opportunities for small and diverse businesses to have a piece of the state pie, if we help teach, inform, and grow DEI across state procurement

101,000

101,000+ authorized entities leverage state master contracts! PIE leads the State's effort to grow the number of small and diverse businesses who are able to participate in our contracts, removing legal, policy and political barriers to their participation

Vision to Bring Change

Our vision is that by 2028, every small and diverse businesses will win their fair & equal share of Washington State contracts

Mission to Lead Improvements

Our mission is to lead the State's effort to create a sustainable increase in the procurement of goods and services from small and diverse businesses

Strategic Objectives

Work across agencies to create a systemic cultural change to improve small & diverse business inclusion in state contracts & purchasing

Creating Cultural of Procurement Inclusion and Equity

✓ Partnering to ensure every state purchasing and procurement professional understands the importance of, and makes the best effort to include small and diverse businesses in contracts & purchases.

✓ Working with vendors to develop a robust pipeline of small & diverse businesses who can compete for state business, removing any barriers along the way.

✓ Small & diverse businesses are the backbone of a strong and resilient economy – winning a government contract can create a sustainable foundation for those businesses.

✓ A robust, diverse, small business environment helps communities recover quicker from a recession, because they are the last to layoff their employees during an economic downturn.

✓ With our dedicated team and subject matter expert knowledge, we can implement new innovative ideas that will help increase use of small & diverse businesses in public purchasing.

PIE Program Strategic Objectives

Disparity Study Recommendations

Create policies, procedures, guidance, and collaboratively consult to implement the Disparity Study recommendations.

Growing Small & Diverse Numbers

Work with OMWBE & the State Small Business Liaison Team to grow the number of eligible qualified small & diverse businesses who can participate in State contracting & purchasing.

Measuring Effectiveness & Results

Measure the effectiveness of achieving our mission – and – measure the results of whether the changes we make create actualized opportunities for small & diverse businesses in purchasing and the State contracting marketplace.

Breaking Down Barriers

Eliminate barriers and create opportunities to the maximum extent possible for small & diverse businesses in State contracting.

Sharing Successes & Lessons Learned

Share across state agencies strategies that prove to be effective, share results and outcomes, successes and lessons learned for a holistic statewide approach.

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Goals at a Glance

Contracts
and
Procurement



The program's strategic goals:

1. Create a culture of procurement inclusion and equity by eliminating barriers and creating opportunities to the maximum extent possible for small, diverse, and veteran owned businesses in State contracting.
2. Create a pipeline of diverse owned businesses who bid on state solicitations by strategically targeting outreach, training, and technical assistance toward small and diverse businesses who sell in the area that the state purchases.
3. Measure the results of whether these efforts create actualized opportunities for small, diverse, and veteran owned businesses in State contracting.

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Disparity Study



- A. *Implement an Electronic Data Collection and Monitoring System for All State Agencies***
- B. *Increase Access to State Contracting Information***
- C. *Increase Outreach to M/WBEs***
- D. *Increase Technical Assistance to M/WBEs and Small Firms***
- E. *Lengthen Solicitation Times***
- F. *Review Contract Sizes and Scopes***
- G. *Raise the Direct Buy Limits***
- H. *Adopt "Quick Pay" Policies***
- I. *Review Insurance, Surety Bonding and Experience***

Requirements

- J. *Provide Training to State Staff***
- K. *Develop a Pilot Small Business Enterprise Bonding and Financing Program***
- L. *Develop a Pilot Small Business Enterprise Target Market***
- M. *Adopt a Pilot Small Business Enterprise Mentor-Protégé Program***
- N. *Develop Performance Measures for Success***

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Moving on

1. **Creating a Culture of Inclusion: Create, train and sustain.**
2. ***Creating a pipeline of small and diverse businesses: Identify, engage, and educate.***
3. ***Measuring results: Outputs and outcomes.***

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