



## Small and/or Veteran Evaluation Points (Policy §C-7a) Lunch & Learn Q&A – June 27<sup>th</sup>, 2023

### Q&A for June 27, 2023 Lunch ‘n Learn meeting: C.7(a) Small and/or Veteran Evaluation Points

1. Question: Is there any benefit in our documenting our sourcing of goods & services from small/diverse businesses that are located outside Washington state?

DES Response: Yes. The fact is that some agencies do business with firms outside of Washington. Although you can't give preference points to out-of-state firms, if the ASB is from outside the state, you should do what is in the best interest of your agency (of course, within what is permitted by the law).

There is another important consideration. The Governor and State Legislature want agencies to expand the scope of spending to small and veteran-owned businesses. If you track your out-of-state spending, then that can be useful information to DES and maybe to other agencies as well. Out-of-state spending can illuminate gaps in your agency's awareness of existing Washington firms that are providing the same products or services as out-of-state businesses. It can also increase awareness by Washington firms that there are opportunities that have gone to an out-of-state business. So, it's useful to keep sourcing documentation. A list of out-of-state vendors can be the core of meaningful in-state outreach efforts.

2. Question: Can we use point values, such as 10 points or 20 points, instead of percentage points to comply with this policy?

DES Response: Yes. If you want to attribute points rather than a percentage, that is totally fine, but best practice suggests that the total preference points for the small/veteran firm are to be 10-20% of the total points available in the evaluation (i.e., if there are a total of 1,000 points possible in an evaluation, the amount of the preference would be between 100-200 points).

3. So, you have to award points to small/vet separate from minority/women owned business?



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DES Response: Yes. It currently is not legally permissible to give preference to a protected class. The Supplier Diversity Policy only allows preference points to be provided to small and/or veteran-owned businesses.

### 4. If our section is soliciting for client services, rather than a product, would PTAC be a resource that would be applicable?

DES Response: Yes. APEX Accelerator (formerly PTAC) is an excellent resource regardless of the subject matter that will be solicited. If for no other reason, they will be of great assistance with your outreach efforts.

### 5. Awarding these points applies to all competitive solicitations and not just those under a certain dollar amount, correct?

DES Response: Yes. Remember, the points are only being applied to small and veteran-owned businesses, not to minority and women-owned businesses.

### 6. Wouldn't using small [vendor] spends count towards the overall spend with S/V?

DES Response: It depends. If the question is asking about overall spend with small/veteran businesses, then the answer is "Yes". But if the question is referring to "the overall spend [goal as set by OMWBE]", then the answer is "no". The only small vendor spend that counts towards the OMWBE spending goals is money spent with Washington firms (either incorporated here or registered to do business here) that have been certified by OMWBE. Note that currently, P-card is not included in small vendor OMWBE spend totals.

### 7. Is there a threshold we are trying to hit?

DES Response: Yes. Each agency's FY 24 targets are located in the far right column of the linked table: [Agency Reports and Plans | Office of Minority and Women's Business Enterprises \(wa.gov\)](#).

### 8. Is there a good narrative already prepared about what Drew just mentioned about small business utilization being an economic multiplier?

DES Response: Yes. "Economic multiplier" refers to the affect of spending with a particular type of business. A "Local Multiplier" occurs when you spend your dollars at a locally owned



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and independent business instead of a chain store or online giant. Your dollars recirculate through your local economy 2-4 times more than money spent at a non-local company. See [https://en.wikipedia.org/wiki/Local\\_multiplier\\_effect](https://en.wikipedia.org/wiki/Local_multiplier_effect).

### 9. Are veteran owned businesses limited to Washington state to be certified by WDVA?

DES Response: Yes. WDVA Certification requires **Proof the business is a Washington State Enterprise** which is defined as an enterprise which is incorporated in the state of Washington as a Washington domestic corporation, or an enterprise whose principal place of business is located within the state of Washington for enterprises which are not incorporated. See more requirements for WDVA certification [here](#).

### 10. Is it possible to obtain an itemized list of tracked spend by agency? I recognize this would be a very large file, but we are wanting to validate our own data in comparison to what OMWBE has counted on the reports.

DES Response: This information is currently available at [data.wa.gov](http://data.wa.gov). The files that show all agencies' contracts for a given fiscal year are called "Agency Contracts Fiscal Year [X]". Note that this information shows each contract's total value, not its annualized spend. Some agencies are developing dashboards using the data from AFRS. You can contact Tony Bussert to discuss the parameters for pulling the data: [anthonyb@omwbe.wa.gov](mailto:anthonyb@omwbe.wa.gov).

### 11. With Payments being processed by AFRS - are there fields and/or for the Agency to enter the Small/Sheltered Vendor Status? If yes, what does that look like? Like how would one need to share that information so that the Accounting Staff noted it in the AFRS payment?

DES Response: No. Currently AFRS does not have a dedicated field for vendor status. That being said, agencies can repurpose a field that they are not using and enter that information – but it would not generate statewide data.

There is a related report in AFRS in the enterprise reporting module called the Supplier Diversity Report. Each agency's finance office has access to it and can run it (for that



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agency's data only) at any time. Note that the report currently does not include P-card purchases (but will soon).

### 12. When is the Access Equity System rolling out?

OMWBE Response: The project team is working with change champions at each agency to roll out the system across the state. Some agencies are already up and running, others will get going in the next several months. All agencies will be actively using Access Equity in early 2024. You'll be hearing more in the coming weeks and months but for now, just the awareness is key.

### 13. Do we have a link to where business can register to be small and veteran?

DES Response: Yes. Small businesses register in WEBS. The Supplier Diversity Virtual Handbook contains information on how to register in WEBS [here](#). Veteran-owned businesses can register with the WDVA [here](#).