

## Transcript for June 27, 2023 Lunch 'n Learn meeting

**[This transcript was edited for accuracy and clarity.]**

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Zavatsky, Drew (DES)

Hey, good afternoon, everybody. My name is Drew Zavatsky. I'm with the Department of Enterprise Services, in the Policy Team. I'm the administrator for the Procurement Risk Assessment group and thrilled to welcome you to our 4th lunch 'n Learn about portions of the Supplier Diversity Policy and how to implement it.

Today we're talking about the Small or Veterans Business Evaluation Points strategy for implementing the Policy [section C-7(a)], and we'll get started. Joining us today is our presenter, Alex Kenneson.

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Kenesson, Alexander (DES)

**Slide 2** Hello, my name is Alex, I'm a procurement supervisor with the Department of Enterprise Services. I manage a team of contract specialists who create our Statewide Contracts. Beginning next month, I'll be moving into the Small Agency and Procurement Consulting Liaison Team role. You might be working with me from there for questions about the Supplier Diversity Policy.

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Zavatsky, Drew (DES)

Also joining us, Zoe Mroz, who works with me in the Policy Team and Doug Mora, who is with the Office of Minority and Women's Business Enterprises. They will be helping us out at the end when we have the question-and-answer session. For those of you who are first timers, at the end of this meeting because there are so many participants, we rely on the chat function of Teams to gather your questions, and then answer them. Send us your questions that way, and then between Zoe and Doug, we will be able to address some or all of them. If there are some that we can't get to, we will answer them in writing afterwards.

After this meeting, there will be a few documents that will be available to all participants: a transcript of this meeting, a copy of the PowerPoint, and a Q&A where your questions are answered.

**Slide 3** Enterprise Services is the state's lead procurement agency. We procure and manage around 200 statewide contracts that are for the benefit of all state agencies, with around 1,500 vendors. We are also responsible by statute with developing and implementing procurement policies and procedures for all state agencies.

**Slide 4** I'm showing you two statutes, and a recent Executive Order on the subject of supplier diversity. The first is the intent statute of RCW 39.26[.005] that talks about us as an Agency, DES, are supposed to develop procurement policies and procedures and accompanying materials to encourage and facilitate state agencies, purchases of goods and services from Washington's small businesses, and specifically that gets amplified with more detail in a later part of the statute, which is in the Central column of the slide. There, it says to encourage trade not just with small businesses, but also micro businesses, mini

businesses and minority and women owned businesses to the maximum extent practicable. The language in both of these statutes was written decades ago.

**Slide 5** We need to pay more attention to these laws, particularly because of the disparity study that came out a few years ago. The disparity study was designed to figure out how well the state of Washington was distributing its spending dollars to businesses. The basic point of the study was that some remedial action is warranted and necessary to ensure nondiscrimination in state-controlled commerce. In order to improve, the study recommended about 13 different actions, one of which was to review vendor requirements so that they are no greater than necessary to protect the state's interests. In the Policy, we are welcoming in businesses that have not been fairly treated in the past.

**Slide 7** The Policy is designed to address this disparity in spending and the Policy itself addresses the "what" – the disparity gap in spending. It is designed to ensure that we are actually closing that gap.

And how are we going to do it? That is what the Virtual Handbook is for. It contains several tools to help us in this path.

**Slide 8** Here, I talk about the 10 Supplier Diversity tools (not eight) because section C-7 actually has three strategies in it, so you've got the seven strategies here plus the three there. Now, I'm simple minded enough to want to have easy rubrics. The way I remember it is we've got 10 strategies under this Policy, and I will always hopefully have 10 fingers or 10 toes. So, let's see, the goal of all of this, of this whole scheme of our Policy and the Virtual Handbook is to use appropriate tools to increase state contracting with small and veteran-owned businesses.

**Slide 9** OK, so one of those other strategies is Evaluation Points, and this is what it looks like in the Virtual Handbook. This encapsulates a lot of what we'll be discussing today. The reason I wanted to show it to you is that I got a question the other day from somebody saying, OK, well, where do I find this?

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Kenesson, Alexander (DES)

**Slide 10** So first of all, let's start with a basic understanding of what are we talking about with "Small/Veteran's Business Evaluation Points." They are basically preference points that are issued to certified veteran-owned and/or Washington small businesses basically saying hey, if you've bid on our solicitation and you are a Washington small/veteran business, we'll give you 10-20 points.

We'll talk about how many points to award in a later slide. But for now, I want to call out what this means – what is this business point methodology? We are giving these points to the exclusion of large businesses. If you're a small business, you'll get a 10% preference or a 10-point preference. If you're a veteran-owned business, you'll get a 10% or 10-point preference. This could in theory mean that we'll be doing business with a vendor that is costing more. If I'm giving a small business 10% preference points, they could be up to 10% more expensive than the large business.

This methodology, above many others, probably foremost above many others, will help to provide equity, not just equality for small and veteran-owned businesses. I could give everyone a size 10 shoe, but if you're not a size 10 foot, it doesn't necessarily matter. This strategy gives points to small/veteran firms who, historically speaking, have been underutilized and have not really come to the table and are

not able to leverage incumbency to a proper benefit. And so, this helps provide some of the equity to those small veteran owned businesses and directs spending by your agency to those businesses.

Further, we'll get into what gives us the right to do this? What are the authorities for this? Well, the Policy will help agencies comply with many of the policies and RCWs that we're going to be discussing on the next slide.

**Slide 11** Another benefit of the Policy is that it helps keep state funds in state by using Washington based business firms or even if you are a more local firm, the more local you can get the better. Why not keep your taxpayer dollars in Washington state rather than having to go with a big nationwide conglomerate in Atlanta, GA, and then the state taxpayer funds leave the state? It can really help our local economies buying from small/veteran-owned businesses and that creates a benefit not just for the state but for your local community which you are based out of.

You may have a concern that by doing a methodology like this where we give a small business, 10% more points, doesn't that mean that we could be spending up to 10% more dollars for the same good or service? And furthermore, I've been trained in procurement that we have to go with the lowest responsive responsible bidder.

Well, I want to point to you in bullet point #2 on the slide, that says "in determining the lowest responsive and responsible bidder, an agency may consider best value criteria including but not limited to whether the bid encourages diverse contractor participation." So, if you've historically been saying we have to go with the absolute lowest cost solution, that's not necessarily correct. The RCW here specifically says you have to go with the best value, and that law identifies the fact that small businesses and diverse contractor participation create some best value for Washington state. And further you can see it's defined in bullet #1, that "the state shall develop procurement policies and procedures that encourage and facilitate state agency purchase of goods and services from Washington small businesses."

And it's also in RCW that we can use this strategy for veteran-owned businesses. You can see the next two bullet points on the slide that we have here: from RCW 43.60A, a state agency "shall perform outreach to veteran-owned businesses and to increase opportunities for them to sell goods and services to the state." And the Executive Order says that DES "will promote state agency contracting with and procurement from veteran owned businesses." So those two bullet points alone tell us we need to direct efforts and equity toward veteran-owned businesses to get them involved in state contracts. You can see in the second half of the third bullet point there, "to increase opportunities for them to sell goods and services to the state." So that tells us a little bit about why we can do this, our authorization behind doing this.

**Slide 12** Let's get in a little bit of the nuts and bolts about how we can do this logistically and some caveats that, based on my experience as a procurement supervisor at DES, you may want to watch out for. This is probably the most important bullet point: I love doing small veteran business points because it directs spend to those small/veteran firms, which is one of the things that we want to do.

However, you cannot use this methodology when federal funds are being utilized. Why? Because all of our preference points and all of our directives are for Washington state small firms and for Washington State certified veteran businesses. On a federal level, you cannot use location-based preferences; this

has nothing to do with diversity, with race, age, gender. This has everything to do with the fact that it's a location-based preference. Federal funds cannot be used on solicitations in which a location-based preference has been applied. So, if federal funds are going to be involved, you cannot use this methodology.

Now, the question is how much? How much can we put our thumbs on the scale? Is it 5%, 10%, 20%, 30%? Well, ultimately, it's up to you. You need to do your market research to find a number that would be right-sized and most beneficial for the solicitation that you're putting together.

We at DES have been most successful allocating 10-20%, and I believe that's what's in the Virtual Handbook, for a 10-20% preference for small or veteran-owned businesses. One thing that isn't on the slide, that we've been doing a lot of at DES, is you get maybe 10% if you're small or maybe 15% if you're small or veteran-owned, but then 20%, if you're both small and veteran-owned so the intersectionality still gets some points but doesn't multiply those points. We've been doing that a lot, but ultimately the answer is you get to decide.

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Zavatsky, Drew (DES)

Alex, while you were talking about this, a question came in that says, "can we use percentage points as opposed to points? Number versus percentage?"

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Kenesson, Alexander (DES)

You certainly can use percentage points or regular points. What I mean by that is if you don't want to call it percentage points and you just want to attribute points, you certainly can. However, the number of points you should attribute to the small or veteran-owned business should be 10 to 20% of the total points possible in the solicitation.

From there, one thing we've noticed at DES that has been very useful is we've been using larger point values. We've been trying to make evaluations out of 1000 points rather out of 100 points. Why is that? Because if a firm loses by one point that feels narrower than a firm losing by 10 points, and this has actually reduced our protest count. It's all just optics because it's still 1% of the points. But the reason why I mentioned this is you can use whatever points you want, but the number of points that are attributed to this preference should be 10 to 20% of the total points available. Another question that I get is, if it's out of 1000 points, should this be 100 points before or after that thousand? Our answer is that it should be 10% to 20% of the total points available. I know we're going to do questions later, but I think that's good enough for now.

**Slide 13** So, you have to award points to small or vet businesses separate from minority or women owned businesses. Take a look at the third small bullet point here on the slide. It points out that we do not give preferences for minority or women owned businesses under the Supplier Diversity Policy. Minority or women-owned business preferences would be based on protected characteristics, but small business is not a protected characteristic and certified veteran business is not a protected characteristic. Because of that, we do not strictly adhere to the small business definition in the statute. You can see here in the slide that the DES Supplier Diversity Policy is not relying on RCW 39.26.010(22)(b), which is the OMWBE certification. The reason is because using the OMWBE certification would be using characteristics based on a protected class.

We are adhering to all the other definitions of small business, and how are we doing that? Well, for our solicitations, the vendors typically self-certify whether they are a small business that meets that definition in RCW 39.26.010(22)(a) [an in-state business with fifty or fewer employees or <\$7M annual revenue]. I can show an example of that if this is going to sound a little too confusing, but also you can see on the slide that vendors will self-certify in WEBS that they meet the legal definition of small business.

You can certainly rely on that, but I would in my experience double-check that one, it's a little bit of homework added, but if they have self-certified, make sure they meet that definition. There have been more than a number of firms I remember where a business consulting firm self-certified that they were small, but they weren't a Washington small. They were based in Colorado and because of that they did not qualify for our small business points, even though they checked the box in WEBS.

So how do we verify an ASB's small or certified veteran status? We typically either have them fill out a self-certification form or you can use the WEBS self-certification, but you should double-check their statements about certification. Drew is soon to release a two-page guide on how to check their status. I don't think it's up there yet, Drew, but will be soon, correct? For verifying small veteran businesses. This is hot off the presses, coming up probably in the next couple of weeks to a month.

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Zavatsky, Drew (DES)

Well, it will be in the same packet of materials that will be made available at our website. I was mentioning earlier that the transcript, the slide deck for today, the Q&A, but the two-pager on how to verify small or veteran status is shown in the next slide.

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Kenesson, Alexander (DES)

**Slide 14** So, this is a view of the two-pager document that will be going out about how to verify a certified or self-certified small business. You can look the business up on the Secretary of State and the Department of Revenue web sites to confirm if the vendor is located in Washington state, or if their principal office is in Washington state. If you can't verify that, or if the Secretary of State doesn't have their principal office in Washington state, you can verify that the Bidder's headquarters is in Washington by contacting the bidder directly or verify their location through your own Google search to find out where is their headquarters based out of. But the requirement for this is that they have to be a Washington small business. The onus is on us procurement professionals to ensure that we are doing business with a Washington small business. If we were awarding these points where that business is a Washington small, we can make it easier on ourselves with these self-certifications, but we should verify – trust but verify.

**Slide 15** So next we have a couple of best practices and resources that are available for you to use.

The Supplier Diversity Virtual Handbook. I got 80% of the information for the slides in today's presentation from the Supplier Diversity Virtual Handbook, so that's a good available resource.

There's a best practices link.

We have a website for some sample evaluation tools and templates that could be valuable if you're asking, how do I logistically put this bidding information in a spreadsheet and how do I make this happen when I get to my ASB and bid tabulation? We have some examples at the linked site.

Finally, before we open up to questions, I want to give a shout out to and discuss PTAC (Procurement Technical Assistance Center, renamed the Apex Accelerator). So, I as a procurement professional, I'm kind of the referee, right? I really can't help small businesses directly with their bid presentations. But PTAC can. That is pretty much their main role, to liaise, communicate, and assist small businesses with bid preparation, bid notifications, how to fill out the bid and to watch out for any pit falls in responsiveness to the state's solicitation. I mean, it would really stink do all this work to bring small businesses to the table and then they get thrown out for some sort of responsiveness or responsibility issue. PTAC can help those small businesses.

So, if there is a small business that is contacting you seeking help, or if you know of a small business that you really want to bid on your solicitation, you can direct them to PTAC. You can do that outreach and say hey, go contact PTAC. To the vendor you can say, "We hope you're interested in bidding on this solicitation. PTAC can really, really, really help you with this."

Further, creating a relationship with PTAC could really help you frame the discussion about how many points to assign when evaluating bids. They know how many small businesses are banging down their doors. They know what commodities are thirsting in the workplace from their contacts. So, what we typically require of our contract specialists is meeting with PTAC, or an email with PTAC, saying, hey, we're going to do this competitive solicitation. Do you have any vendors that have been banging down your doors? If so, let's talk about that. What are you hearing? What can we do from that? PTAC really kind of serves as a coach to vendors and prospective bidders where I can't. I have to be a referee, but PTAC can be a coach for small businesses.

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Zavatsky, Drew (DES)

I'd like to emphasize what Alex was just saying. PTAC is a fantastic resource for all parts of the enterprise, not just the state, not just the vendors, but everybody in every group in between. Part of the proof of that is that representatives of the PTAC office in Tacoma were part of our Business Diversity Advisory Group when we were creating the Supplier Diversity Policy. PTAC members were instrumental in helping draft a good part of that Policy. So, they not only understand the policy and the need that the state has for increasing commerce with small and veteran-owned businesses, but they also understand a lot of the implementation hurdles that we have to deal with and they are very good at removing them. PTAC is a fantastic resource.

OK, at this point, we are going to open this up to questions, and I'll ask Zoe and Doug to start the discussion.

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Mroz, Zoe (DES)

**Question #1** So we had a question initially. I'm not sure if anyone here will have the answer, but from Bonnie Olsen who asks, is there any benefit in our documenting sourcing of goods and services from small, diverse businesses that are outside of Washington state?

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Kenesson, Alexander (DES)

Can I jump in on that one? I want to start with that one because we get that actually at DES. Well, I don't want to say get this question a lot, but a nonzero amount. The reason why we get that question is we tend to work with Oregon and Idaho, because some of our contracts will piggyback to Oregon and Idaho, and we're just interested in why not report spend with out-of-state firms? And so, we will hire Oregon small firms. But we don't give any preference points to them.

Our preference points are typically still based off of policy and Washington statutes, which award preference points to Washington based small firms. Anecdotally, of course, there's benefit to bringing in small firms from outside of the state. In my experience, I've had surprisingly much less vendor management concerns with smaller businesses than larger businesses. That may come as a shock to some, but typically customer service is a lot better from small firms. Available capacity might be a concern, but the availability to respond to concerns is a lot better than with larger firms.

As a further note, we've got some Oregon small firms on our contracts now. Again, I can't give them preference points, but there is still value of having them on contract and doing outreach to Oregon as well.

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Zavatsky, Drew (DES)

I would say that it's really important always to track the spending that your agency is doing, whatever its type. But here the clear message from the governor and the legislature is to expand the scope of spend to small and veteran-owned businesses. If you do track your out-of-state spending, then that can be useful information to DES and maybe to other agencies as well; this information 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. So, I think it's useful to keep those statistics.

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Kenesson, Alexander (DES)

I'll agree with that. I think we all know the amount of effort to bring smalls to the table is a lot larger than we expect. But also, it is our duty based off of the system that we've got now in our roles as procurement coordinators. And so why am I mentioning that is it may not – having an Oregon small business under contract now it may not be able to give points, to count towards spending with a Washington small business. But having hired the Oregon firm will also help when I rebid this in the future to get Washington smalls involved – many smalls may look at a bid and say, “that's not for me. That's too big. That that's an Amazon/Office Depot/Staples thing.” And then I can go to them, and say, “you're wrong, bro. Look, see, this Oregon firm is a very small two-person shop that was able to fulfill this region's needs and we've unbundled by region and there are opportunities for you on this.” And so, it continues to help build the case for working with the state.

There is some benefit to now having an out of state firm, but there's also much more future benefit to be able to get Washington state firms to be more interested in it by having a foreign small on contract.

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Zavatsky, Drew (DES)

That's a great point, Alex. What it makes me think of is, “what are you building or creating by getting a

list of all of the out of state businesses that you're hiring?" Well, you're actually creating a list of your next outreach sessions in state, right? I mean, to me it's a really powerful statement to say to a bunch of businesses in King and Pierce County, "Hey, you know, we're looking for this stuff and you've been losing out up until now. What are you going to do about it?"

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Kenesson, Alexander (DES)

Yep, absolutely.

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Zavatsky, Drew (DES)

Great question.

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Mroz, Zoe (DES)

**Question #2** Moving on, shifting gears a little bit. I'm going to this one from Joanna: awarding these points applies to all competitive solicitations, and not just those under a certain dollar amount, correct?

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Kenesson, Alexander (DES)

Well, I've been framing this only for competitive solicitations, not direct buys. But I don't see why this wouldn't be good practice to apply to direct buys as well. But to answer the question, in my role, I'm only in the competitive solicitation business and this Policy is I think more geared toward that.

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Mroz, Zoe (DES)

Our Policy, in terms of like compliance, talks about every competitive solicitation and where appropriate and not federally funded, those are the key parts to remember when it comes to applying evaluation points. And also remember they're only being applied to small and veteran businesses, not to minority and women owned businesses.

**Question #3** Next question, we've got one I'm looking at right here from Nicolas: wouldn't using small spends count towards the overall spend with SV?

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Kenesson, Alexander (DES)

I'm trying to find the supporting evidence and I'm halfway through it, but I'm pretty sure that small spend still is only Washington based firms. I'm actually looking at the OMWBE website about what spending counts – and I'm presuming you mean count toward OMWBE goals for your agency. I believe it still has to be Washington state firms.

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Zavatsky, Drew (DES)

Although there are many ways to count spend, you will be held accountable by OMWBE to the spending goals they will be creating. Doug, can you speak to when will the goals be published?

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Mora, Douglas (OMWBE)

Coming soon.

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Zavatsky, Drew (DES)

OK, so in a matter of weeks, every agency is going to be receiving their spending goal document for the following year and it will give the way to calculate the agency spend. So, what we're giving you is sort of the general shape of things, but when it comes to the actual OMWBE-related requirements, their spend reporting document is the resource to use.

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Mroz, Zoe (DES)

Are you, Doug, did you have anything else you wanted to say about that?

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Mora, Douglas (OMWBE)

So let me formulate this for a second. So yeah, what Drew was saying about there are going to be goals from OMWBE and you also need to monitor your spending on veteran and minority owned businesses. And right, you can't give preference points for protected groups like minority and women, but that might be a factor in what Alex was thinking, what he was mentioning before about your direct buy so that uh, maybe a factor in your purchasing decision on whether you go with a veteran owned minority or women owned business, taking into consideration your agency's goals – and we can get really nuanced into the factors in making that decision on where your agency is moving towards your veteran goals, your small business goals and minority and women owned business goals.

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Zavatsky, Drew (DES)

**Question #4** Looking at the chat, Nicholas asked a supplemental question: is there a threshold that we are trying to hit? That's precisely what is in the reports you'll be receiving from OMWBE. They're actually giving you what your agency goal is, and that's part of their statutory mandate.

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Mroz, Zoe (DES)

**Question #5** Perfect. Next question: "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."

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Mora, Douglas (OMWBE)

Well, it's theoretically possible, and it is what our data analyst had to do to develop agency goals. We're not promising to make that readily available but let me follow up with our data and reporting team. To see how we could do that, it gets complicated, and I don't want to stray too far from the topic because we're here to talk about veteran businesses and I want to support them. But this is one of the reasons why we need to use the Access Equity application. Because what you can get from AFRS and other general reporting data sources does not include subcontractor spend. And that's a big enough factor to affect the agency's annual spend report. You can kind of get some data from readily available sources,

but until we roll out the Access Equity application, you're only going to get a partial picture, which should still be enough learn how to improve your agency spend with small and veteran businesses.

We know we need to increase spending on minority women, veteran, and small businesses. We know that, just do it.

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Kenesson, Alexander (DES)

I agree. We shouldn't focus just on what counts. I mean, what counts is important, right? But if you've got a small business that is out of state, let's still use them. If you've got a woman owned business who isn't certified, let's still use them. Like the disparity study says, we just have got a lot of work to do. And yes, what's in the weeds is important, but we should also keep the big picture focused too.

I want to jump in if I can and talk about PTAC. If your agency is soliciting for services rather for goods, PTAC is a resource that would be applicable. I am on many DES business diversity groups and I will tell you that the majority of businesses in those groups are services based, not goods-based services. There is a huge opportunity for Small Businesses.

I can't tell you the amount of energy, effort, joy, and enthusiasm there was around our business consultant contract. That one had so much buzz to it and the reason is PTAC's involvement. The value of PTAC transcends a single product purchase; let PTAC help you do some outreach for you and build relationships. PTAC is there to help small businesses, and they can tell businesses that agencies are excited about working together. Reach out to PTAC, get them on your side, and have them do a lot of that work.

Oftentimes the DES we send a memo to PTAC and they're able to send it out to a wider swath of people about when a solicitation is available or whenever we're looking for responses to an RFI. And so, I'm using a lot of words, but if anything, you would be well rewarded to build a relationship with PTAC. Now, if you have not met your PTAC person, if you have not met Tiffany or whoever your PTAC person is, schedule a 30-to-60-minute meeting and I know your time is busy, but trust me, that will be worth its weight in gold for you.

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Mroz, Zoe (DES)

**Question #6** That's where I was going next. Alice asks is there a good narrative already prepared about what Drew had mentioned earlier about business, small business utilization being an economic multiplier?

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Zavatsky, Drew (DES)

Yeah, there is. I have to find it, but the one that I'm remembering is actually from the Small Business Administration and I don't remember if there was one specific to Washington State, but I'll research this and put the answer in our written responses.

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Mroz, Zoe (DES)

**Question #7** Let's see, we had a question from Julie Hanna on looks like about AFRS specifically and I'm not sure if we have any of any data people in the room who can speak to this question but 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? For example, how would one need to share that information so that the accounting staff noted it in the AFRS payment?

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Zavatsky, Drew (DES)

That's way beyond me. I'm sorry, but we'll make sure we get the answer for you in in the written responses.

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Kenesson, Alexander (DES)

Provisionally, I also don't think there is yet, but there might be an interesting status to track about specifically sheltered market sales. We will do more research and put that in the Q&A.

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Mroz, Zoe (DES)

**Question #8** It looks like we had a question about Access Equity that Doug replied to with text in the chat, but Doug, do you want to speak any more about that?

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Mora, Douglas (OMWBE)

I want to rely on our change management and project team to provide details as appropriate, but yes, right now it's a, you know, work in process. Stay tuned.

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Mroz, Zoe (DES)

Unless I've missed something, I think that are those are all of our questions, Alex or Doug or Drew, do you see anything else?

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Kenesson, Alexander (DES)

No.

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Zavatsky, Drew (DES)

I did not. Well, listen, I want to thank every everybody for your participation and your questions and we only improve when you know send us your questions. So welcome and thank you all again.

And Alex, thank you for co-captaining.

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Kenesson, Alexander (DES)

Pleasure as always.

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Zavatsky, Drew (DES)

It was fantastic as always, Zoe and Doug.

Spectacular and I look forward to seeing some, if not all, of you at our October sessions. They will be addressing the remaining topics from the Supplier Diversity Policy and Virtual Handbook.

It's unclear whether or not they'll be every week, or it might be every other week.

I'm anticipating that will be 3 sessions instead of four, but more to follow and you're all on our distribution list, so you'll learn about it.

0:47:20.0 --> 0:47:21.770

Kenesson, Alexander (DES)

**Question #9** I see Ashley's parting question. It's a good one to wrap up on: do we have a link where businesses can register to be small or veteran – actually three questions – one they can register, two, can they self-register, and three, can they self-certify in WEBS?

First, register in WEBS. The Virtual Handbook contains information on how to register in WEBS [here](#).

Second, WEBS registration is self-serve. And it's easy!

Third, WEBS is self-certified. That being said, we will have the two-page guide about how to confirm the status of a vendor (we mentioned it earlier during this conversation) in the materials for this meeting.

0:48:16.310 --> 0:48:18.950

Zavatsky, Drew (DES)

Have a fantastic rest of your day and week.