How to do Business with California State Government

Sell to the State

Small Business / Disabled Veteran Business Enterprise

Get Public Procurement Information

CALIFORNIA DEPARTMENT OF GENERAL SERVICES | PROCUREMENT DIVISION
How to do Business with California State Government

Matt Zweier

Outreach Liaison

Department of General Services
Topics

- Overview of SB/DVBE Program
- Small Business (SB) Certification
- Disabled Veteran Business Enterprise (DVBE) Certification
- Cal eProcure Registration/Certification
- California State Contracts Register (CSCR)
- State Contract & Procurement Registration System
- SB/DVBE Advocates
- Commercially Useful Function
State’s SB/DVBE Contracting Dollar Goals

- Small Businesses: 25%
- Disabled Veteran Business Enterprises: 3%
State’s SB/DVBE Participation
Fiscal Year 2016-17

- Total Dollars: $8.5 Billion
- SB Dollars: $2.0 Billion
- DVBE Dollars: $333 Million
State Certifications

- Small Business (SB)
- Disabled Veteran Business Enterprise (DVBE)
Small Business Eligibility Requirements

To be eligible for SB certification, the business must meet the following criteria:

- Must be independently owned and operated;
- Cannot be dominant in the field of operation;
- Must have its principal office located in California;
Small Business Eligibility Requirements

The business must also:

- Have its owners (or officers in the case of a corporation) domiciled in California;
- And, together with the affiliates, be either:
  - a business with 100 or fewer employees, and have an average annual gross receipts of $15 million or less over the previous 3 tax years, or
  - a manufacturer with 100 or fewer employees
Small Business Eligibility Requirements

More information can be found at:

- [http://www.dgs.ca.gov/pd/Programs/OSDS/SBEligibilityBenefits.aspx](http://www.dgs.ca.gov/pd/Programs/OSDS/SBEligibilityBenefits.aspx)

OR

- by calling (916) 375-4940
DVBE Eligibility Requirements

- For DVBE certification purposes, a “disabled veteran” is a veteran of the U.S. military, naval, or air service; and has a service connected disability of at least 10% or more as certified by the United States Department of Veteran Affairs and must be domiciled in the State of California.
DVBE Eligibility Requirements

- Most DVBEs can also be certified SBs
- To be eligible for DVBE certification, the business must meet the following criteria:
  - Be at least 51% owned by one or more disabled veterans (defined on next slide)
  - Limited Liability Companies (LLCs) must be wholly owned by one or more disabled veterans
DVBE Eligibility Requirements

- Daily business operations must be managed and controlled by one or more disabled veterans. The disabled veteran(s) who manages and controls the business is not required to be the disabled veteran business owner(s).

- The home office must be located in the United States. The home office cannot be a branch or subsidiary of a foreign corporation, foreign firm, or other foreign based business.
DVBE Eligibility Requirements

More information can be found at:
- [http://www.dgs.ca.gov/pd/Programs/OSDS/DVBEEligibilityBenefits.aspx](http://www.dgs.ca.gov/pd/Programs/OSDS/DVBEEligibilityBenefits.aspx)
- OR
- by calling (916) 375-4940
Benefits of Certification

- 5% Bid Preference for Small Business
- The State may offer up to a 5% incentive to DVBE’s in the formal bid process
- As a California certified SB/DVBE, your firm is added to the Department of General Services’ certified firm database
Cal eProcure

- Cal eProcure is the buying, selling and small business component of FI$Cal as the procurement system of record for the state.
- Cal eProcure includes many new features designed to enhance the user experience for state customers as well as a responsive design and mobile compatibility.
Cal eProcure

Information you need for registration and certification.

- Tax information
- Website
- Business Address
- Mailing address
- Email address
- Phone number
- Number of employees
Cal eProcure

Questions you will answer in your registration and certification.

- What goods do you provide?
- What services do you offer?
- Are you a manufacturer?
United Nations Standard Product and Services Codes (UNSPSC)

Use the UNSPSC system to identify what goods and/or services you provide.

Example:

14000000 Paper materials and products
14110000 Paper products
14111500 Printing and writing paper
14111506 Computer Printout paper
Keywords

Use keywords to additionally identify what goods and/or services you provide.

- Examples:
  - Paper
  - Printer
  - Copier
  - Office
  - Toner
  - Fax
Login

User ID
Password

This is a State of California computer system, which may be accessed and used only for official Government business by authorized personnel. You are advised to read the Privacy Policy regarding the personally identifiable information that we collect, maintain, and use. Unauthorized access or use of the computer system may subject violators to criminal, civil, and/or administrative action. All information on this computer system may be intercepted, recorded, read, copied, and disclosed by and to authorized personnel for official purposes, including criminal investigations. Access or use of this computer system by any person whether authorized or unauthorized constitutes consent to these terms. Any email notifications of bid opportunities provided hereunder are strictly complimentary. The State of California does not guarantee bidders will receive such notices, and bidders interested in participating in upcoming bids are obliged to actively check the CaliProcure website for information about such procurements. By logging in I agree to comply with System Use and Privacy Policy of the Financial Information System for California.

Login
- New Bidder Registration
- Existing Supplier Registration

I forgot my password
SB/DVBE Certification

Certification lasts for two years.

Follow this icon to get certified.
SB/DVBE Certification Help

Office of Small Business and Disabled Veteran Business Enterprise Services (OSDS)
(916) 375-4940
8 am – 5 pm
Monday – Friday
http://www.dgs.ca.gov/pd/Programs/OSDS.aspx
California State Contracts Register (CSCR)

- A one-stop, source for contracting opportunities
- Connected to government bids, listing:
  - Services and construction contracts over $5,000
  - Commodity contracts over $50,000
  - IT goods and services contracts over $100,000
How the CSCR Works

- State agencies post their solicitations when they go out to bid
- Sub-contractors can find contracting opportunities
- Subs can place ads seeking work with potential primes
- Ads are free
California State Contracts Register

Search Events

Event Name  Event ID  Department  Event Status

Clear Criteria  Advanced Search Criteria

Search

Events

Showing Results: 1-411 of 411  Download

17-244 IFB HVAC Duct System Maintenance 17-244
Department of Motor Vehicles
Posted  End Date: 10/03/2017 2:30PM PDT

Health Care Data Warehouse and Actuarial/Analytical Services Provider 2017-0285
Public Employees Retirement
Posted  End Date: 10/03/2017 3:00PM PDT

IFB C5607474-D Tool Repair Services 0000006573
Dept of Corrections & Rehab
Posted  End Date: 10/03/2017 3:00PM PDT

Trash Disposal 08A2828
Department of Transportation
Posted  End Date: 10/03/2017 3:00PM PDT

C1731007 - Vault Toilet & Septic Tank Servicing - Auburn & Marshall Gold Sectors - CA State Parks 0000006986
Dept of Parks & Recreation
Posted  End Date: 10/04/2017 10:00AM PDT

X-Ray Film Disposal 0000007025
Dept of Developmental Services
<table>
<thead>
<tr>
<th>Event Name</th>
<th>Event ID</th>
<th>Department</th>
<th>Event Status</th>
</tr>
</thead>
</table>

**Start Date:**
- From
  - Enter date in the format dd/mm/yyyy
- Through
  - Enter date in the format dd/mm/yyyy

**End Date:**
- From
  - Enter date in the format dd/mm/yyyy
- Through
  - Enter date in the format dd/mm/yyyy

**UNSPSC codes**

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
</tr>
</thead>
</table>

**Service Areas**

<table>
<thead>
<tr>
<th>Service Area ID</th>
<th>County</th>
</tr>
</thead>
</table>

**Contractor License Type**

<table>
<thead>
<tr>
<th>Contractor License Type</th>
<th>Description</th>
</tr>
</thead>
</table>

**Add a new UNSPSC code**

**Add New Service Area**

**Add New Contractor License Type**
<table>
<thead>
<tr>
<th>Code</th>
<th>Agency</th>
</tr>
</thead>
<tbody>
<tr>
<td>2120</td>
<td>Alcoholic Beverage Ctrl Appeal</td>
</tr>
<tr>
<td>2150</td>
<td>Dept. of Financial Institution</td>
</tr>
<tr>
<td>2180</td>
<td>Department of Corporations</td>
</tr>
<tr>
<td>2240</td>
<td>Housing &amp; Community Development</td>
</tr>
<tr>
<td>2245</td>
<td>CA Housing Finance</td>
</tr>
<tr>
<td>2280</td>
<td>CA Housing Finance Agency</td>
</tr>
<tr>
<td>2310</td>
<td>Office Real Estate Appraisers</td>
</tr>
<tr>
<td>2320</td>
<td>Department of Real Estate</td>
</tr>
<tr>
<td>2400</td>
<td>Dept of Managed Health Care</td>
</tr>
<tr>
<td>2500</td>
<td>Transportation</td>
</tr>
<tr>
<td>2521</td>
<td>Sec. for Transportation Agency</td>
</tr>
<tr>
<td>2600</td>
<td>CA Transportation Commission</td>
</tr>
<tr>
<td>2640</td>
<td>State Transit Assistance</td>
</tr>
<tr>
<td>2650</td>
<td>Department of Transportation</td>
</tr>
<tr>
<td>2665</td>
<td>High Speed Rail Authority</td>
</tr>
<tr>
<td>2670</td>
<td>SF-AREA Bays Pilot Commission</td>
</tr>
</tbody>
</table>
### Event Details

**Highway Construction Bid Preparation and Analysis Project**

- **Event ID:** 5917-256
- **Format/Type:** Request For Information / RFx
- **Published Date:** 08/31/2017 12:01AM PDT
- **Event Version:** 4
- **Event End Date:** 10/11/2017 12:00PM PDT
- **Contact:** Erlinda Ibarbia
  - **Email:** erlinda.ibarbia@dot.ca.gov

**Description:**

- 9/14/17 12 Noon PT - Questions due.
- 9/13/17 Addendum 3 is released to correct the email address in RFI Section 1.7
- 9/8/17 Addendum 2 is released to correct Figures 1 and 2 in the RFI’s Sections 1.7 and 1.8.
- 8/31/17 Addendum 1 is released to correct table properties in Attachments 2 and 3. Refer to Addendum 1 for more detail.
- 8/31/17 12:01AM - This is a Request for Information for the Highway Construction Bid Preparation and Analysis (HCPBA) Project. This RFI is a market survey and is NOT a procurement. Caltrans is seeking ideas and information for an IT solution to update and/or improve its current construction contract bidding process. Please carefully review the attached documents for more detail.

**Contractor License Type (N/A)**

**Service Area (N/A)**

---

Hosted by Richmond Main Street Initiative
www.RichmondMainStreet.org
State Contract & Procurement Registration System (SCPRS)

- A historical database of everything the state has procured. It has information on:
  - Goods
  - Services
  - Businesses
  - Procurement documents
  - Dates
  - Buyers / Procurement officers
  - And more
### FISCAL SCPRS Search

The State Contract and Procurement Registration System (SCPRS) tracks total contract dollars and contracts procured by the State of California. The SCPRS data provided is available for informational purposes only. Please contact the awarding department with questions.

#### Search Parameters

- **Department:**
- **Purchase Document #:**
- **Supplier ID:**
- **Supplier Name:**

#### Search Results

<table>
<thead>
<tr>
<th>Department Name</th>
<th>Purchase Document #</th>
<th>Associated POs</th>
<th>First Item Title</th>
<th>Start Date</th>
<th>End Date</th>
<th>Grand Total</th>
<th>Supplier ID</th>
<th>Supplier Name</th>
</tr>
</thead>
</table>
| Housing & Community Development | 4CG 16-3103 | N/A | Trash bags for shredder | 12/20/2017 | 12/20/2017 | $265.20 | 00000007368 | OFFICE PRO M
| Dept of Corrections & Rehab | 5003050237 | N/A | Highlighters | 12/27/2017 | 12/27/2017 | $1,363.22 | 0000000910 | CENTRAL VALLEY OFFICE SUPPLY S
| Department of Justice | 1IDF 6103 | N/A | Sharp MX-M46SN B&W Copier | 12/27/2017 | 09/07/2023 | $27,960.13 | 0000000335 | SMILE BUSINESS PRODUCTS INC N
| Department of Justice | 1IDF 6777 | N/A | HP Color LaserJet Enterprise M553dn Printer | 10/6/2017 | 10/6/2020 | $2,837.05 | 0000000297 | NVN CORPORATION N
| State Hospital - Association | 17448105 | N/A | PORTON CUP | 10/1/2017 | 12/1/2017 | $18,518.04 | 00000016711 | SAN JOAQUIN DISTRIBUTORS INC S
| Department of Justice | 1IDF 1312 | N/A | Sharp Digital Copier/Printer/Scanner | 10/1/2017 | 08/30/2022 | $7,220.04 | 0000000923 | SMILE BUSINESS PRODUCTS INC N
| Department of Justice | 1IDF 6103 | N/A | HP Color LaserJet Pro M452sw Printer | 09/25/2017 | 09/24/2020 | $7,114.17 | 0000000297 | NVN CORPORATION N
| Department of Justice | 1IDF 6202 | N/A | Sharp MX-M66SN - 56 PPM B&W Copier | 09/25/2017 | 09/24/2023 | $37,063.79 | 0000000335 | SMILE BUSINESS PRODUCTS INC N
| Department of Justice | 1IDF 6290 | N/A | HP LaserJet Enterprise MFP Printer | 09/25/2017 | 09/24/2020 | $10,858.89 | 0000000297 | NVN CORPORATION N
| Department of Justice | 1IDF 6146 | N/A | HP Color LaserJet Enterprise M553dn Printer | 09/14/2017 | 09/13/2020 | $4,285.20 | 0000000297 | NVN CORPORATION N
| Dept of Corrections & Rehab | 1-00613 | N/A | Paper shredding | 09/11/2017 | 09/30/2018 | $107.00 | 0000004345 | THE RAPID GROUP LLC M
| Dept of Business Oversight | 1-CD128 | N/A | Scell | 09/6/2017 | 10/7/2017 | $1,055.02 | 0000000994 | HOFFMAN TECHNOLOGIES INC N
| Department of General Services | 0060006975 | N/A | Product Number: 280002A Toric Advanced Paper Hand Roll Towel White | 09/6/2017 | 09/6/2017 | $24,738.00 | 000011352 | STARLINE SUPPLY OF OAKLAND INC M
| Dept of Corrections & Rehab | 4560450245 | N/A | Copy paper | 09/6/2017 | 09/6/2017 | $2,829.13 | 0000000585 | NOTED TECHNOLOGY SOLUTIONS INC N
| Dept of Health Care Services | 3C72007-17-9410 | N/A | Envelopes | 09/6/2017 | 09/6/2017 | $2,197.85 | 0000008886 | PACIFIC COPIER & CONSULT M

Hosted by Richmond Main Street Initiative
www.RichmondMainStreet.org
A California Multiple Award Schedule (CMAS) is a streamlined, best value purchasing solution for State agencies and local governments seeking IT and Non-IT goods and services.
CMAS

- CMASs are not established through a competitive bid process conducted by the State of California.
- Therefore, all pricing, products and/or services offered must have been previously bid and awarded on a Federal GSA Schedule.

*California code does not allow for formal protest of CMAS transactions.
The CMAS Program does not "use" the Federal GSA Schedule
Instead, the State of California establishes a totally independent multiple award schedule for the same products and/or services, based on the same prices
CMAS

- A CMAS does not guarantee that your company will do business with the state of California or with local governments.
- However, being awarded a CMAS places your company in a pool of potential contractors that ordering agencies can choose from.
CMAS

For more information about CMAS:

- Visit the website: [www.dgs.ca.gov/pd/Programs/Leveraged/CMAS](http://www.dgs.ca.gov/pd/Programs/Leveraged/CMAS)
- E-mail: cmas@dgs.ca.gov
- Phone: (916) 375-4365
SB/DVBE Certification

- Find out about SB/DVBE Certification
- Search for Certified SB/DVBE Firms

Office of Small Business & Disabled Veteran Business Enterprises (OSDS) Resources

- Learn about Nonprofit Veteran Service Agency (NVSA) certification and Nonprofit (NP) recognition
- Find SB/DVBE Forms
- Obtain assistance on prompt payment penalties
- File a complaint
- Find resources for how to start and develop a business (Business Development Program)
- Caltrans’ Disadvantaged Business Enterprise (DBE) certification

Outreach Resources

- Resource Page
- Doing Business with the State
- View Upcoming SB/DVBE Outreach events
- Find Reciprocity Partners that accept DGS’s certified firms
- Find a SB/DVBE Advocate
- Find agencies that have delegated purchasing authority
- Learn about the benefits of the SB/DVBE Only
- Apply to become a California Multiple Award Schedules (CMAS) Contractor
California Multiple Award Schedules (CMAS)

The California Multiple Award Schedules (CMAS) offers a wide variety of commodities, non-IT services and information technology products and services at prices which have been assessed to be fair, reasonable and competitive. Suppliers may apply for a CMAS contract at anytime - no bids are required.

The use of these contracts is optional and is available to state and local government agencies.
CMAS

[Link to CMAS program]

E-mail: cmas@dgs.ca.gov

Phone: (916) 375-4365
SB/DVBE Advocates

- State employees
- Help you get contracts with their department / program.
- Every department with $100,000.00 or more in delegated purchasing authority has a SB/DVBE advocate.

www.dgs.ca.gov/pd/Programs/OSDS/advocate
SB/DVBE Certification

- Find out about SB/DVBE Certification
- Search for Certified SB/DVBE Firms

Office of Small Business & Disabled Veteran Business Enterprises (OSDS) Resources

- Learn about Nonprofit Veteran Service Agency (NVSA) certification and Nonprofit (NP) recognition
- Find SB/DVBE Forms
- Obtain assistance on prompt payment penalties
- File a complaint
- Find resources for how to start and develop a business (Business Development Program)
- Caltrans’ Disadvantaged Business Enterprise (DBE) certification

Outreach Resources

- Resource Page
- Doing Business with the State
- View Upcoming SB/DVBE Outreach Events
- Find Recipients of Purchases that accept DGS’s certified firms
- Find a SB/DVBE Advocate
- Find agencies that have delegated purchasing authority
- Learn about the benefits of the SB/DVBE Option
- Apply to become a California Multiple Award Schedules (CMAS) Contractor
Small Business & Disabled Veteran Business Enterprise Advocate

Information

State agencies with annual expenditures over $100,000 have available to small business and Disabled Veteran Business Enterprise (DVBE) suppliers, a liaison to help them resolve contracting issues with the state. The small business & DVBE advocate’s duties must at minimum, include the following services:

- Make information regarding pending solicitations available to, and consider offers from, California small business suppliers capable of meeting the state’s business need.
- Ensure that payments due on a contract with a small business are made promptly, as provided for in Government Code, Section 927 et seq. For more information, see the Prompt Payment Program.

Authority

Government Code, Section 14845.047

Should you have any questions regarding the Small Business & DVBE Advocate information, please contact Advocate@dgs.ca.gov

The SB/DVBE Advocates Directory (MS Excel) is updated on a weekly basis.
<table>
<thead>
<tr>
<th>DEPARTMENT</th>
<th>INIT/LOCATION</th>
<th>CONSTRUCTION</th>
<th>NAME</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administrative Law, Office of</td>
<td>Executive Office</td>
<td>Belinda Lindstrom</td>
<td></td>
</tr>
<tr>
<td>Agricultural &amp; Labor Relations Board</td>
<td>Jan Shores</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Air Resources Board</td>
<td>Enil Quedy</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Aging, Dept. of</td>
<td>Contracts and Business Services</td>
<td>Kelli Kemper</td>
<td></td>
</tr>
<tr>
<td>Alcoholic Beverage Control, Dept. of</td>
<td>Patrye Nelson</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Arts Council, CA</td>
<td>Administration</td>
<td>Ayanna Kiburi</td>
<td></td>
</tr>
<tr>
<td>CA Dept. of Tax and Free Administration</td>
<td>Acquisition Branch</td>
<td>Matt Freeman</td>
<td></td>
</tr>
<tr>
<td>Board of Equalization</td>
<td>Acquisition Branch</td>
<td>Lina Lopez</td>
<td></td>
</tr>
<tr>
<td>Board of Equalization</td>
<td>Bruce Catalano</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Business Oversight, Dept. of</td>
<td>Business Operations Section</td>
<td>Hyunmee Peters</td>
<td></td>
</tr>
<tr>
<td>Business, Consumer Services &amp; Housing Agency</td>
<td>Gladys Lopez</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CA African American Museum</td>
<td>Fiscal Department</td>
<td>Marchell Miller</td>
<td></td>
</tr>
<tr>
<td>CA Coastal Commission</td>
<td>Business Services</td>
<td>Owen Omphua</td>
<td></td>
</tr>
<tr>
<td>CA Commission on Disability Access</td>
<td>Angelea Jemmott</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CA Conservation Corps</td>
<td>Business Services</td>
<td>Jennifer Reed-Sanguayo</td>
<td></td>
</tr>
<tr>
<td>CA Dept. of Human Resources</td>
<td>Business Services</td>
<td>Marcos Hernandez</td>
<td></td>
</tr>
<tr>
<td>CA Dept. of Technology</td>
<td>IT Procurement &amp; Contract Services</td>
<td>Dan Lautaret</td>
<td></td>
</tr>
<tr>
<td>CA Dept. of Technology</td>
<td>IT Procurement &amp; Contract Services</td>
<td>Marissa Duarte-Lott</td>
<td></td>
</tr>
<tr>
<td>CA Governor's Office of Emergency Services</td>
<td>Procurement</td>
<td>Flora Karani</td>
<td></td>
</tr>
<tr>
<td>CA Exposition &amp; State Fair</td>
<td>Business Services/Procurement</td>
<td>Candice Myers</td>
<td></td>
</tr>
<tr>
<td>CA Health Benefit Exchange</td>
<td>David A. Howey</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CA High-Speed Rail Authority</td>
<td>Alice Rodriguez</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CA Highway Patrol</td>
<td>Business Services</td>
<td>Tracy Bowen</td>
<td></td>
</tr>
<tr>
<td>CA Horse Racing Board</td>
<td>Business Services</td>
<td>Daniel Zamora</td>
<td></td>
</tr>
<tr>
<td>CA Lottery Commission</td>
<td>Contract and Procurement Services</td>
<td>David Peña</td>
<td></td>
</tr>
<tr>
<td>CA Maritime Academy</td>
<td>Contract Services and Procurement</td>
<td>Lornie Dieben-Thackeray</td>
<td></td>
</tr>
<tr>
<td>CA Natural Resources Agency</td>
<td>Administration and Finance</td>
<td>Vickie Key</td>
<td></td>
</tr>
<tr>
<td>CA Prison Industry Authority (CalPIA)</td>
<td>Business Services/Contracts Unit</td>
<td>Jamie Haford</td>
<td></td>
</tr>
<tr>
<td>CA Public Utilities Commission</td>
<td>Executive Division</td>
<td>Bezawit Dligassa</td>
<td></td>
</tr>
<tr>
<td>CA Science Center</td>
<td>Abigail Merchaca</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CA Senior Legislature</td>
<td>Janice Bailey</td>
<td></td>
<td></td>
</tr>
<tr>
<td>CA State Independent Living Council</td>
<td>Headquarters</td>
<td>Danielle Hess</td>
<td></td>
</tr>
<tr>
<td>CA State Library</td>
<td>Business Services</td>
<td>Timothy Burkhart</td>
<td></td>
</tr>
<tr>
<td>CA State Polytechnic University</td>
<td>Pomona</td>
<td>Duane Johnson</td>
<td></td>
</tr>
<tr>
<td>CA State University</td>
<td>Bakersfield</td>
<td>Kathryn Villa</td>
<td></td>
</tr>
<tr>
<td>CA State University</td>
<td>Chico</td>
<td>Duane McCune</td>
<td></td>
</tr>
<tr>
<td>CA State University</td>
<td>Dominguez Hills</td>
<td>Jack Moore</td>
<td></td>
</tr>
<tr>
<td>CA State University</td>
<td>East Bay</td>
<td>Eimmit Williams</td>
<td></td>
</tr>
<tr>
<td>CA State University</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>CA State University</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>CA State University</td>
<td>X</td>
<td>X</td>
<td></td>
</tr>
</tbody>
</table>

Hosted by Richmond Main Street Initiative
www.RichmondMainStreet.org
Commercially Useful Function (CUF) Applicability

All California-certified SBs and DVBEs (contractors, subcontractors and suppliers of goods/services) bidding on / participating in a state contract, regardless of the procurement approach or the payment method used, must perform CUF!

- For Small Business: Government Code 14837(d)(4)(A)
- For DVBEs: Military and Veterans Code 999(b)(5)(B)
- CUF related penalties and sanctions - MVC 999.9(a)
- Executing a distinct element of the work
- Performing, managing, or supervising the work
- Performing work that is normal for the firm’s business services and functions
- Negotiating price, determining quality and quantity, ordering, installing, and making payment
- Not subcontracting a portion of the work greater than expected by industry practices
A SB/DVBE does not perform CUF if:

- An extra participant in a transaction, contract, or project through which funds are passed in order to obtain the appearance of SB/DVBE participation.
- Not being used to perform the work as stipulated in the bid.
- No longer used to provide goods/services listed in initial bid response.
Review

- Overview of SB/DVBE Program
- Small Business (SB) Certification
- Disabled Veteran Business Enterprise (DVBE) Certification
- Cal eProcure Registration/Certification
- California State Contracts Register (CSCR)
- State Contract & Procurement Registration System
- SB/DVBE Advocates
- Commercially Useful Function
Contact Information

Matt Zweier  
Outreach Liaison  
707 3rd Street  
West Sacramento, CA 95605  
(916) 445-5945  
Matthew.Zweier@dgs.ca.gov

Visit our website at:  
www.dgs.ca.gov/pd/Programs/OSDS/Outreach
We Appreciate your feedback!

Workshop Evaluation:
https://www.research.net/r/XJTR662