

# West Chester Regional Procurement Fair

# Presented by Gayle Nuppnau September 29, 2015





# **Todays Topics**

Executive Order 2015-11

- Bureau of Diversity, Inclusion and Small Business Opportunities
- **Application Process** 
  - PA Vendor Registration
  - Small Business Procurement Initiative
  - Small Diverse Business
- **Opportunities** 
  - E-marketplace
    - ✓ Small Business Reserves
    - ✓ Formal Procurements
- Programs
  - Benefits
  - Small Business Resources





### **BUSINESS LINKS**

Materials & Services Bidding Opportunities Construction Bidding Opportunities Real Estate Land & Leasing Opportunities Small Business Contracting Awarded State Contracts Cooperative Purchasing/COSTARS Public Works Employment Verification Act

#### PUBLIC LINKS

Commonwealth Telephone Directory Auto Auction Information Surplus Supplies & Equipment for Sale File A Commonwealth Insurance Claim Line of Duty Death Benefits Schedule a Capitol Complex Event View Capitol Complex Events Commonwealth Land & Building Inventory The Pennsylvania Manual

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#### PENNWATCH

#### **EMPLOYEE LINKS**

**Contact Capitol Police** 

- **Commonwealth Ground Travel Worksheet**
- Design, Print & Mail Services (PA Publisher)

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- Audio, Video & Photographic Services
- Access Commonwealth Forms
- The Capitol Restaurant
- View Payroll Calendars



### **Application Process**







| PA.GOV   | BUSINESSES LOCAL GOVERNME             | NT & SCHOOLS      | STATE GOVERNMENT            |  |
|--|---------------------------------------|-------------------|-----------------------------|--|
| www.dgs.pa.gov   | MATERIALS & SERVICES PROCUREME        | ENT               |                             | N  |
|  | AUTOMOTIVE SERVICES                   |                   |                             | 10   |
|  | DESIGN & CONSTRUCTION                 |                   |                             |  |
| SMALL DIVERSE BUSINESS VERIFICATION  | MINORITY, WOMEN & VETERAN BUSIN       | NESSES            | FLAG NOTIO                  | The second s |
| SMALL DIVERSE BUSINESS - CONSTRUCTION  | SMALL BUSINESS CONTRACTING PRO        | GRAM              | PA SUPPLIE<br>PORTAL        | R  |
| SMALL DIVERSE BUSINESS - PROCUREMENT   | REAL ESTATE SALES/LEASING             |                   |                             |  |
| BUSINESS LINKS   | PENNSYLVANIA STANDARDS LABORA         |                   | EE LINKS                    |  |
| Materials & Services Bidding Opportunities                                     | Commonwealth Telephone Directory      | Contact Capitol P | olice                       |  |
| Construction Bidding Opportunities   | Auto Auction Information              | Commonwealth G    | Ground Travel Worksheet     |  |
| Real Estate Land & Leasing Opportunities                                       | Surplus Supplies & Equipment for Sale | Design, Print & M | ail Services (PA Publisher) |  |
| Small Business Contracting   | File A Commonwealth Insurance Claim   | Audio, Video & Pt | hotographic Services        |  |
| Awarded State Contracts  | Line of Duty Death Benefits           | Access Common     | wealth Forms                |  |
| About News   | & Media Conta                         | ct Us             | Visit the Capitol           |  |
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### **Small Business Procurement Initiative**

### **Small Diverse Business**





# PA Vendor Registration

The pa supplier portal, www.pasupplierportal.state.pa.us, is a website where you can register your company as a Commonwealth of PA Supplier and participate in electronic bidding opportunities

- -The Vendor Number is a unique six-digit number assigned to a registered Commonwealth Supplier
- As part of registration you will create a User ID and Password
- PA Supplier Portal Help Desk 877-435-7363, option 1





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# Vendor Registration

### https://pasupplierportal.state.pa.us/irj/portal/anonymous



pennsylvania

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|                         |   |   |         |     | Welcome: PA | Suppliers  |
| Supplier                |   |   |         |     |             |            |
| Supplier Registration   |   |   |         |     |             |            |
| •                       | Supplier > Supplier Registration > Supplier Registration  |   |         |     | Fu          | III Screen |
| PA Supplier Portal Home |   |   |         |     |             |            |
| Supplier Registration   | Vendor Registration, Commonwealth of Pennsylvania.  |   |         |     |             |            |
| Suppiler Service Center | Vendor Identification Vendor Details Submit Registration Form Create User ID  |   |         |     |             |            |
|                         | Instructions  | - |         |     |             |            |
|                         | Welcome! Thank you for taking the time to register as a Procurement Vendor with the Commonwealth of Pennsylvania. To begin the process, enter your Employer Identification Number (EIN) or your Social Security Number (SS) then select the Next button. Please Insert Tax Identification Number as a string of numbers without any dashes. |   |         |     |             |            |
|                         | Vendor Identification [   | = |         |     |             |            |
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|                         |   |   |         |     |             |            |
|                         |   |   |         |     |             |            |
|                         |   |   |         |     |             |            |
|                         | Employer Identification Number:   |   |         |     |             |            |
|                         | OR<br>Social Security Number:   |   |         |     |             |            |
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# Step 2: Self-Certify as a Small Business





### Small Business Procurement Initiative (SBPI)

Purpose

To increase opportunities for small businesses to compete for award of Commonwealth contracts as <u>prime</u> contractors.

Scope

Commonwealth agencies shall identify contracts for award to small businesses pursuant to direction provided by DGS, with independent agencies also encouraged to participate.

DGS has excluded Emergency and Sole Source procurements from the SBPI.

- Race and Gender Neutral Program
- Yearly Renewal





# Small Business Self-Certification Eligibility

### **Small Business Eligibility Criteria**

- 1. The business must be a for profit United States business
- 2. The business must be independently owned
- 3. The business must not be dominant in its field of operation
- 4. The business must not exceed 100 Full-Time Equivalent (FTE) employees
- 5. The business must not earn more than a maximum 3-year Average Gross Sales by Business Type

| \$7 Million              | \$20 Million  | \$25 Million  |  |  |
|--------------------------|---|---|--|--|
| Building Design Services | <ul> <li>Procurement Goods</li> <li>Procurement Services</li> <li>Construction Contractor &amp;<br/>Supplier</li> </ul> | <ul> <li>Information Technology<br/>Goods &amp; Services</li> </ul> |  |  |





### **Small Businesses Self-Certification Application**

- Have prepared page 1 of the company's three most recent federal tax returns in PDF format (JPG and TIF also accepted)
  - Form 1120
  - Form 1120S
  - Form 1065, or
  - Federal form 1040 <u>Schedule C</u>, Profit or Loss from Business, Sole Proprietorship
- Newly established business?
  - You will be prompted to enter estimated gross sales information.
- Return being filed on extension?
  - Contact BSBO at 717-783-3119 or <u>RA-smallbusiness@pa.gov</u> for a copy of an extension letter which will act as a temporary placeholder until return can be filed and uploaded.
  - Enter the estimated or anticipated gross sales for that year.
- Federal Tax Identification Number may be redacted if desired





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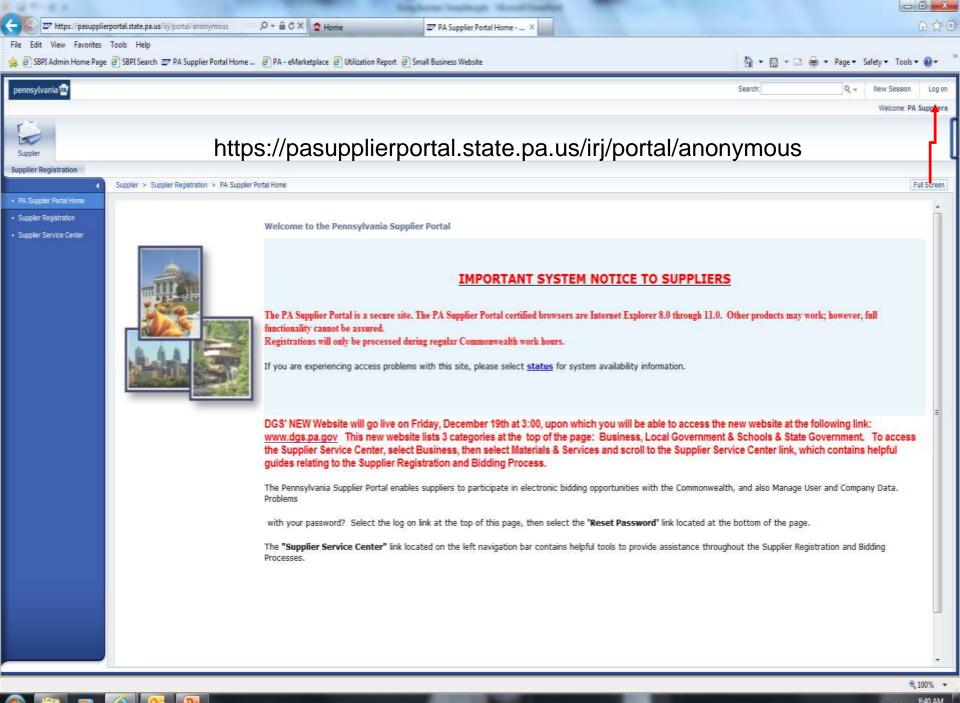
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| <ul> <li>Bid Processing</li> </ul>          | Welcome to the Enterprise Application Portal.       |   |                  |  |  |  |  |  |  |
| <ul> <li>Enterprise Applications</li> </ul> |   |   |                  |  |  |  |  |  |  |
| <ul> <li>Supplier Service Center</li> </ul> | COSTARS   | Use this Supplier Gateway to view your COSTARS-participating contract(s), update COSTARS-<br>only contact information, report quarterly contract sales, and pay contract Administrative Fee.    |                  |  |  |  |  |  |  |
|   |   | Self-certify here as a Small Business to participate in the Commonwealth's Small Business   |                  |  |  |  |  |  |  |
|   | Small Business Procurement Initiative               | Procurement Initiative, which reserves certain bid opportunities for competition among only self-<br>certified small businesses.  |                  |  |  |  |  |  |  |
|   | Auto Service Facilities Qualification ITQ.          | Commonwealth Automotive Facilities wishing to qualify to work on State Vehicles.  |                  |  |  |  |  |  |  |
|   | ITQ Proposal Administration                         | Organizations interested in doing business with the Commonwealth through an Invitation to Qualify   |                  |  |  |  |  |  |  |
|   |   | (ITQ) contract may create new or edit an existing ITQ proposal.   |                  |  |  |  |  |  |  |
|   | DGS e-mail notifications (eAlerts)                  | Sign up here to be notified of new bids issued by the Department of General Services.   |                  |  |  |  |  |  |  |
|   |   | Provides vendors a report that identifies the status of unpaid invoices within the Commonwealth's   |                  |  |  |  |  |  |  |
|   | Invoices in Process Report                          | payment request workflow process. Workflow refers to the process that the Commonwealth uses<br>to track and manage invoices as they are reviewed, approved, and sent to the Treasury Department | ~                |  |  |  |  |  |  |
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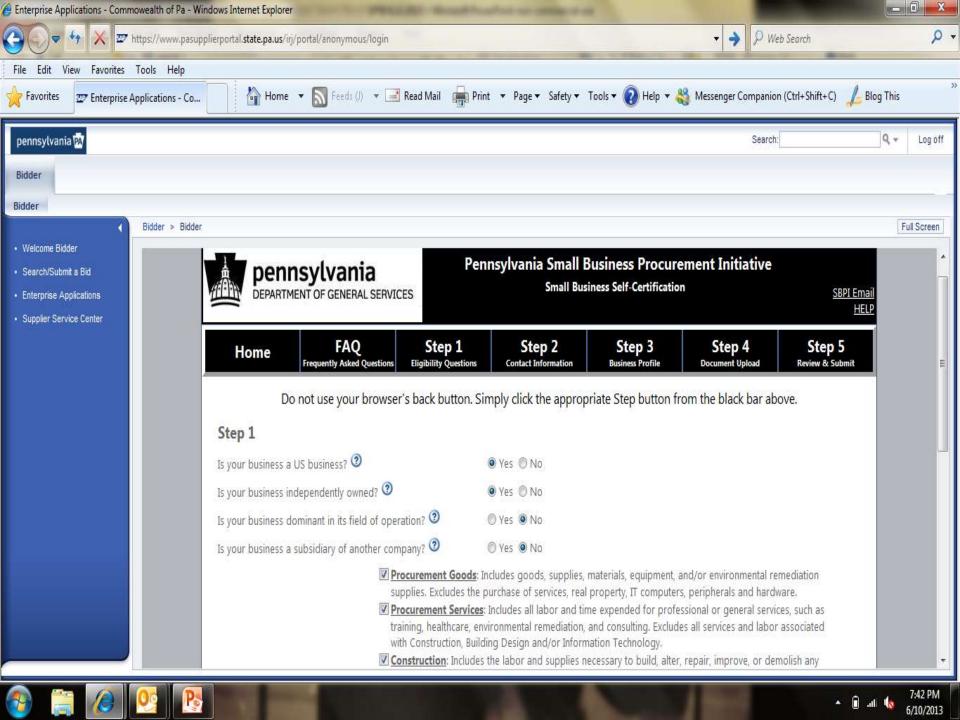
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## Small Businesses Self-Certification Application

|                        | Step 1: Eligibility Questions   |
|------------------------|---|
|                        | Step 2: Contact Information   |
| Small Business         | <ul> <li>Step 3: Business Profile<br/>(UNSPSC classification codes)</li> </ul>                              |
|                        | Step 4: Document upload<br>(federal tax returns)  |
|                        | Step 5: Review & Submit   |
|                        | <ul> <li>Step 6: Small Diverse Business<br/>(3<sup>rd</sup> party proof)</li> </ul>                         |
| Small Diverse Business | <ul> <li>Step 7: SDB Verification<br/>(contractor, manufacturer, stocking/non-stocking supplier)</li> </ul> |
|                        | Step 8: Review & Submit SDB   |







## Small Business Self-Certification Eligibility

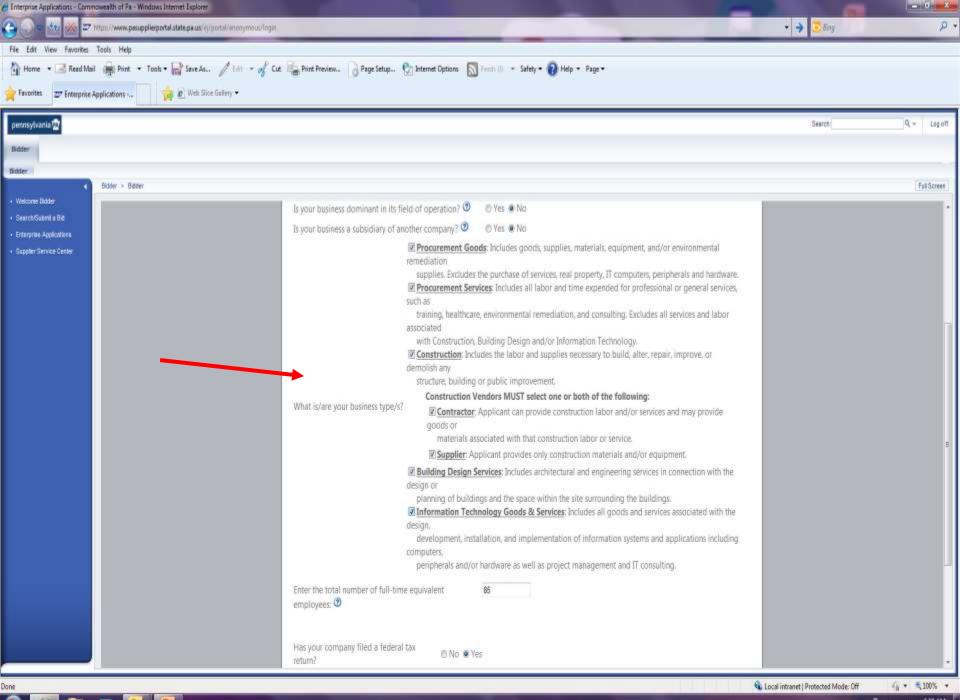
**Is your business a U.S. Business?** A US business is a business headquartered in the United States of America.

**Is your business independently owned?** To be independently owned, the business may not be owned or controlled by any other business. A branch location or a division of a corporation is not an independently-owned business.

**Is your business dominant in its field of operation?** A business dominant in its field of operation is one that exercises control or major influence in its industry.

Is your business a subsidiary of another company? A subsidiary is a company for which a majority of the voting stock is owned by a holding or parent company.







# Small Business Self-Certification Eligibility

### **Business Types**

**Procurement Goods:** Includes goods, supplies, materials, equipment, and/or environmental remediation supplies. Excludes the purchase of services, real property, IT computers, peripherals and hardware.

**Procurement Services:** Includes all labor and time expended for professional or general services, such as training, healthcare, environmental remediation, and consulting. Excludes all services and labor associated with Construction, Building Design and/or Information Technology.

**Construction:** Includes the labor and supplies necessary to build, alter, repair, improve, or demolish any structure, building or public improvement.

- **Contractor:** Applicant can provide construction labor and/or services and may provide goods or materials associated with that construction labor or service.
- Supplier: Applicant provides only construction materials and/or equipment.

**Building Design Services:** Includes architectural and engineering services in connection with the design or planning of buildings and the space within the site surrounding the buildings.

**Information Technology Goods & Services:** Includes all goods and services associated with the design, development, installation, and implementation of information systems and applications including computers, peripherals and/or hardware as well as project management and IT consulting.



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# Small Business Self-Certification Eligibility

### **Full-Time Equivalent Employees**

Employment must be calculated on an employee "Full-Time Equivalent" (FTE) basis. All full time, part time, temporary or contractual employees, including employees of temporary help firms or subcontractors working for the business, must be counted against the applicable employment limitation. Please provide the exact number of employees - including owners and management personnel for all facilities, including those outside of the Commonwealth of Pennsylvania, if applicable.

All Hours Worked by All Employees Total Hours in a Full Time Schedule



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| Search/Submit a Bie   | Company Name  | Sector sector              | Not editable, provided by the PA Supplier Portal |           |                           |
| Enterprise Applications     Supplier Service Center                     | Contact Person  | Gayle Nuppnau              |  |           |                           |
|   | Street Address 1:   | 401 North Street           |  |           |                           |
|   | Street Address 2:   |                            |  |           |                           |
|   | City  | Hanisburg                  |  |           |                           |
|   | State:  | Pennsylvania •             |  |           |                           |
|   | PA County:  | Dauphin •                  |  |           |                           |
|   | Zipi  |                            | *  |           |                           |
|   | Is your business primary or headquarter fac<br>physically located in an area the<br>Commonwealth has identified as a<br>"Designated Enterprise Zone?" | ♥ Yes ⊗ No                 |  |           |                           |
|   | Telephone Number:   | ( 717 ) 346 - 3819         | *ara vav.  |           |                           |
|   | Fax Number:   | ()                         | *** ***  |           | E.                        |
|   | Primary Contact Email Address:  | gunbbuan@ba gav            | .*.  |           |                           |
|   | NOTE: The email address entered above w<br>all correspondence relative to the Small Bo  |                            |  |           |                           |
|   | Secondary Contact Email Address:  |                            |  |           |                           |
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|   | <ul> <li>Construction INCOMPLETE</li> <li>Building Design Services INCOMPLETE</li> </ul>                  | Please note that not all UNSPSC codes are contained within   |            |
|   |   | this application.  |            |
|   | Information Technology Goods & Services INCOMPLETE  | Click for a list of all UNSPSC Codes used in this application.   |            |
|   | Select one or more UNSPSC codes below, then select Next belo  | И.   |            |
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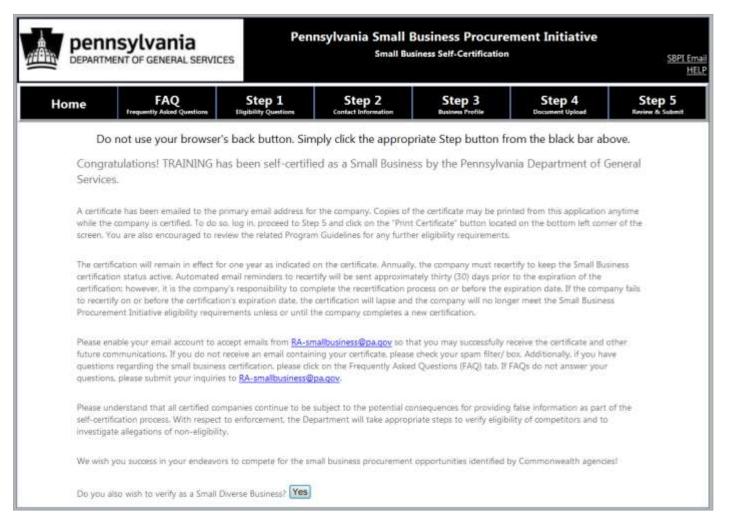
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### **Certification Confirmation**



### **Small Business Certification is Immediate**





## Small Business Certificate

### NOTICE OF SMALL BUSINESS SELF-CERTIFICATION

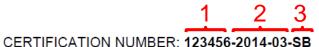


The Department is pleased to announce that

### TRAINING

has successfully completed the Pennsylvania Department of General Services' process for self-certification as a small business under the Commonwealth's Small Business Procurement Initiative as established by Executive Order No. 2011-09, with the following designation:

BUSINESS TYPE(s): Procurement Services, Information Technology



ISSUE DATE:

03/27/2014

EXPIRATION DATE: 03/27/2016

RECERTIFIED DATE: 3/

3/21/2015

Curtis M. Topper, Acting Secretary Department of General Services Commonwealth of Pennsylvania

<u>Title</u>

Notice of Small Business Certification

### **Certification Number**

- 1. Vendor ID
- 2. Initial certification Year/Month
- 3. Designation as Small Business (SB)





# Step 3: Verify as a Small Diverse Business





## **Small Businesses Self-Certification Application**

|                        | Step 1: Eligibility Questions   |
|------------------------|---|
|                        | Step 2: Contact Information   |
| Small Business         | <ul> <li>Step 3: Business Profile<br/>(UNSPSC classification codes)</li> </ul>                              |
|                        | <ul> <li>Step 4: Document upload<br/>(federal tax returns)</li> </ul>                                       |
|                        | Step 5: Review & Submit   |
|                        | Step 6: Small Diverse Business<br>(3 <sup>rd</sup> party proof)   |
| Small Diverse Business | <ul> <li>Step 7: SDB Verification<br/>(contractor, manufacturer, stocking/non-stocking supplier)</li> </ul> |
|                        | Step 8: Review & Submit SDB   |





## Small Diverse Business Verification Criteria

Verification of Minority, Woman, Veteran, Service Disable Veteran Business Enterprise

- 1. The business must hold a valid and current certification from at least one of the following approved third parties:
  - Unified Certification Program (UCP) from any state <u>www.paucp.com</u> (Link to PA program)
  - 2. Woman's Business Enterprise National Council (WBENC) <u>www.wbenc.org</u>
  - 3. National Minority Supplier Development Council (NMSDC) <u>www.nmsdc.org</u>
  - U.S. Small Business Administration (SBA) 8(a) Business Development Program <u>www.sba.gov</u> > Contracting > 8(a) Business Development
  - 5. U.S. Department of Veterans Affairs Vets First Verification Program <u>www.vetbiz.gov</u>

Note:

May submit for verification at any time Not limited to time of initial SB certification or recertification





# **Small Diverse Business Verification**

# Review Process Approximately 14 business days





# **Small Diverse Business Certificate**

### NOTICE OF SMALL BUSINESS SELF-CERTIFICATION AND SMALL DIVERSE BUSINESS VERIFICATION

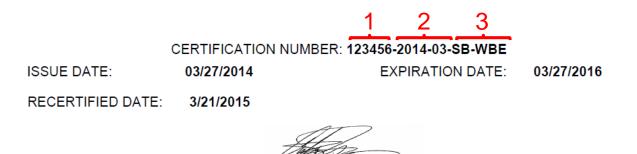


The Department is pleased to announce that

TRAINING

has successfully completed the Pennsylvania Department of General Services' process for self-certification as a small business under the Commonwealth's Small Business Procurement Initiative as established by Executive Order No. 2011-09, and is verified as a Small Diverse Business with the following designation(s):

BUSINESS TYPE(s): Procurement Services, Information Technology



Curtis M. Topper, Acting Secretary Department of General Services Commonwealth of Pennsylvania

## <u>Title</u>

Notice of Small Business Certification

### AND

Small Diverse Business Verification

### **Certification Number**

- 1. Vendor ID
- 2. Initial certification Year/Month
- 3. Designation as Small Business (SB)

### AND

Small Diverse Business





# **Procurement Benefits**





| Searchable Online | Small Business | Small Diverse    |
|-------------------|----------------|------------------|
| Directory         | Program        | Business Program |

| Networking | Technical Assistance |
|------------|----------------------|
|------------|----------------------|





## Small and Small Diverse Business Benefits

Searchable Online Directory

- -Increase transparency of your business
- -Research competition
- -Subcontracting opportunities
- -Notifications of opportunities, special events and networking activities







## **BUSINESS LINKS**

Materials & Services Bidding Opportunities Construction Bidding Opportunities Real Estate Land & Leasing Opportunities Small Business Contracting Awarded State Contracts Cooperative Purchasing/COSTARS Public Works Employment Verification Act

## PUBLIC LINKS

Commonwealth Telephone Directory Auto Auction Information Surplus Supplies & Equipment for Sale File A Commonwealth Insurance Claim Line of Duty Death Benefits Schedule a Capitol Complex Event View Capitol Complex Events Commonwealth Land & Building Inventory

## **EMPLOYEE LINKS**

- **Contact Capitol Police**
- Commonwealth Ground Travel Worksheet
- Design, Print & Mail Services (PA Publisher)
- Audio, Video & Photographic Services
- Access Commonwealth Forms
- The Capitol Restaurant
- **View Payroll Calendars**

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## SMALL BUSINESS CONTRACTING PROGRAM

The Commonwealth, through the Small Business Procurement Initiatives (SBPI), maintains a strong commitment to providing opportunities for small businesses to compete for prime contracting opportunities with the goal of promoting the economic growth and success of small businesses.

### ELIGIBILITY REQUIREMENTS

Businesses interested in participating as a small business in the Small Business Procurement Initiative, must first register to do business with the Commonwealth and self-certify as a "small business." To self-certify and participate in the Small Business Procurement Initiative, a business must meet each of the following requirements:

- · The business must be a for-profit, United States business.
- · The business must be independently owned.
- · The business may not be dominant in its field of operation.
- · The business may not employ more than 100 full-time equivalent employees.
- . The business, by type, may not exceed the following three-year average gross sales\*:
  - = Procurement Goods \$20 million
  - = Procurement Services \$20 million
  - Construction \$20 million
  - Building Design Services \$7 million
  - Information Technology Goods and Services \$25 million

\*If a business has not existed for three years, the average gross sales are computed for the period of the business' existence. For newly formed businesses, the determination is based upon projected gross sales. In order for a business to operate in more than one of the five general business classifications, its combined operations cannot exceed the lowest three-year average gross sales for the business types selected.

### RESOURCES

A

- Search for Self-Certified Small Businesses
- To learn more on how your business can "Save Money with Surplus"

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5/11/2015

#### RESOURCES

- Search for Self-Certified Small Businesses
- . To learn more on how your business can "Save Money with Surplus"
- · Small Business Champion Network

#### Application & Instructions

- Before You Self-Certify (Updated 3/27/2015)
- Application Guide
- Frequently Asked Questions (Updated 9/24/2014)
- · PA Supplier Portal Home Page
- Email Assistance

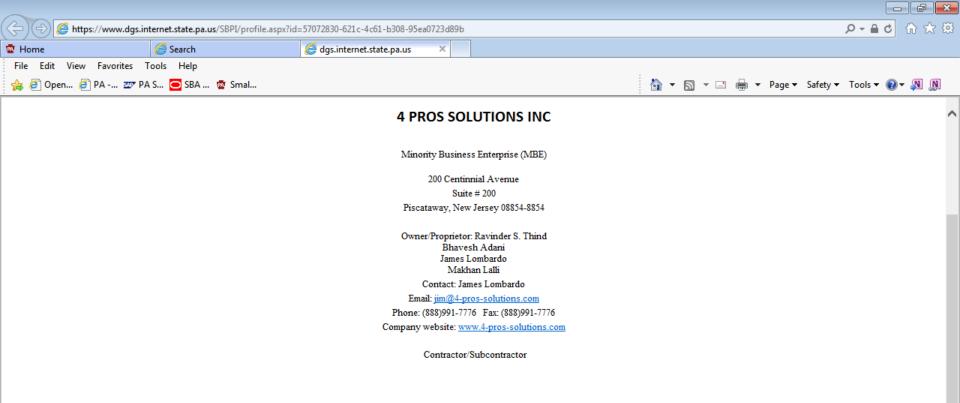
#### **Program Guidelines**

- · Statement of Policy
- Procurement Goods & Services and Information Technology (Updated 3/6/2013)
- Construction (Updated 5/1/2014)
- Design (Updated 5/1/2014)

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| DEPARTMENT OF GENERAL SERVICES  | Pennsylvania Small Business Procurement Initiative<br>DEPARTMENT OF GENERAL SERVICES Stall Business Self-Certification |                                |               |  |   |                       |  |
|---|--|--------------------------------|---------------|--|---|-----------------------|--|
|   |  | Search by                      | /:            |  |   |                       |  |
|   |  | Name      Business Type        | UNSPSC Codes  |  |   |                       |  |
|   |  |                                |               |  |   | Report Fraud or Abuse |  |
| Business Type Search<br>Procurement Goods<br>Procurement Services<br>Construction<br>Design<br>Information Technology Goods & Services<br>Only return Small Diverse Businesses (MBE, WBE, VBE, SDVBE) | ←  |                                |               |  |   |                       |  |
| <ul> <li>Find vendors that match at least one marked category</li> <li>Find only vendors that match all marked categories</li> <li>Search</li> </ul>  |  |                                |               |  |   |                       |  |
| Company Name  | Company Name 2   | Email                          | Phone         | Address  | Business Types  | Certification Type    |  |
| 4 PROS SOLUTIONS INC  |  | im@4-pros-solutions.com        | (888)991-7776 | 200 Centinnial Avenue<br>Piscataway, New Jersey 08854      | Information Technology  | MBE                   |  |
| 6 DEGREES CONSULTING INC  |  | blawson@6degreesconsulting.net | (412)361-0157 | 6545 Hamilton Ave Ste 1A<br>Pittsburgh, Pennsylvania 15206 | Procurement Services<br>Procurement Goods<br>Construction Contractor<br>Construction Supplier<br>Information Technology | MBE                   |  |

|                                 |                               |               |   | Information Technology  |     |
|---------------------------------|-------------------------------|---------------|---|---|-----|
| A+ IMAGING SYS INC              | aphrsimaging Instscape net    | (215)379-2320 | 35 Chandler Street<br>Rockledge, Pennsylvania 19046         | Procurement Goods<br>Information Technology                         | MBE |
| A1 APPLICATIONS, LLC            | SAM.SHAMSI@AIAPPLICATIONS.COM | (412)298-7932 | 3000 N TRILLIUM DR<br>ALIQUIPPA, Pennsylvania 15001         | Procurement Services<br>Information Technology                      | MBE |
| ABATOR INFORMATION SERVICES INC | manian@abator.com             | (412)271-5922 | PO Box 82549<br>Pittsburgh, Pennsylvania 15218              | Information Technology  | WBE |
| ABSOLUTE EXCELLENCE INC         | AEI sales@comcast.net         | (724)869-5667 | 304 Brookside Drive<br>Baden, Pennsylvania 15005            | Information Technology  | WBE |
| ACA COMPUTER INTEGRATOR, INC.   | roosevelt@acacomputers.net    | (508)740-4008 | 25 Oliver Street<br>Framingham, Massachusetts 01702         | Procurement Services<br>Procurement Goods<br>Information Technology | MBE |
| ACCLAIM SYSTEMS INC             | kailashk@acclaimsystems.com   | (215)354-1421 | 110 E Pennsylvania Blvd<br>Feasterville, Pennsylvania 19053 | Information Technology  | MBE |



Click below to expand services and/or goods provided.

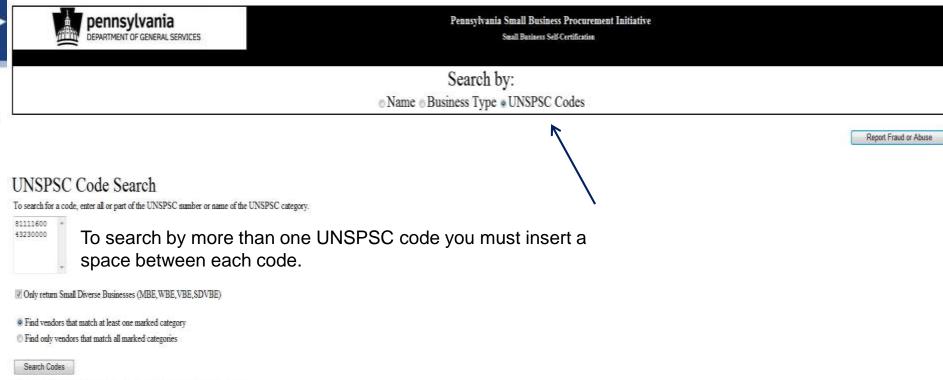
□ Information Technology Goods & Services (Click to hide details...)

| 81111801 - Computer or Network or Internet Security |
|---|
| 81111806 - Database Analysis                        |
| 81111808 - Systems Analysis                         |
| 81111811 - Technical Support or Help Desk Services  |
| 81111819 - Quality Assurance Services               |
| 81111901 - Database Information                     |
| 81112000 - Data Services                            |
| 81112002 - Data Processing or Preparation Services  |
| 81112004 - Disaster Recovery Services               |
| 81112106 - Application Service Providers            |
| 80101507 - Info Tech Consul Svc                     |
| 80101600 - Project Management                       |
| 80111608 - Temporary Info Tech Software Dev         |
| 80111609 - Temporary Info Tech Syst/Database Adm    |
| 80111610 - Temporary Info Tech Netwrkg Special      |
| 80111711 - Perm Info Tech Dev                       |
| 80111712 - Perm Info Tech Networking Special        |
| 80111713 - Perm Info Tech Syst Or Database Admin    |
|   |

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| A   | 8                                 | C                                | D   | E                     | G                | н   | 1 1  | K R  | 5                        | U V |
| VendorNumber  | CompanyName                       | ContactPerson                    | Email   | Street1               | City             | StateName   | Zip County                                 | Phone Certific   | ConstructionType         |     |
| 100237  | G A BLANCO & SONS INC             | Edward L. Blanco                 | eblanco@gablanco.com; balexander@gablanco.com   | P. O. Box 149         | Great Barrington | Massachusett  | 12300149                                   | 8006285086 MBE   | Procurement Goods (Non   | 1   |
| 100316  | MADURA STEEL SALE INC             | ASHLEY STAUL                     | madurasteel@gmail.com; deboramadura@yahoo.com   | 2505 NOTH             | HERMITAGE        | Pennsylvania  | 16148 Mercer                               | 7249628114 WBE   | General Construction     | ]   |
| 100535  | MODUFORM INC                      | Laura Wade                       | lwade@moduform.com; bids@moduform.com   | 172 Industrial Road   | Fitchburg        | Massachusett  | 1420                                       | 9783457942 SB  |                          | 1   |
| 100725  | HAGER GEOSCIENCE INC              | Jutta Hager                      | hgi@hagergeoscience.com;  | 596 Main Street       | Woburn           | Massachusett  | 18012924                                   | 7819358111 SB  |                          | ]   |
| 100964  | YONGCHEOL KIM                     | Yongcheol Kim                    | ykaaia@gmail.com; ykimsby@gmail.com   | 729 West Market       | Pottsville       | Pennsylvania  | 17901 Schuylkill                           | 5706284584 SB  |                          | 1   |
| 101226  | BRIAN P SALLADIN                  | BRIAN P. SALLADIN                | brtreesv@epix.net   | 15 JAMES ACE ROAD     | TUNKHANNOCK      | Pennsylvania  | 186577886 Wyoming                          | 5708364144 SB  |                          | 1   |
| 101321  | FITZGERALD & HALLIDAY INC         | Claudia Massie                   | cmassie@fhiplan.com; snafis@fhiplan.com   | 416 Asylum Street     | Hartford         | Connecticut   | 6103                                       | 8602477200 WBE   | Subcontractor            | 1   |
| 103526  | AIR CLEANING SYSTEMS INC          | Anthony Milanese                 | almjr@acleansystem.com; almilanese@aol.com  | 8 Sunset Drive        | Latham           | New York  | 12110                                      | 5187854541 SB  |                          | 1   |
| 104279  | C A WEISS SALES CO LLC            | Kristy Zarichniak                | kristyz@comcast.net; caweiss@comcast.net  | 210 Aranglen Way      | Downingtown      | Pennsylvania  | 19335 Chester                              | 6104588864 WBE   | Procurement Goods (Non   | 1   |
| 104498  | SYRACUSE SCENERY & STAGE LIGHTING | Christine Kaiser                 | info@syracusescenery.com;   | 101 Monarch Drive     | Liverpool        | New York  | 130884519                                  | 3154538096 SB  |                          | 1   |
| 104662  | SHEEN & SHINE INC                 | Israel Cuyler                    | ike@SHEENANDSHINE.COM;  | 214 W Main St         | ROCHESTER        | New York  | 14614                                      | 5854232282 SDVE  | Subcontractor            | 1   |
| 104684  | RELIANCE FENCE COMPANY            | Pete Schmitt                     | p.schmitt@reliancefenceco.com;  | 200 Plaza Drive       | Vestal           | New York  | 13850                                      | 6077291422 SB  |                          | 1   |
|   |                                   | Tom Martin                       | tmartin@esgenv.com; nsardina@ensolinc.com   | 1008 Corporate Lane   | Export           | Pennsylvania  | 15632 Westmoreland                         | 7247330660 SB  |                          | 1   |
|   |                                   | Thomas N Galbato                 | tommy@brigiottas.com; kate@brigiottas.com   | 414 Fairmount Ave     | Jamestown        | New York  | 14701                                      | 7164831916 58  |                          | 1   |
| 100 C C C C C C C C C C C C C C C C C C   |                                   | Roderick Parker                  | kstone@chenangocontracting.com;   | 29 Arbutus Road       | Johnson City     | New York  | 13790                                      | 6077298500 58  |                          | 1   |
|   |                                   | Arthur Schmidt                   | ucii@localnet.com   | 6428 Bartz Road       | Lockport         | New York  | 140949507                                  | 7164395456 58  | 1                        | 1   |
|   |                                   | ERIC DAVID FELGAR                | felgelec@comcast.net; felgelec@comcast.net  | 45 Starlite Ln        | Punxsutawney     | Pennsylvania  |  | 8149384050 SB  |                          | 1   |
| -   | GARY SPENCER                      | Happy Trail Truck Sales          | happytrailtrucksales@gmail.com  | 553 Salem Blvd        | Benwick          | Pennsylvania  | 18603 Luzerne                              | 5705422277 58  |                          | 1   |
| the second se |                                   | Eddy Chu                         | ekchu@verizon.net; ekcipad@verizon.net  | 408 Fairborough Ct    | Coraopolis       | 3   | 151083480 Allegheny                        | 4128590233 SB  |                          |     |
| -   |                                   | Ben Zytnick                      | conunf@cs.com   | 237 E. Eighth Ave     | Homestead        | Pennsylvania  | 15120 Allegheny                            | 4123817555 SB  | -                        |     |
| -   |                                   | Mary Zołtowski                   | 24hourcleaning@msn.com  | 14005 Barcalow        | Philadelphia     | and the second se | 191161101 Philadelpiha                     | 2156778718 SB  |                          | 1   |
|   |                                   | brett burkett                    |   | 6138 HAMILTON         | PUNXSUTAWNEY     | Pennsylvania  | 151101101 Philadelphia<br>15767 Jefferson  | 8149520316 SB  | 1                        | 1   |
|   |                                   | ELAINE PETRAKIS                  | bbspunxsy@live.com<br>PETRAKISPHOTOGRAPHY@COMCAST.NET   | 112 ASBURY COURT      | MONROEVILLE      |   | 151460000 Allegheny                        | 7243251117 SB  | Subcontractor            |     |
|   | LINDA M MELVIN                    | Linda M. Melvin                  | mts@epix.net  | 204 Green Street      |                  | Pennsylvania  | 18411 Lackawanna                           | 5705862617 WBE   | Subcontractor            | -   |
|   | LINDA M MELVIN                    | Linda M. Meivin<br>Linda Ruckert |   | 715 Penn Ave          | Clarks Green     |   | 15221 Allegheny                            | 4122474836 WBE   | Subcontractor            | -   |
| -   |                                   |                                  | Idruckert@aol.com   |                       | Pittsburgh       | Pennsylvania  |  |  |                          | -   |
| 10000000  |                                   | Sumathi Ravindraraj              | sravindr@GQEC.com; sravindr9@gmail.com  | 1 Warm Sunday Way     | Mechanicsburg    | Pennsylvania  | 17050 Cumberland                           | 7177951073 MWBE  | SUDCOURACION             | -   |
| -   |                                   | Aimee King                       | aimeew@cherryvalleytractor.com;   | 35 Route 70 West      | Mariton          | New Jersey  | 80533009                                   | 8569830111 SB  |                          | -   |
|   | V E RALPH & SON INC               | VERNON J. RALPH                  | VRALPH@VERALPH.COM  | PO BOX 633            | KEARNY           | New Jersey  | 70320633                                   | 2019972400 SB  | C. h h                   | -   |
| -   |                                   | Bill Davidson                    | bdavidson@petersonservice.com   | 234 Route 70          | Medford          | New Jersey  | 8055                                       | and the second | Subcontractor            | -   |
|   |                                   | Carla Floyd-Watkins              | carlaf@powerhouse.com; jimp@powerhouse.com  | 240 Creek Road        | Delanco          | New Jersey  | 8075                                       | 8567643333 SB  |                          | -   |
| -   | SUPPLY SAVER                      | Laurence L. Jones                | Supplysave@aol.com; anolan@supplysaver.com  | 1324 Wyckoff Road     | Neptune          | New Jersey  | 7753                                       | 8005262794 SB  |                          | -   |
|   |                                   | Robert Santiago III              | robsantiago@para-plus.com; csantiago@para-plus.com  |                       | Cherry Hill      | New Jersey  | 8034                                       | 8565473695 SB  |                          | -   |
|   | TTI ENVIRONMENTAL INC             | Karen Buniak                     | karenb@ttienv.com   | 1253 North Church St. | Moorestown       | New Jersey  | 80571136                                   |  | Subcontractor            | -   |
|   | MIL-RAY FOOD CO INC               | Mildred Raymond                  | milrayfood@aol.com; milraymo@yahoo.com  | 151 white cedar drive | Sicklerville     | New Jersey  | 80819368                                   | and the second | Procurement Goods (Non   | 1   |
| -   | RITTER CONTRACTING INC            | Judith Ritter                    | judy@rittercontracting.com;   | 103 Hidden Cove Drive |                  | Pennsylvania  | 18966 Bucks                                | 2153649446 WBE   | Subcontractor            | ļ   |
|   | MASONRY PRESERVATION GROUP INC    |                                  | rmccaw@mpgnj.com; bschopfel@mpgnj.com   | 706 West Maple Ave.   | Merchantville    | New Jersey  | 81091822                                   | 8566634158 SB  |                          | 1   |
| -   |                                   | Sharon Green                     | sharon@gardenstatehwy.com;  | 1740 East Oak Road    | Vineland         | New Jersey  | 8361                                       | 8566927572 WBE   | Manufacturer             |     |
|   | JBC ASSOCIATES INC                | Judith Bernicker                 | judyb@jbcassociates.com; janetc@jbcassociates.com   | 120 South Warner      | King of Prussia  | Pennsylvania  | 19406 Montgomery                           | 6109929090 WBE   | Subcontractor            | ļ   |
| 115776  | TRAUNER CONSULTING                | Scott Lowe                       | marketing@traunerconsulting.com;  | 1617 John F Kennedy   | Philadelphia     | Pennsylvania  | 191031821 Philadelpiha                     | 2158146400 SB  |                          | 1   |
| 115888  | AFFORDABLE OFFICE FURN INC        | Jack Israel                      | aofum@aol.com   | 2375 Route 70 West    | Cherry Hill      | New Jersey  | 8002                                       | 8564882100 SB  |                          | 1   |
| 115896  | STOKES CREATIVE GROUP INC         | Diane Konopka                    | diane@stokescg.com; dmorris@stokescg.com  | 1666 Route 206        | Southamptom      | New Jersey  | 80880000                                   | 6098598400 WBE   | Subcontractor            |     |
| 116200  | ENVISION CONSULTANTS LTD          | Victoria Malaszecki              | vicki@eclimited.com; barbara@eclimited.com  | 3 Wheatley Blvd.      | Mullica Hill     | New Jersey  | 80620536                                   | 8562230800 WBE   | Subcontractor;           | 1   |
| 116236  | AC PHOTO INC                      | Gail Crafton                     | gail@acphoto.com; greggkohl@me.com  | 199 New Road          | Linwood          | New Jersey  | 8221                                       | 6099261200 SB  |                          | 1   |
| 116258  | PC NETWORK INC                    | Charlotte Veazie                 | charlotte.veazie@pcn-inc.com; frank.potter@pcn-   | 1315 Walnut St.       | Philadelphia     | Pennsylvania  | 191074719 Philadelpiha                     | 2672360015 WBE   |                          |     |
| 116460  | UNITED ENERGY SYSTEMS INC         | Susan Koperczak                  | unitedenergyinc@aol.com; unitedenergyinc@aol.com  | 45 Park Place South   | Morristown       | New Jersey  | 7960                                       | 9732142100 WBE   | Subcontractor            | 1   |
| 116811  | INSINGER MACHINE CO               | ARICANTOR                        | ACANTOR@INSINGERMACHINE.COM;  | 6245 STATE ROAD       | PHILADELPHIA     | Pennsylvania  | 19135 Philadelpiha                         | 2156244800 SB  |                          | 1   |
| 117219  | KESSLERS INC                      | Robert Kessler, Jr.              | bob_kessler@kesslerfoods.com;   | 1201 Hummel Ave       | Lemoyne          | Pennsylvania  | 17043 Cumberland                           | 7177637162 S8  |                          | 1   |
|   | COONEY BROTHERS INC               | Gerald Cooney                    | gcooney@cooneybrathers.com;   | 1850 Gravers Road     | Plymouth Meeting | Pennsylvania  | 19462 Montgomery                           | 6102722100 58  |                          | 1   |
|   |                                   | Rebecca Stevens                  | becky@stevenscoinc.com  | 2009-23 Union Ave     | Altoona          | Pennsylvania  | 16601 Blair                                | 8149438122 58  |                          | 1   |
| -   |                                   | Michael E. Rodli                 | jrwald@jrwald.com   | 10576 Fairgrounds     | Huntingdon       | Pennsylvania  | 16652 Huntingdon                           | 8146433908 58  |                          | 1   |
|   |                                   | Beth A. Peiffer                  | bpeiffer@ralphejonesinc.com;  | 2240 Foster Street    | Harrisburg       | Pennsylvania  | 17103 Dauphin                              | 7172336444 WBE   | Subcontractor: General   |     |
| -   |                                   | Frank Chulick                    | frank@stewart-amos.com; info@stewart-amos.com   | 2700 Paxton Street    | Harrisburg       |   | 171111031 Dauphin                          | 7175645600 SB  | Concerns on only General |     |
|   | J M YOUNG & SONS INC              | Linda Ronk                       | Ironk@jmyoung.net; dancy@jmyoung.net  | 10 Trella St.         | Belleville       | and the second se | 170048603 Mifflin                          | 7179352141 SB  | -                        | 1   |
|   |                                   | Design Venskt                    |   | 10 Helid SL           | ni-it.           | Deeperduseis  | 1/0040003 Millinini<br>10104 Dhile-dalaiba |  | Machanical Electrical    | 1   |
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Please note that not all UNSPSC codes are contained within this application. Click for a list of all UNSPSC Codes used in this application.



# **Locating Opportunities**





## E-Marketplace

Before you can respond to bids you need to find them

- E-Alerts
- E-Marketplace, www.emarketplace.state.pa.us "Click Solicitations"
  - Not all bids belong to DGS
  - Not all bids are found on e-marketplace



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|   | 10120000  | New Solicitation eAlert for 6100025561 - Frozen Meat for Clarks Summit State Houpital  | GS, PA EAK    |              |
|   |   | New Solicitation eAlert for CM00037494 - CN00037494                                    | GS, PA EAle.  |              |
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#### New Solicitation eAlert for 6100025531 - PSP Tunkhannock Station Lawn Care

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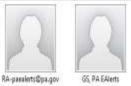
Quick Steps

The State Police has posted the following Solicitation 6100025531 for This bid is set aside for small business. You will need to self-certify as a small business prior to bid opening date. Please go to www.smallbusiness.pa.gov to certify Furnish all labor, materials and equipment to cut, trim and maintain grass area at the PA State Police, Troop P, Tunkhannock Station, THREE (3) cuttings per month, or as required by the Station Commander, Service period is 07/01/2013 thru 06/30/2016. Refer to attached Bid Specifications for more information. Attached to the IFB document is a Proof of Visit form (found under the Solicitation # in www.pasupplierportal state pa us) which must be signed by the Station Commander or designee & Vendor. The Contact Name and Phone number for this station is at the top of the form. This form must be mailed, emailed or faxed to the number or address below, by the bid opening date. Kathleen Kulp PSP, Facility Management Division 1800 Elmerton Ave. Harrisburg, PA 17110 kkulp@pa.gov FAX # 717-772-1426 PAYMENT TO BE MONTHLY UPON COMPLETION OF ACTUAL SERVICES RENDERED. ONLY ELECTRONIC BID RESPONSES WILL BE ACCEPTED FOR SUBMISSION. AII bidders are responsible for monitoring the DGS website to view any change notices to this IFB. The change notices shall become incorporated as part of this bid. In order to submit your Bid Response, interested vendors must be registered. To register, obtain a vendor number, and to allow for submission of an online bid, please visit www.pasupplierportal state pa us on eMarketplace.

You may view the bid online at eMarketplace or by clicking here Public bid openings consist of a Commonwealth procurement representative electronically accessing or opening (if paper) timely received bids. The representative announces the suppliers whose bids were timely received and the total bid amount to those present at the bid opening except where it is deemed unreasonable to read the bid amount due to complexity or large number of line items. Suppliers are not permitted to review bids at the opening. The bid tabulation will be posted to www.eMarketplace.state.pa us as soon as practicable after the opening. Awarded contracts are posted to eMarketplace after they become fully executed.

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# E-Marketplace





## **BUSINESS LINKS**

Materials & Services Bidding OpportunitiesConstruction Bidding OpportunitiesReal Estate Land & Leasing OpportunitiesSmall Business ContractingAwarded State ContractsCooperative Purchasing/COSTARSPublic Works Employment Verification Act

## PUBLIC LINKS

Commonwealth Telephone Directory Auto Auction Information Surplus Supplies & Equipment for Sale File A Commonwealth Insurance Claim Line of Duty Death Benefits Schedule a Capitol Complex Event View Capitol Complex Events Commonwealth Land & Building Inventory The Pennsylvania Manual

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## EMPLOYEE LINKS

**Contact Capitol Police** 

- **Commonwealth Ground Travel Worksheet**
- Design, Print & Mail Services (PA Publisher)

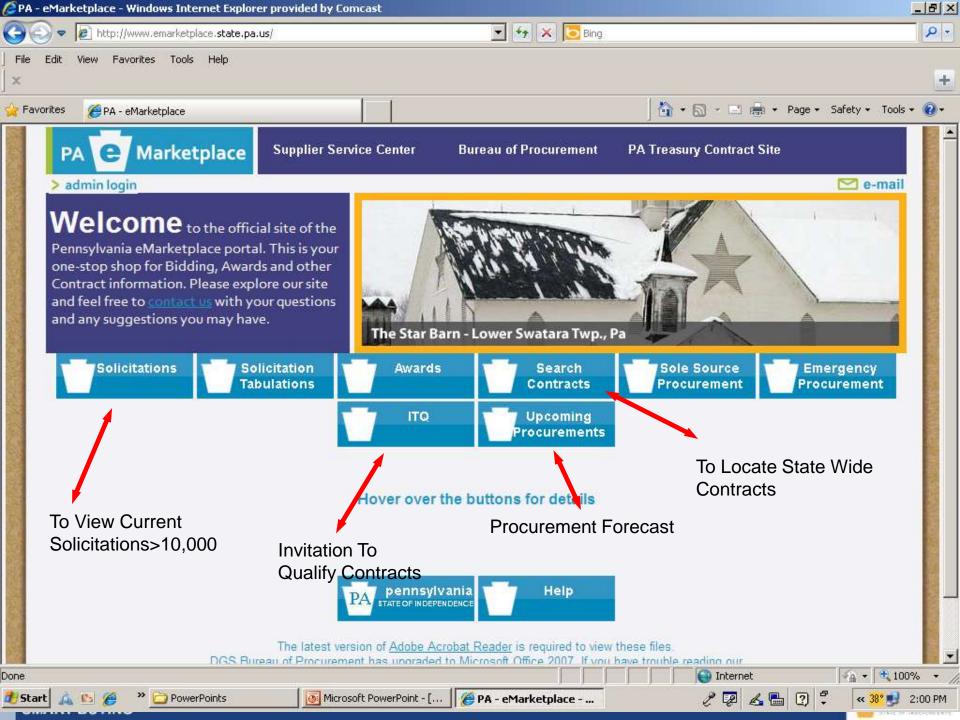
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Audio, Video & Photographic Services

Access Commonwealth Forms

The Capitol Restaurant

View Payroll Calendars





# **Upcoming Procurements**





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| <u>10</u>   | Project Title  | Agency  | Material/Service/I   | Proposed Method<br>of Procurement                           | <u>Status</u>  |  |
| 1105  | 25 Institute for Law Enforcement Education   | Education   | Service  | RFQ (Other)   | Approved   |  |
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| 1103  | 73 WIC Retail Store Compliance Buy Investigation Services  | Health  | Service  | IFB   | Approved   |  |
| <u></u>   | 73 WIC Retail Store Compliance Buy Investigation Services<br>20 Multiple Board Examinations  | Health  | Service<br>Service   | IFB<br>RFP  |  |  |
| 1105  |  |   |  |   | Approved   |  |
| 11052   | 20 <u>Multiple Board Examinations</u><br>23 <u>Health Insurance Claims Database Planning Consultant</u>  | State<br>Insurance  | Service<br>Service   | RFP<br>RFP  | Approved<br>Approved<br>Approved   |  |
| 11052<br>11052<br>11049                                     | 20 <u>Multiple Board Examinations</u><br>23 <u>Health Insurance Claims Database Planning Consultant</u><br>92 <u>Food service preparation on-site at the Wernersville</u><br><u>Community Corrections Center</u>   | State<br>Insurance<br>Corrections                                       | Service<br>Service<br>Service  | RFP<br>RFP<br>RFP   | Approved<br>Approved<br>Approved<br>Approved                                     |  |
| 11053<br>11053<br>11049<br>11049                            | <ul> <li>Multiple Board Examinations</li> <li>Health Insurance Claims Database Planning Consultant</li> <li>Food service preparation on-site at the Wernersville</li> <li>Community Corrections Center</li> <li>Web-Based Alert System</li> </ul>  | State<br>Insurance<br>Corrections<br>Administration                     | Service<br>Service<br>Service<br>IT                                  | RFP<br>RFP<br>RFP<br>RFQ (IT)                               | Approved<br>Approved<br>Approved<br>Approved<br>Approved                         |  |
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| 11052<br>11052<br>11049<br>11049<br>11049<br>11010<br>11042 | <ul> <li>Multiple Board Examinations</li> <li>Multiple Board Examinations</li> <li>Health Insurance Claims Database Planning Consultant</li> <li>Food service preparation on-site at the Wernersville<br/>Community Corrections Center</li> <li>Web-Based Alert System</li> <li>Horsemen's Associations Audits</li> <li>Statewide Comprehensive Tobacco Control Programs<br/>through 8 Regional Primary Contractors</li> </ul> | State<br>Insurance<br>Corrections<br>Administration<br>Budget<br>Health | Service<br>Service<br>Service<br>IT<br>Service<br>Service<br>Service | RFP<br>RFP<br>RFQ (IT)<br>RFQ (Other)<br>RFP-Multiple Award | Approved<br>Approved<br>Approved<br>Approved<br>Approved<br>Approved<br>Approved |  |

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| Solicitation Title: Institute for Law Enforcement Education  |   |
| Agency: Education  |   |
| Existing Contract Number:  |   |
| Proposed Solicitation Date: 9/28/2015  |   |
| Contract Expiration Date:  |   |
| Proposed Method of Procurement: RFQ (Other)  |   |
| Description: The Institute for Law Enforcement Education (ILEE) conduct<br>the Commonwealth of Pennsylvania. Instructors will be re-<br>materials at the ILEE training center located at 6345 Flank<br>PA 17112, travel to the course site, conduct the training co-<br>materials and final paperwork to ILEE upon completion of the<br>estimated per year and courses are conducted on an as no | equired to pick up the training<br>: Drive, Suite 1700, Harrisburg,<br>ourse, and return the excess<br>the course. Course quantity is |
| Review Information   |   |
| Issuing Office: Education  |   |
| Contact Person: Kelly Group  |   |
| Contact Email: kgroup@pa.gov   |   |
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# Types of Procurements







# Types of Procurements

Invitation For Bid (IFB) Request for Proposal (RFP) Statewide Contracts Invitation to Qualify (ITQ)





## Request for Proposal (RFP) Overview

Primarily used for Service contracts over \$10,000.

Proposals are evaluated according to a point system, with the contract being awarded to the proposal with the highest number of points.

Points can be earned by being or involving a Small Diverse Business.





## Request For Proposals (RFP) Overview

- Encourages Flexibility and Creativity
- Define Needs Not Detailed Spec/SOW
- Define Goals Not How to do it
- Allow scoring of Proposals Based on Pre-established Evaluation Criteria
- Consider Factors other than Price: Technical, Cost, and Small Diverse Business Participation





# Invitation to Qualify (ITQ)

Used for:

- Information Technology (IT)
- Some training contracts
- Tier 1 Construction
- Design
- Pre-qualifies potential bidders

•Contracts can be under a Request for Quote (RFQ) or Invitation for Bid (IFB)



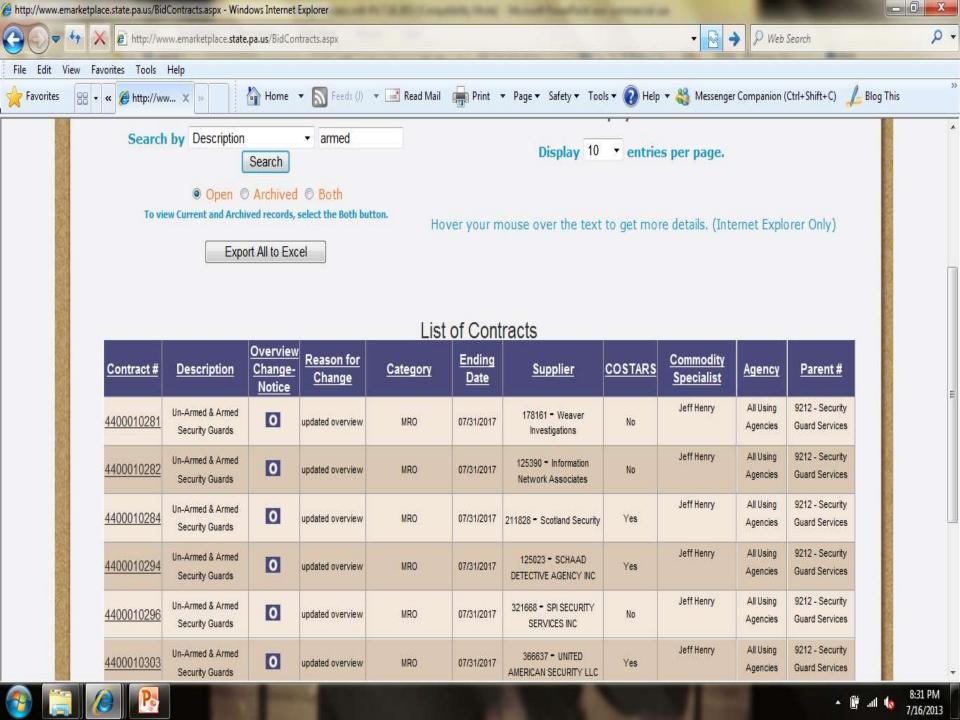


## **Statewide Contracts**

All state agencies can purchase under the same contract.

- Multiple award contracts
- Single award contracts





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| ✓ f <sub>x</sub> Access contract via the DGS website www.emarketplace.state.pa.us to  |  |  |       |   |       |  |  |
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| Contract<br>Prior to utilizing this contract, the user  | Overview<br>should read the contract in its e  | ntirety.   |       |   |       |  |  |
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| I cover the requirements of Commonwealth<br>formed Un-armed and Armed Security Guard  | Contract Title   | Un-Armed & Armed Security Gu   | lards |   |       |  |  |
|   | Contract Number  | 9212-Security Guard Services   |       |   |       |  |  |
| ed this Contract as one which will be made available for<br>ers' participation. Those suppliers having agreed to sell to  | Solicitation Number  | 61000022760  |       |   |       |  |  |
| ARS members are designated on the "Search Contracts" page of<br>. "Yes" within the COSTARS column means the supplier has  | Original Validity Period   | 8/24/12 to 7/31/17   |       |   |       |  |  |
| COSTARS members. "No" within the COSTARS column means<br>a specific supplier is not available to COSTARS members.   | Current Validity End Date &<br>Renewals Remaining 7/31/17 No Renewals  |  |       |   |       |  |  |
|   | Point of Contact   | Jeff Henry   |       |   |       |  |  |
|   | Contact Phone Number   | 717-346-3847   |       |   |       |  |  |
|   | Contact Email Address  | jefhenry@pa.gov  |       |   |       |  |  |
|   | Pcard Enabled in SRM   | Pcard Accepted   | MSCC  |   |       |  |  |
| PRICING HIGHLIGHTS  | PRO  | CESS TO ORDER  |       | = |       |  |  |
| lists for Uniformed Un-Armed and Armed Security Guard<br>ached for each supplier listed in SRM and on the DGS website.<br>ect the maximum allowable hourly rate that can be charged by the<br>urly rates for Un-Armed and Armed Guard services apply.<br>icies must do a best value determination for service coverage<br>tes. Suppliers can offer a lower hourly rate but cannot raise their<br>ishing to adjust their pricing must do so in accordance with the<br>nt of work. Current pricing is available through SRM using the | website www.emarketplace.stat<br>geographic areas covered and c<br>s using the Material/Service Cont<br>is creating orders using the MSC<br>e Card Orders and pay with the p<br>lower than the line item pricing y<br>e Requirement functionality; these | urrent<br>ract Catalog (MSCC)<br>C that are within<br>I-card. For those<br>rou must create |       |   |       |  |  |

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nt of work. Current pricing is available through SRM using the ind on eMarketplace.

Search for service providers using Un-Armed and/or Armed, by supplier name,





# **Bidding Opportunities**



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| All suppliers wishing to do business with the Commonwealth must register at <u>www.pasupplierportal.state.pa.us.</u><br>Click the <u>bookmark link</u> to bookmark the page. (Internet Explorer Only)<br><b>Enter Search Criteria</b><br>No fields required. The more detail you give, the fewer results will appear.   |            |                  |
| Solicitation #: Agency:   |            |                  |
| Solicitation Title or County: Statewide Multiple  |            |                  |
| Solicitation Type: View Small Business Reserve Procurements (SBR)   |            |                  |
| Advertisement Type: COSTARS O Service & Materials O Agency Construction O All<br>IFB<br>ITQ O PW Construction O Real Estate   |            |                  |
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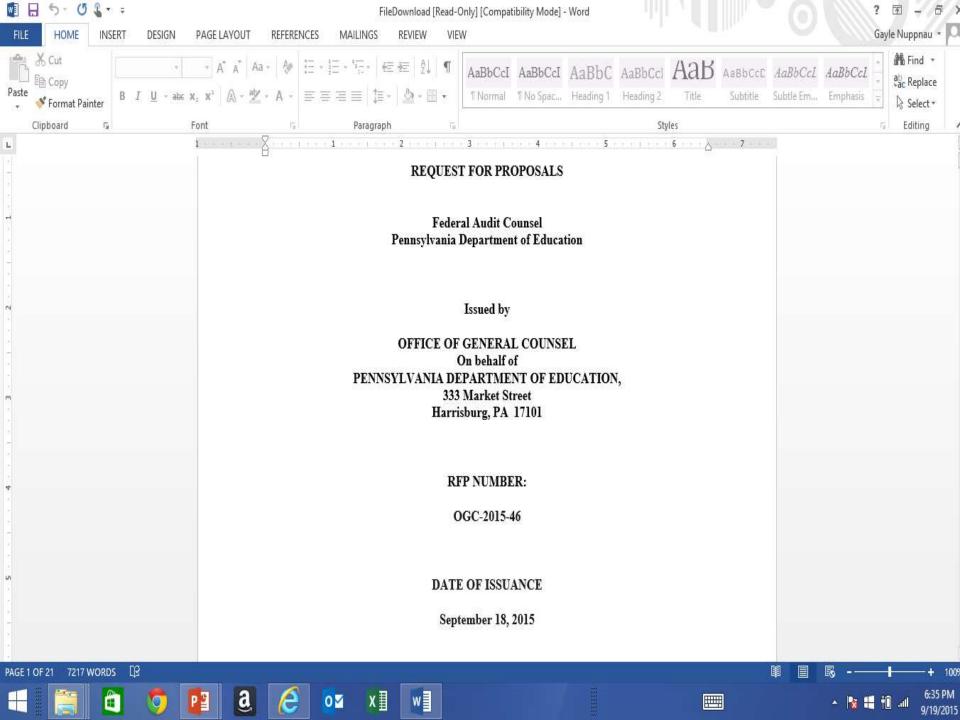
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| 102.1       RFQ       in Someset County       R       Protection       Counter Mice       20000 FM       20000 FM       20000 FM       County       Red         0SM 54/15411       R3-<br>101.1       RFQ       Samr Tanagua Noth<br>In Schuylkill County       Abandones Mire<br>R       Environmental<br>Protection       Schuylkill       8262015       9182015       10292015       10292015       20000 FM       Open       Dawn Hopp         0SM 11/30411<br>102.1       R3-<br>102.1       RFQ       Abandones Mire<br>Red anation<br>Control       Environmental<br>Protection       Cambria       8142015       8282015       9222015 20000       9222015       Open       Joel Mire         034020143       ITQ       Specially<br>Preservation       Specially<br>Preservation       Specially<br>Preservation       Statewide       2172015       2/42014       6302019 100:00       6302019       Open       Lisa<br>Burdmied         034020142       ITQ       General Preservation       The Pensylvaria<br>Historical and<br>Construction       Statewide       2172015       2/42014       6302019       Open       Lisa<br>Burdmied         034020142       ITQ       General Preservation       The Pensylvaria<br>Historical and<br>Construction       Statewide       2172015       2/42014       6302019       Open       Lisa<br>Burdmied         034020142       <   |                 |                                    | OSM 56(148   | <u>9)</u> R3- | Bamr Boswell North                     |  | Environmental            | Compared  | 8/06/2016    | 0/25/2015      | 10/29/2015      | 10/29/2015 | Created   | Dave H            |   |       |        |
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### MATERIALS & SERVICES PROCUREMENT

The Bureau of Procurement is responsible for purchasing, or contracting for, equipment, supplies and services for the Commonwealth. As the central procurement organization, the bureau provides guidance and consultation to state agencies, boards and commissions on their individual procurements.

#### PROCUREMENT TOOLS AND SYSTEMS



The <u>Supplier Service Center</u> supports suppliers in registration, bidding and invoicing processes. The <u>Supplier Registration Guide</u> provides step-bystep instructions for registering to do business with the Commonwealth.



<u>eMarketplace</u> provides information about bidding opportunities, awards and contracts. Sign up for eMarketplace <u>eAlerts</u> to be notified when new bidding opportunities are available.



<u>COSTARS</u> is Pennsylvania's cooperative purchasing program. The COSTARS program provides registered local public procurement units, as well as state affiliated entities, (together "members") and suppliers a tool to find and do business with each other effectively through the use of a contract established by DGS. <u>Learn how to participate as a COSTARS supplier.</u>

SBPI

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<u>Small Business Procurement Initiative</u> (SBPI) and <u>Small Diverse Business</u> <u>Program</u> (SDB) - self-certify as a small business and continue to the verification process for small diverse businesses including minority business enterprise, women business enterprise, veteran business enterprise, and service-disabled veteran business enterprise) to be eligible to compete for specific Commonwealth contracting opportunities.



#### We are here to help!

Please contact the Bureau of Procurement for additional assistance.

Mailing Address: DGS, Bureau of Procurement 555 Walnut Street, 6th Floor Harrisburg, PA 17101-1914

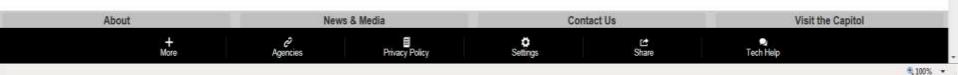
Phone: (717) 787-5733

Email: gs-procure@pa.gov

Additional Contact Information:

Organizational Chart

Personnel List







Department of General Services > Businesses > Materials & Services Procurement > Supplier Service Center

## WELCOME TO THE SUPPLIER SERVICE CENTER

The Supplier Service Center assists with registration, bidding, and account management. This site provides assistance to companies that want to sell materials or services to state agencies. If you wish to provide construction services to the Commonwealth, please visit design & Construction.

| REGISTRATION  | BIDDING                         | INVOICE/PAYMENT                 |
|---|---------------------------------|---------------------------------|
| Registration Guide                                  | eMarketplace/Solicitations      | Payment Status                  |
| Supplier/Vendor Registration                        | Bidding Guide                   | Electronic Banking Data         |
| Complete registration to:                           | Attaching Documents             | W-9 Form                        |
| Obtain Vendor Number     Manage Company & User Data | Electronic Bidding Portal       |                                 |
| Submit Electronic Bids                              | Protest Procedures              |                                 |
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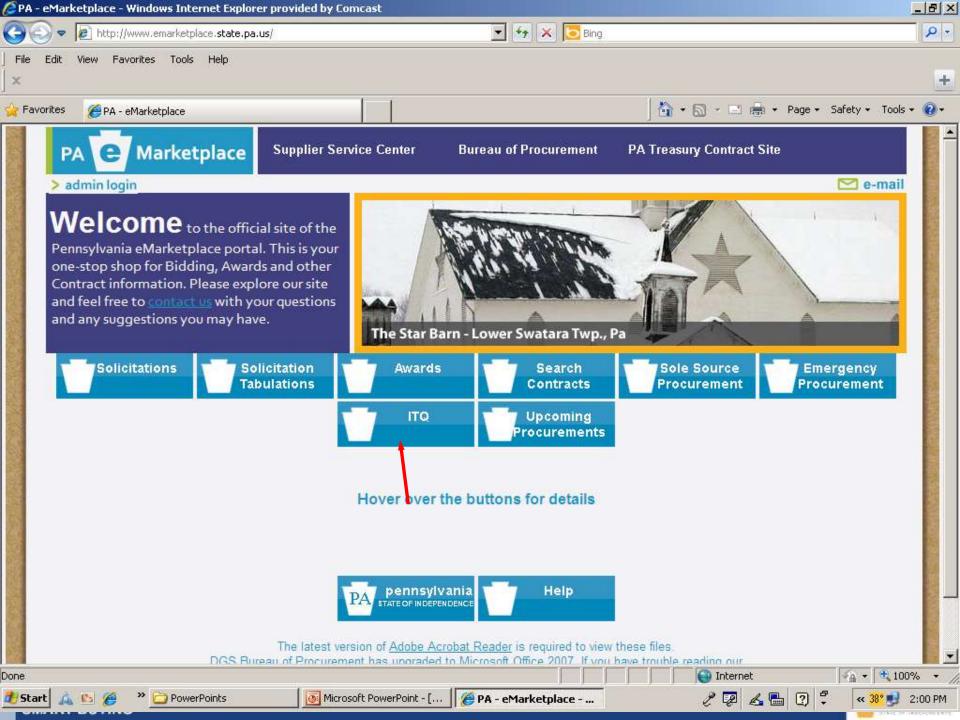
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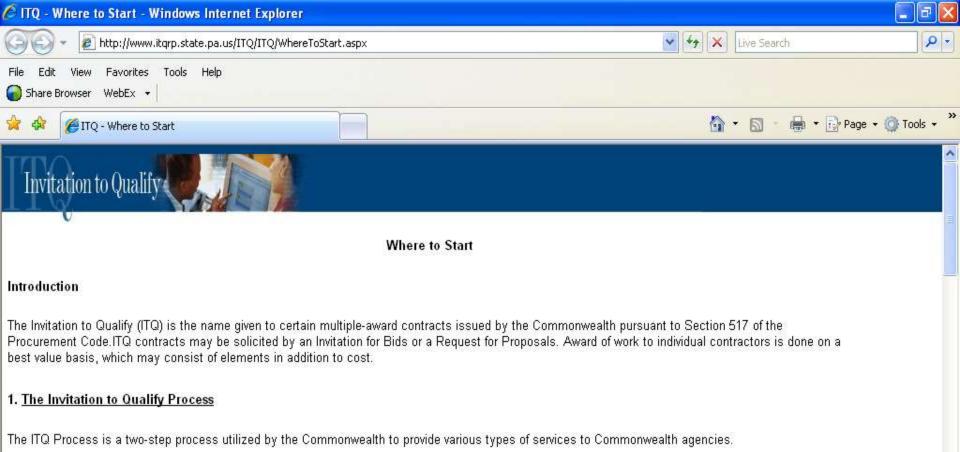
# Invitation to Qualify



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|   | If additional information or assistance is needed, or if the button is not visible on your toolbar, view this <u>How to Video</u> .  |   |                          |
|   | NOTICE. The ITQ application certified browser is internet Explorer 6.0. Other browsers may work, but full functionality cannot be assured.   |   |                          |
|   | Welcome to the Department of General Services Enterprise Invitation to Qualify (ITQ) portal.   |   |                          |
|   | We are excited about this new tool which will make your experience with our ITQ process simpler and more user friendly.  |   |                          |
|   | If you are interested in learning about any of the ITQ contracts that are currently open for qualification click the "Where to Start" link. This will provide you with brief descriptions of all the open ITQ contracts and pro-   | ovide further guidance on how to become pre-quail   | fied.                    |
|   | We thank you for your interest in doing business with the Commonwealth of Pennsylvania and look forward to working with you soon.  |   |                          |
|   | If at any time you have any questions, please feel free to contact our Site Administrator, Joe Willovich at <u>im/lovich@pa.gov</u> , or 717-214-3434,   |   |                          |
|   |  |   |                          |



The first step is a pre-qualification process that is used to qualify suppliers for specific services described in the ITQ. To qualify for an ITQ contract, a supplier must meet unique qualification requirements as prescribed in each ITQ. This is done by submitting an electronic proposal via the PA Supplier Portal. Each submittal is evaluated, and if the proposal passes the minimum scoring criteria, the supplier is qualified and placed on a statewide contract along with the other suppliers that qualify.

The second step is a quoting process utilized by the agencies when services are required. This will be done through a Request for Quote process in which agencies develop a Statement of Work and request proposals from the qualified suppliers. This proposal may be as simple as pricing or as complex as a technical proposal with pricing.

One important aspect to note about the ITQ process is that qualification does **not** guarantee the receipt of any business by an individual supplier. Suppliers are encouraged to market their services to the agencies and to respond to as many Requests for Quotes as possible.

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| 4400012452              | Executive Recruitment                    | 11/01/2013        | 10/31/2018          | Matthew Fidler<br>Phone: 717-783-2090<br>Email: mfidler@pa.gov        |                        |   |   |
| 4400011716              | Facility Repair Service ITQ DGS          | 07/15/2013        | 01/15/2018          | Lilly Peek<br>Phone: 717-346-3846<br>Email: kpeek@pa.gov              |                        |   |   |
| 4400011997              | Fuels, Tank Wagon Delivery               | 11/01/2013        | 10/31/2018          | Jack Banks<br>Phone: 717-787-6586<br>Email: jbanks@pa.gov             |                        |   |   |
| 4400012750              | Hazardous/Residual Waste Removal         | 11/01/2014        | 10/31/2019          | Scott Bowers<br>Phone: 717-346-2671<br>Email: scbowers@pa.gov         |                        |   |   |
| 4400011318              | Helicopters                              | 05/01/2013        | 04/30/2023          | Alfonzo J. Robinson<br>Phone: 717-346-8181<br>Email: arobinson@pa.gov |                        |   |   |
| 034020141               | Historical Design Services               | 07/01/2014        | 06/30/2019          | Lisa Burchfield<br>Phone: 717-705-0557<br>Email: liburchfie.pa.gov    |                        |   |   |
| <u>4400013615</u>       | Innovation and Expansion Project         | 06/27/2014        | 06/26/2019          | Matthew Fidler<br>Phone: 717-783-2090<br>Email: mfidlen@pa.gov        |                        |   |   |
| <u>4400007410</u>       | ITQ Consulting Services                  | 04/01/2011        | 03/31/2016          | Matthew Fidler<br>Phone: 717-783-2090<br>Email: mfidler@pa.gov        |                        |   |   |
| <u>4400004480</u>       | Master IT Services ITQ                   | 04/10/2009        | 12/31/9999          | Joe Millovich<br>Phone: 717-214-3434<br>Email: jmillovich@pa.gov      |                        |   | 5 categories reserved for small<br>businesses |
| 4400010386              | Museum Exhibit Services ITQ              | 02/25/2013        | 02/14/2018          | Pam Gabriel<br>Phone: (717) 346-3822<br>Email: pgabriel@pa.gov        |                        |   |   |
| <u>4400013153</u>       | NESHAP-Compliance Standards ITQ          | 03/01/2014        | 02/28/2019          | Keith Worley<br>Phone: 717-346-2679<br>Email: kworley@pa.gov          |                        |   |   |
| 4400014001              | PHMC Conservation Services (TQ           | 04/01/2015        | 03/31/2020          | Lisa Burchfield<br>Phone: 717-705-0557<br>Email: liburchfie@pa.gov    |                        |   |   |
| 4400008522              | Recreation & Fitness Equipment           | 08/01/2011        | 07/31/2016          | Lisa Vega<br>Phone: 717-346-4290<br>Email: hega@pa.gov                |                        |   |   |
| 12072012                | Small Business Design                    | 12/07/2012        | 11/01/2015          | Diane Hallett<br>Phone: 717-787-3194<br>Email: dhallett@pa.gov        |                        |   | Restricted for small business                 |
| <u>4400009863</u>       | Temp Rented Power & HVAC Equip           | 08/01/2012        | 07/31/2017          | Ralph Constance<br>Phone: (717) 703-2931<br>Email: rconstance@pa.gov  |                        |   |   |
| 4400008567              | Training Services (TQ                    | 08/15/2011        | 12/31/2016          | Matthew Fidler<br>Phone: 717-783-2090<br>Email: mfidler@pa.gov        |                        |   |   |
| <u>4400006436</u>       | Tree Trimming & Stump Cutting            | 03/01/2010        | 05/31/2015          | Ann Kimmel<br>Phone: 717-346-2674<br>Email: akimmel@pa.gov            |                        |   |   |
|                         |  |                   |                     |   |                        |   | ₹,100% <b>+</b>                               |

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# Small Business Program



**SMART BUYING** 

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|       |                                      |                | DGS A509-131                  | IFB Refurbish Dietz<br>Ficors At Bidg                               | BUSIDESS                                    | Human<br>Services                      | Montgomery                  | 9/17/2015             | 9/16/2015                  | 10/14/2015<br>2:00:00 PM | 10/14/2015<br>2:00:00 PM     |               | Betty larossi       |           |
|       |                                      |                | DGS A999-132<br>Revised Rebid | Fort Pitt Museu<br>IFB Condensation<br>Mitigation                   | This is A Small<br>Business                 | Historical and<br>Museum<br>Commission | Allegheny                   | 9/16/2015             | 9/3/2015                   | 10/7/2015 2:00:00<br>PM  | 10/7/2015<br>2:00:00 PM      | Open          | Betty larossi       |           |
|       |                                      |                | <u>6100035833</u>             | IFB Pep Tunkhanno<br>Station  | ck This Bid is Set<br>Aside For Small<br>Bu | State Police                           | Wyoming                     | 9/16/2015             | 9/16/2015                  | 10/7/2015 1:30:00<br>PM  | 10/7/2015<br>2:00:00 PM      | Open          | Kathleen<br>Kulp    |           |
|       |                                      |                | 6100035746                    | IFB 020 Psp Meady<br>Janitorial                                     | Bu  | State Police                           | Crawford                    | 9/16/2015             | 9/16/2015                  | 9/30/2015 2:30:00<br>PM  | 9/30/2015<br>2:35:00 PM      | Open          | Cassandra<br>Miller |           |
|       |                                      |                | <u>6100035794</u>             | IFB 1148 Oct Produ  | To  | Corrections                            | Montgomery                  | 9/11/2015             | 9/11/2015                  | 9/22/2015<br>10:00:00 AM | 9/22/2015<br>10:05:00 AM     | Open          | Kelly<br>Richardson |           |
|       |                                      |                | <u>8100035708</u>             | IFB Psp Pittsburgh D<br>Snow Remove                                 | Aside For Small<br>Bu                       | State Police                           | Allegheny                   | 9/10/2015             | 9/10/2015                  | 9/30/2015 1:30:00<br>PM  | 9/30/2015<br>2:00:00 PM      | Open          | Kathleen<br>Kulp    |           |
|       |                                      |                | <u>8100035709</u>             | IFB Psp Clarion Sta<br>Snow Remove                                  | Aside For Small<br>Bu_                      | State Police                           | Clarion                     | 9/10/2015             | 9/10/2015                  | 9/30/2015 1:30:00<br>PM  | 9/30/2015<br>2:00:00 PM      | Open          | Kathleen<br>Kulp    |           |
|       |                                      |                | <u>6100035716</u>             | IFB Psp Clearfield St<br>Snow Remov                                 | Bu  | State Police                           | Clearfield                  | 9/10/2015             | 9/10/2015                  | 9/30/2015 1:30:00<br>PM  | 9/30/2015<br>2:00:00 PM      |               | Kathleen<br>Kulp    |           |
|       |                                      |                | <u>6100035717</u>             | IFB Pap Kane Stati<br>Snow Removi                                   | Aside For Small<br>Bu                       | State Police                           | McKean                      | 9/10/2015             | 9/10/2015                  | 9/30/2015 1:30:00<br>PM  | 9/30/2015<br>2:00:00 PM      |               | Kathleen<br>Kulp    |           |
|       |                                      |                | 6100035718                    | IFB Pap Meadville St<br>Snow Remov                                  |   | State Police                           | Crawford                    | 9/10/2015             | 9/10/2015                  | 9/30/2015 1:30:00<br>PM  | 9/30/2015<br>2:00:00 PM      |               | Kathleen<br>Kulp    |           |
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# Small Business Construction Program Eligibility

### **Eligible Projects**

- \$ **\$10,000** or greater, but less than \$300,000 (Agency)
- Applies to all Agencies within Governor's Jurisdiction
- Non Eligible Projects
  - Equal to or greater than \$300,000 (Capital)
  - Under **\$10,000**
  - 100% of labor force performed by Commonwealth Employees

### Projects between \$10,000 or greater, but less than \$300,000 (Capital)

- Emergency Work
- Sole source procurements
- Leasehold improvements
- Historic Work
- Otherwise approved for exemption by DGS Secretary





# SBPI Construction Self-Performance & Subcontracting

- 51% Self-Performance / 49% Subcontracting
- Less Restrictive Subcontracting Requirements
- Not Required to Subcontract with SBPI Vendors, Encouraged to Subcontract with SBPI Vendors
- All SBPI Construction Contractors can Now Bid on any Project Between \$10K and \$299,999
- Two Separate Set of Bid Security & Bonding Guidelines
- Lower Range: \$10K to \$24,999
  - No Bid Security
  - No Payment or Performance Bond
- Upper Range: \$25K to \$299,999
  - 10% Bid Security
  - Payment & Performance Bonds Equivalent To 100% of Contract Value





# **Small Diverse Program**





SMART BUYING



## Small Diverse Business Program

- Small Diverse Business Program
  - Technical, Cost, SDB
  - DB weight remains 20% of the total RFP points
- Pre-Proposal Conferences
  - Subcontracting Opportunities
  - Networking
- Compliance



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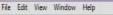
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| <u>DEP-IRRSC-</u><br>Z               | RFP   | General<br>Environmental<br>Tech<br>Assistance<br>Contract    | Remediation<br>And<br>Construction<br>Resou | Environmental<br>Protection            | Multiple          | 4/8/2014               | 4/11/2014                  | 7/1/2014<br>4:00:00 PM   | 7/1/2014<br>4:05:00<br>PM     | Created  | Simeor<br>Suter            |
| <u>SU-13-08</u>                      | RFP   | Web Design  | Shippensburg<br>University<br>Invites Ve    | State System<br>of Higher<br>Education | Cumberland        | 4/4/2014               | 4/4/2014                   | 5/2/2014<br>2:00:00 PM   | 5/2/2014<br>2:15:00<br>PM     | Open     | Debora<br>Martin           |
| <u>DUI LIPA</u><br>2014-1            | RFP   | Dli Child Day<br>Care Program                                 | This Request<br>For Proposals<br>Rfp P      | Labor &<br>Industry                    | Dauphin           | 4/3/2014               | 3/20/2014                  | 4/25/2014<br>2:00:00 PM  | 4/25/2014<br>2:01:00<br>PM    | Open     | Mike<br>Schind             |
| <u>DGS 537-12</u><br><u>Phase 1</u>  | RFP   | Demolish And<br>Remediate All<br>Campus<br>Buildings          | Project Title<br>Demolish And<br>Remedi     | Public<br>Welfare                      | Centre            | 4/3/2014               | 4/3/2014                   | 5/20/2014<br>10:00:00 AM | 5/20/2014<br>10:00:00<br>AM   | Open     | ,jill Lile                 |
| <u>6100026610</u>                    | RFP   | Office Of<br>Developmental<br>Program<br>Training<br>Platform |   | Administration                         | Dauphin           | 4/3/2014               | 2/21/2014                  | 4/18/2014<br>1:00:00 PM  | 4/18/2014<br>1:01:00<br>PM    | Ореп     | Christir<br>Geege<br>Dugar |
| <u>4300000784</u>                    | RFP   | Mental Health<br>Service<br>Provider                          | Mental Health<br>Service<br>Provider        | State System<br>of Higher<br>Education | Chester           | 4/2/2014               | 4/2/2014                   | 4/15/2014<br>11:00:00 AM | 4/15/2014<br>11:00:00<br>AM   | Open     | Karen D<br>Aringa          |
| <u>4300000785</u>                    | RFP   | Medical<br>Services<br>Provider                               | Medical<br>Service<br>Provider              | State System<br>of Higher<br>Education | Chester           | 4/2/2014               | 4/2/2014                   | 5/30/2014<br>11:00:00 AM | 5/30/2014<br>11:00:00<br>AM   | Open     | Karen D<br>Aringa          |
| <u>6100025291</u>                    | RFP   | Training<br>Support For<br>Developmental<br>Disability        | On Behalf Of<br>The Departmen<br>To Of P    | General<br>Services                    | Statewide         | 4/1/2014               | 3/12/2014                  | 4/11/2014<br>4:00:00 PM  | 4/11/2014<br>4:01:00<br>PM    | Open     | Margan<br>Mary<br>Juran    |
| <u>4300000783</u>                    | RFP   | Custodial<br>Services For<br>Graduate<br>Center<br>Building   | Custodial<br>Services For<br>The Graduat    | State System<br>of Higher<br>Education | Chester           | 3/31/2014              | 3/31/2014                  | 5/5/2014<br>3:00:00 PM   | 5/5/2014<br>3:00:00<br>PM     | Open     | Karen D<br>Aringa          |
| <u>6100027962</u>                    | RFP   | The Governor<br>S Model Day<br>Child Care<br>Program          | On Behalf Of<br>The Education<br>Parents    | Education                              | Dauphin           | 3/31/2014              | 3/19/2014                  | 4/24/2014<br>1:00:00 PM  | 4/24/2014<br>1:15:00<br>PM    | Open     | James<br>Domer             |

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# pennsylvania

DEPARTMENT OF ENVIRONMENTAL PROTECTION BUREAU OF ENVIRONMENTAL CLEANUP & BROWNFIELDS

### April 11, 2014

RE: Pennsylvania Department of Environmental Protection General Environmental Technical Assistance Contract RFP #DEP-IRRSC-7

Dear Sir/Madam:

You are invited to submit a proposal for general environmental technical assistance services in accordance with the enclosed Request for Proposal (DEP-IRRSC-7 RFP).

Comment

All proposals must be submitted to the Pennsylvania Department of Environmental Protection,

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#### II-8. Small Diverse Business (SDB) Participation Submittal.

In order for Offerors to receive credit towards the SDB participation requirements, they must provide SDB commitments based on any one or all of these service categories: Bottled Water Delivery, Electrical Services (i.e. installations, power drops, wiring up systems), Geophysical Investigation, Groundwater Well Installation and Closure, Land Surveyor, Residential Water Treatment, Risk Assessment, Soil Boring, Test Pitting and Waste Brokerage Services, and the following Environmental Services: environmental investigative, expert consulting and professional engineering activities, preliminary site assessments; detailed characterizations of waste, soil, groundwater, surface water and sediments; surveying and mapping; hydrogeological evaluations; laboratory and field analysis; laboratory data validation; limited remediation services, including waste disposal; risk assessments; graphical and geographical information systems development; evaluations of remedial alternatives; preparation of remedial designs and bid documents; oversight of remedial construction; technical training of Commonwealth employees, program support; enforcement support; and community relations support.

A. To receive credit for being an SDB or for subcontracting with an SDB (including purchasing supplies and/or services through a purchase agreement), an Offeror must include proof of SDB qualification in the SDB participation submittal of the proposal.

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# Example of a sign in sheet.

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|                      | SUPPLIER SIGN I                                    |               |                                      |
| PRINT NAME & INITIAL | COMPANY  | PHONE NUMBER  | EMAIL ADDRESS                        |
| KOBERT N. GANNT      | PELTO DEVELOPMENT                                  | 117-441-9030  | RELEAST @ DELTAGE. CON               |
| MARK HOLMES          | L.R. KIMBALL                                       | 814-421-2210  | mark-holmes@lrkimball.com            |
| JuleDavenport        | TASC   | 203449-3364   | jule. dave portotascica              |
| JUSTIN MCLURS        | ACD TELECOM, LLC                                   | 484-880-1040  | UNSTIN. MECLAROACUTELECOM. COM       |
| Chris Kelly          | Mission Critical Partners                          | 814-659-4637  | Chriskelly EMCP911.com               |
| JOHN SMITH           | Jalo-matrix  | 77-260-9850   | iswith Cinbonatix com                |
| MARK ROMANO          | NYSTEC   | 212 599.4599  | MROMAND ONYSTEC COM                  |
| Roh Clark            | Nintourse Caselling                                | 202 999-0/02  | ACLARD W-LLC. con                    |
| Farley Davis         | Vantage Point Socutions                            | 605-995-1777  | forly, davise Vantage post.          |
| ANDREW MASSEN        | Ê+C  | 717-975 -1664 | AMASS ON BENE 17 - 60 N Stor FINILLO |
| Juhn Merriri         | Essemial Manarama / W                              | 570 -621-9000 | JUME ERSOLUTIONSILE, NE              |
| John Mullay          | Federal Engineering Inc                            | 703.359-8200  | Jawrian@ federg.com                  |
| Willim Bates         | I ALLYAL   | 717-525-2620  | Whatese in bakez was                 |
| Vidor Reward         | RIC Constants Fre                                  | 4102521330    | Vromoge Pra.com                      |
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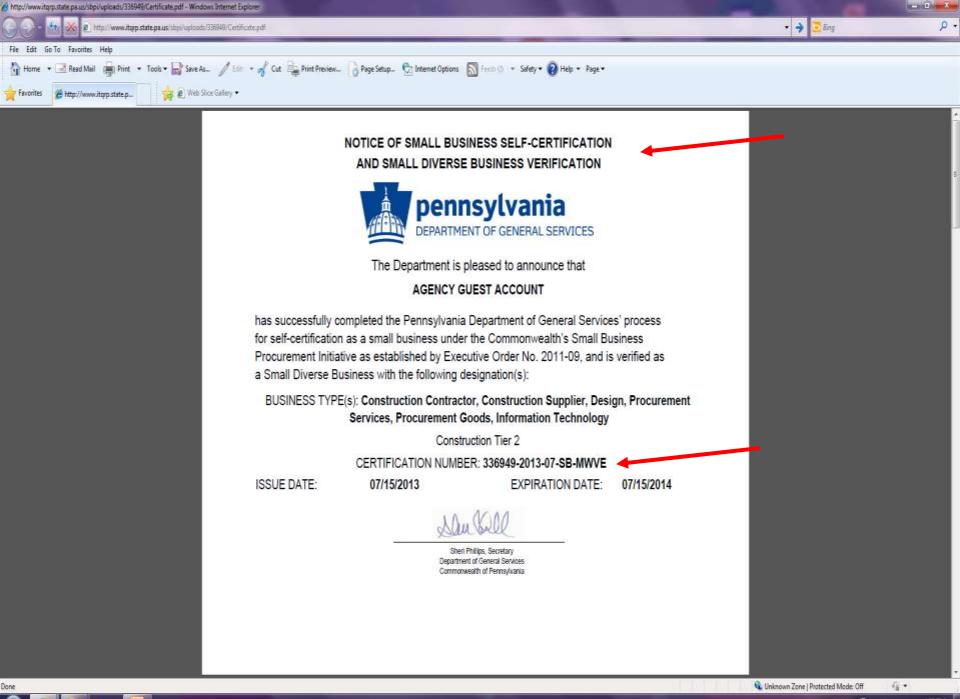
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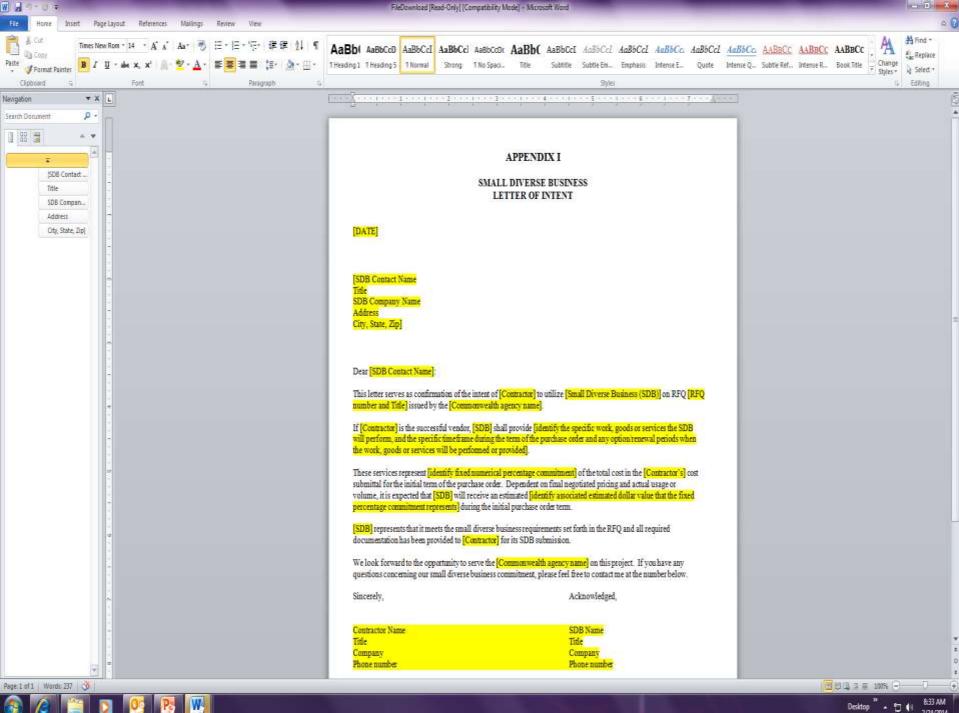
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# Calendar of Events

- October 13, 2015 GACO 28<sup>th</sup> Annual Procurement Opportunities Fair, Mars, PA
- October 22, 2015 Meet the Buyers, Bethlehem, PA
- October 27, 2015 Doing Business with the Commonwealth of PA, Exton, PA
- October 29, 2015 Opening Doors to State Contracting





# **Contact Information**

### **Ms. DeShawn Lewis, Director**

delewis@pa.gov Phone: 717-787-7131

### **Ms. Gayle Nuppnau, Procurement Liaison**

gnuppnau@pa.gov Phone: 717-346-3819

### **Ms.** Paula Murphy, Construction Liaison

pmurphy@pa.gov Phone: 717-787-8324

