

2018 NEW YORK STATE MWBE FORUM

GROW WITH NYS

New York State Business
Builder Boot Camp

2018 NYS Contract

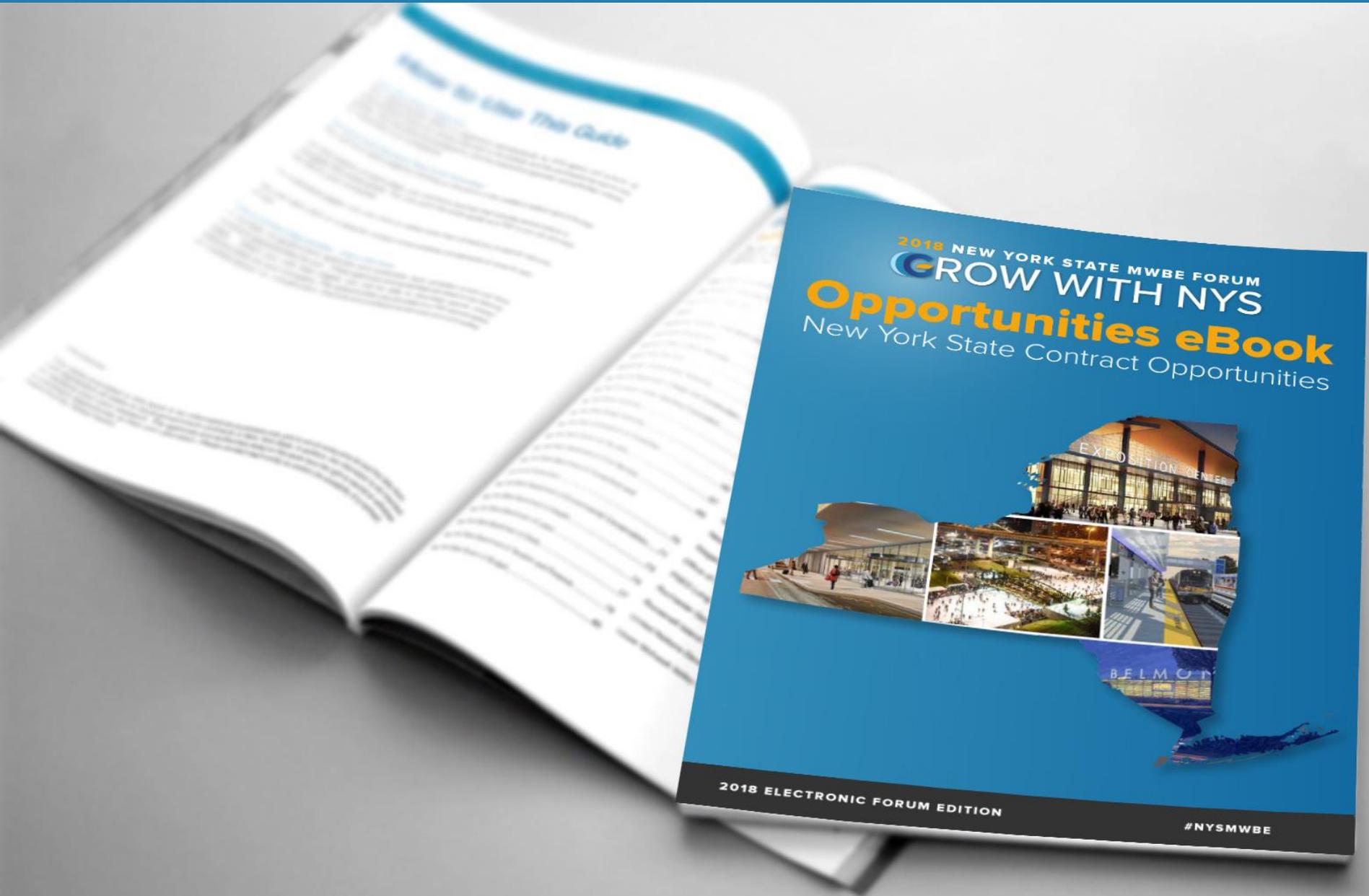
Opportunities eBook:

Gain Insight to New Business

Opportunities



Open the eBook to New Contract Opportunities



2018 NYS Contract Opportunities eBook: Gain Insight to New Business Opportunities



SESSION LEADER

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Senior Business Development Associate,
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2018 NYS MWBE FORUM

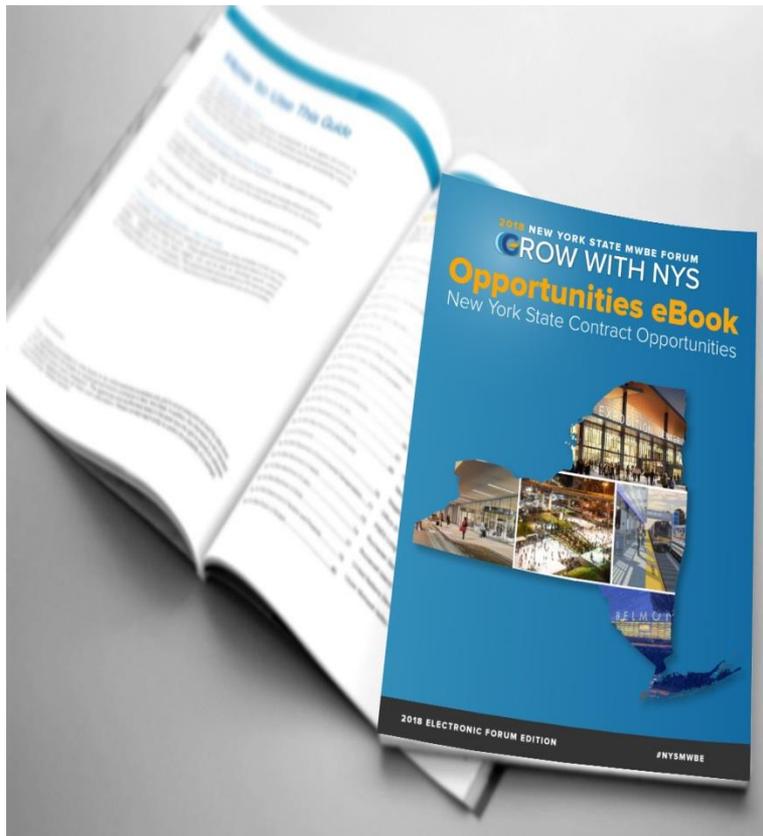
MWBE Opportunities eBook

Learn The Agencies. Market Your Business.

Session Purpose

- A. Understand What is the eBook.**
- B. Clarify Why the e-book is an important tool.**
- C. Guide on How to access and utilize the eBook to your advantage.**
- D. Open discussion (Q&A)**

What is the eBook?



- **Compiled directory of all state agencies and public authorities.**
- **Provides full contact information to agency/authority procurement and MWBE liaisons.**
- **Hyperlinks to agency/authority's current procurement opportunities**

Why the eBook is an important tool?

- Learn about each state agency and authority and their upcoming procurements.
- Identify and familiarize yourself with who should be contacted within each agency and authority to inquire about contract opportunities.

Doing Business in New York State

New York State is committed to assisting businesses across all market sectors to increase contracting opportunities with State agencies and authorities. Navigating the process requires mining many opportunities and identifying the ones that are right for your firm.

If you are a MWBE, there are opportunities to work for a State agency or authority as a prime contractor.

The information contained here will help you design a business development plan.

The State's procurement process addresses issues such as ensuring fair, open, and transparent competition, and establishing vendor responsibility. State procurement policies and practices must facilitate each agency's or authority's mission while protecting the interests of the State and its taxpayers, and promoting fairness in contracting with the business community. State agencies are required to purchase commodities, services, and technologies in accordance with New York State Finance Law, Article 11.

Where to Find Contract Opportunities
The New York State Contract Reporter, www.dos.ny.gov, is New York State's official publication of procurement activity for all state agencies, public authorities, and public benefit corporations. Many municipalities, school districts and local governments may also, but are not required to, submit ads. The Contract Reporter publishes new ads and posts bid results every business day. All ads are searchable, archived and retrievable.

Registration on the Contract Reporter is free.

It is important to note that state agencies and authorities using the Contract Reporter must advertise procurements of \$50,000 or more (including discretionary purchases) when soliciting bids from the business community for goods, services and construction projects. Anything less than \$50,000 would not be advertised and would be made available at the specific agency or authority program or purchasing office. In addition, state agencies and authorities post bid results on the Contract Reporter, which enables businesses to market their goods or services to a prime contractor.

Each agency has a designated MWBE liaison that you should know, and they should know you, your products and services as well.

Their contact information is provided under the specific agency in later sections of the e-Book.

How to Be a Successful Bidder
Your Business Must Be Responsive and Responsible to Become a State Contractor

A responsible bidder has the capacity to fully perform contractual obligations, and the integrity to justify the award of public dollars. State Finance Law and sound procurement practice dictate that state agencies take reasonable steps to ensure that public contracts are awarded to bidders that are responsive and responsible, including the capability to meet bid requirements and fully perform contractual obligations, and possessing the integrity to justify the award of public dollars. In short, businesses must demonstrate vendor responsibility prior to the award of a contract. Bidders must be responsive to all the bid requirements and must maintain responsibility throughout the term of the agreement.

Guidance for Small, Minority or Women-Owned Businesses
The majority of businesses in New York State are small businesses; they supply many of the services and commodities purchased by state and local government agencies and authorities. While some small businesses may not have the capacity to bid on the large centralized contracts administered by NYS Office of General Services, they are able to gain experience by:

- Participating as authorized resellers, dealers, distributors, or agents for certain centralized contracts;
- Becoming suppliers or subcontractors to prime contractors; and
- Identifying discretionary purchasing opportunities

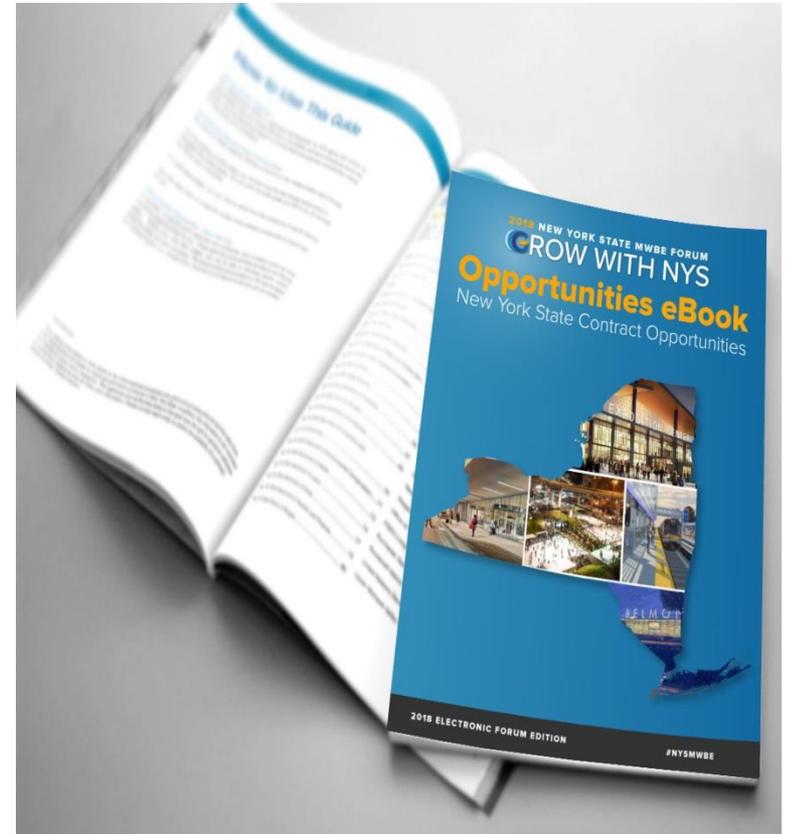
Who to Contact

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Division of Small Business Procurement
Assistance/NYS Contract Reporter
Empire State Development

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www.esd.ny.gov

How to Use the eBook

- Identify the agency/authority for your business
- Review the snapshot about each Agency/Authority and develop a list of contacts/point persons as your gateway for initial opportunity engagement.
- Outreach to your targeted agency/authority (email or phone calls) to introduce your business and your offered services/products.
- To access the latest edition of the e-book, visit www.nysmwbeforum.org/opportunities



How to Access eBook

- All attendees at MWBE Forum have been emailed the link to eBook
- Empire State Development Business Development website:
<https://esd.ny.gov/doing-business-ny/mwbe/mwbe-business-development-unit>
- New York State Forum:
www.nysmwbeforum.org/opportunities
- New York State Contract System:
 - Logon to www.ny.newnycontracts.com
 - Click on NYS Bids and Grant Opportunities and Resources and click View Opportunities
 - Then click “New York State Contract Opportunities e-book”

New York State Bid & Grant Opportunities

State agencies purchase a variety of goods and services from the business community. These links will connect you with the latest bid and grant opportunities from state agencies, authorities and state universities.

- [Search bid & grant opportunities over \\$50,000 in value](#)
- [View bid & grant opportunities over \\$50,000 in value by category](#)
- [Search bid & grant opportunities under \\$50,000 in value](#)
- [View quarterly forecast of discretionary purchases under \\$50,000](#)
- [Design and Construction opportunities from NYS Office of General Services](#)

NYS Procurement Information and Resources

- [NYS DMWBD Business Development](#)
- [NYS Directory of Small Business Programs](#)
- [New York State Contract Opportunities e-book](#)
- [NYS Procurement \(NYSPro\) - Term Contracts from Office of General Services \(OGS\)](#) (updated monthly)

What to look for...

A Guide to Navigating Business Opportunities in New York State

Index of Agencies and Authorities with Opportunities

Fifty state and local government agencies and authorities located throughout New York State provided a snapshot of their current and future contract opportunities in the following pages. Go to the page noted and you can view and/or download the information there.

Albany International Airport.....	29	New York State Division of Criminal Justice Services.....	81
City University Construction Fund (CUCF).....	36	New York State Education Department.....	86
City University of New York.....	37	New York State Energy Research and Development Authority.....	87
DASNY.....	38	New York State Environmental Facilities Corporation.....	88
Development Authority of the North Country.....	40	New York State Gaming Commission.....	89
Empire State Development.....	42	New York State Governor's Office of Employee Relations.....	90
Governor's Office of Storm Recovery.....	45	New York State Homes & Community Renewal.....	92
Hudson River Park Trust.....	47	New York State Hudson River-Black River Regulating District.....	93
Metropolitan Transportation Authority.....	49	New York State Insurance Fund.....	94
New York City Department of Design and Construction.....	55	New York State Office of Alcoholism and Substance Abuse Services.....	97
New York Convention Center Operating Corporation.....	60	New York State Office of Children and Family Services.....	100
New York Power Authority.....	61	New York State Office of General Services.....	101
New York State Bridge Authority.....	64	New York State Office of Information Technology Services.....	102
New York State Commission of Correction.....	65	New York State Office of the Medicaid Inspector General.....	104
New York State Council on the Arts.....	67	New York State Office of Mental Health.....	105
New York State Department of Civil Service.....	69	New York State Office of Temporary and Disability Assistance.....	107
New York State Department of Corrections and Community Supervision.....	70	Niagara Frontier Transportation Authority.....	118
New York State Department of Environmental Conservation.....	71	Office of the New York State Comptroller.....	119
New York State Department of Health.....	73	PSEG Long Island.....	122
New York State Department of Labor.....	74	Rochester Genesee Regional Transportation Authority.....	125
New York State Department of State.....	77	Roosevelt Island Operating Corporation.....	126
New York State Department of Taxation and Finance.....	78	United Nations Development Corporation.....	132
New York State Division of Budget.....	80	Upper Mohawk Valley Regional Water Finance Authority.....	133

51 State and local government agencies and authorities have provided a snapshot of their current and future contract opportunities. Review listings and determine the industries where your firm has opportunities!

What to look for: Snapshot...

Transform Your Business with Contract Opportunities in New York State

DASNY

DASNY is among the nation's largest issuers of low-cost, tax-exempt bonds and one of its biggest public builders. DASNY is New York's developer, creating the health, education and scientific infrastructure that forms the backbone of inclusive, sustainable communities to help them compete on the global stage.

DASNY focuses on providing the highest level of service to its clients. The more DASNY does for them, the greater its ability to broaden opportunities for minority, women, and service-disabled, veteran-owned businesses.

What We Do

DASNY's two lines of business – public finance and construction – combine into a powerful economic development force. The projects DASNY delivers create thousands of jobs while enhancing communities, improving service delivery and positioning New York to better compete for the best companies and the brightest minds. DASNY places a priority on ensuring people living in communities throughout the state, regardless of circumstance, get a chance at higher opportunity.

DASNY's work falls into four categories: Science, Health, Education, and Resiliency. It finances and builds while promoting inclusivity and sustainability.

DASNY is financing and building a scientific research corridor and is supporting health care institutions in their efforts to transform their service delivery. DASNY is constructing facilities from Staten Island to Buffalo that provide critical services to New York's most vulnerable residents, helping them to recover and find renewal.

DASNY is strengthening New York's educational system from kindergarten through the highest levels of academia. It is providing finance and construction services to libraries as they evolve into community centers, where residents can learn a new trade, find a job, and connect with neighbors. DASNY is delivering the foundation for a strong infrastructure by reshaping communities and waterways to fortify against increasingly powerful storms.



Our Offices

In Albany: 515 Broadway Albany, NY
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In NYC: One Penn Plaza - 52nd Floor
New York, NY 10119 | (212)
273-5000

In Buffalo: 539 Franklin Street, Buffalo,
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Our Leaders

Gerrard P. Bushell, Ph.D.,
President & CEO

Michael T. Conigan, Vice President

Kimberly J. Nadeau, CPA, J.D.,
Chief Financial Officer and Treasurer

Michael E. Cusack, General Counsel

Caroline Griffin, Chief of Staff

Stephen D. Curro, P.E.
Managing Director, Construction

Portia Lee, Managing Director
Public Finance and Portfolio Monitoring

Caprice G. Spann, Managing Director,
Specialized Services and Client
Solutions

Read the agency
snapshot about
what they do.

What to look for...

What We Buy

On behalf of its clients, DASNY contracts for a variety of construction, architectural, engineering, maintenance, financial, legal, and other professional services. For clients and DASNY's internal operations, the Authority also purchases equipment and supplies ranging from office, audio-visual, telecommunication and computer, to furniture, medical, and scientific. . DASNY's Purchasing Department works with interior designers, architects, technology consultants and key stakeholders to procure the furniture and equipment required by its clients. For more detailed information, please visit:

<https://www.dasny.org/About/DASNYCapabilities.aspx>

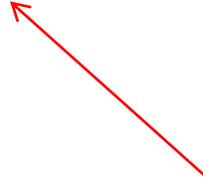
How to Get on Our Bidder List or Preferred Contractors/Vendors List

Please visit DASNY's RFP & Bid Opportunities section on its website for more information on procurement opportunities. On the DASNY website you can also register as an interested subcontractor or supplier on a DASNY project.
<http://www.dasny.org/RFP-BidOpportunities-Solicitations/PurchasingServices.aspx>

How We Bid Our Work

Notices of DASNY procurement opportunities appear at least 15 business days prior to the bid opening date in the New York State Contract Reporter, the official listing of bidding opportunities for New York State at: <https://www.nyscr.ny.gov/>. All DASNY opportunities are also posted to our website at:

<http://www.dasny.org/RFP-BidOpportunities-Solicitations.aspx>



Review **what products/services** the government agency procures. This will give a better understanding of whether you should engage any further.

What to look for...

Stephen D. Curro, P.E.
Managing Director, Construction

Portia Lee, Managing Director
Public Finance and Portfolio Monitoring

Resource Acquisition
Lou Cirelli, Director, Procurement
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Michael M. Clay, Sr. Director,
Opportunity Programs Group
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(518) 257-3464 or 212-273-5146

Paul Koopman, Managing Senior
Director, Construction
PKoopman@dasny.org
(518) 257-3343

Contact Information:

Identify the appropriate designated agency staff and contact based on area of interest.

What to look for...

Metropolitan Transportation Authority

The Metropolitan Transportation Authority (MTA) is a public benefit corporation responsible for public transportation in the state of New York, serving 12 counties in southeastern New York and along with two counties in southwestern Connecticut under contract to the Connecticut Department of Transportation, carrying over 11 million passengers on an average weekday system-wide and over 800,000 vehicles per weekday on its seven toll bridges and in its two tunnels.

What We Do

The MTA's individual operating agencies include New York City Transit, MTA Bus, Long Island Rail Road, Staten Island Railway, Metro-North Railroad, MTA Bridges and Tunnels and MTA Capital Construction.

What We Buy

Some of the MTA's procurements are for complex, specialized transportation equipment, but like any large company office supplies, consulting services, paint, uniforms—practically anything you can think of—is in high demand. The MTA is supplied by small vendors and multinational corporations alike.

The process is not inherently complicated, and certainly no more so than doing business with any other large corporation. Each contract is detailed and contains specifications and requirements that vendors must meet. The MTA adheres to strict New York State regulations requiring that, generally, vendors be paid within 30 days for services or goods.

How to Get on Our Bidders List

Due to the number of firms listed on some bidders lists, it is often not feasible to solicit all vendors on a list for every procurement. Therefore, being on a bidders list is no guarantee that a vendor will be solicited. The MTA suggests reference to such resources as their website and the New York State Contract Reporter for more complete information on the solicitation process.



How to Connect With Us

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OPPORTUNITIES

VIEW OR DOWNLOAD

All agencies with current and future opportunities have **“OPPORTUNITIES”** indicator on their agency/authority profile. You can view and/or download documents.



Take it a step further...

Visit agency website!

<https://dasny.org>

How to Get on Our Bidder List or Preferred Contractors/Vendors List

Please visit DASNY's RFP & Bid Opportunities section on our new website for more information on procurement opportunities. For information on registering as an interested subcontractor or supplier on a DASNY project, visit DASNY's Procurement Opportunities.

RFP & Bid Opportunities

RFP & Bid Opportunities

DASNY procures goods and services on a competitive basis, awarding contracts to firms that will deliver high quality at the lowest possible cost to New York State, while promoting the use of Small, Minority and Women-Owned Business Enterprises.

The City College of New York Center for Discovery and Innovation and the CUNY Advanced Science Research Center in Harlem, pictured here, is DASNY's largest project to-date, valued at \$705 million.



[Add Your Firm as an Interested Sub/Supplier](#)

Take it a step further...

Search NYS Contract Reporter!

The screenshot shows the top navigation bar of the NYS Contract Reporter website. On the left, there are three statistics: 'Opportunities posted today' with a value of 38, 'Opportunities posted in the last 7 days' with a value of 181, and 'Total available opportunities' with a value of 867. In the center, there is a logo for 'The New York State Contract Reporter' with the tagline 'NYS' official source of contracting opportunities' and 'Bringing business and government together'. On the right, there are links for 'Log In', 'Sign up and register for your free account!', and 'Click here to get started'. Below the main header is a secondary navigation bar with four items: 'I want to find contracts to bid on', 'I want to advertise opportunities', 'Learn about the New York State Business Registry', and 'Learn about doing business with New York'.

Four large, rectangular buttons are arranged in a 2x2 grid. The top-left button is green and says 'I want to find contracts to bid on'. The top-right button is blue and says 'I want to advertise opportunities'. The bottom-left button is brown and says 'Learn about the New York State Business Registry'. The bottom-right button is purple and says 'Learn about doing business with New York'. Each button has a white arrow pointing to the right at the bottom.

www.nyscr.ny.gov

Thank You

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2018 NEW YORK STATE MWBE FORUM

GROW WITH NYS

GAIN

NEW RELATIONSHIPS

GATHER

NEW INFORMATION

GENERATE

NEW BUSINESS

