

# How to do Business with California State Government



**Sell to the State**



**Small Business /  
Disabled Veteran  
Business Enterprise**



**Get Public  
Procurement  
Information**

# How to do Business with California State Government

**Wayne Gross**

Business Outreach Liaison  
Office of Small Business and DVBE Services  
California Department of General Services

[Wayned.gross@dgs.ca.gov](mailto:Wayned.gross@dgs.ca.gov)  
279-946-8387

# State Certifications

- Small Business
- Small Business for the Purpose of Public Works
- Disabled Veteran Business Enterprise



# Small Business Eligibility Requirements

- ✓ Must be independently owned and operated
- ✓ Cannot be dominant in the field of operation
- ✓ Must have its principal office located in California
- ✓ Have its owners (or officers in the case of a corporation) domiciled in California;

# Small Business Eligibility Requirements

Together with the affiliates, be either:

- ✓ Business with 100 or fewer employees
- ✓ Gross annual receipts of \$15 million or less  
(averaged over the previous 3 tax years)

or

- ✓ Manufacturer with 100 or fewer employees  
(No GARS Cap)
- ✓ Micro Business \$5 Million or less

# Small Business – Public Works Eligibility Requirements

Together with the affiliates, be either:

- ✓ Business with 200 or fewer employees
- ✓ Gross annual receipts of \$36 million or less  
(averaged over the previous 3 tax years)

or

- ✓ Manufacturer must meet the gross annual receipts

# DVBE Eligibility Requirements

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

- ✓ 10% or more service connected disability
- ✓ Be at least 51% owned by one or more disabled veterans
- ✓ Limited Liability Companies (LLCs) must be wholly owned by one or more disabled veterans

# DVBE Eligibility Requirements

- ✓ Daily business operations must be managed and controlled by one or more disabled veterans.
- ✓ The home office must be located in the United States.



www.caleprocure.ca.gov

**Cal eProcure**

Home Resources Quick Links Help **Login/Register**

# California State Government Marketplace

Your home for California's State Procurement and Certification Programs

California State Contracts Register (CSCR)

Search Bid Opportunities **START SEARCH**

## How do I...

**Sell to the State**

Register in Cal eProcure to receive bid notifications. Search for bid opportunities in the California State Contracts Register (CSCR).

**Get Certified**

Learn about California's Small Business (SB) and Disabled Veteran Business Enterprise (DVBE) certification program and apply for SB/DVBE certifications.

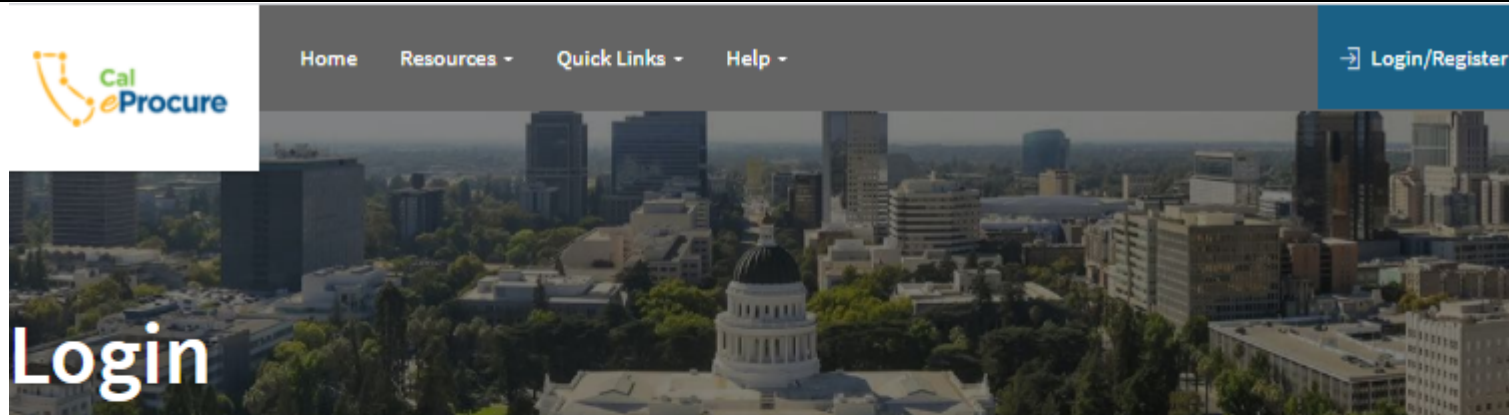
**Find Public Procurement Information**

Access records on what state agencies have purchased. Search for SB/DVBE suppliers, state contracts and bid opportunities.

**Find Training and Resources**

Learn how to do business with the state of California. Access training resources, watch instructional videos, attend an outreach event.

# Registration



User ID

Password

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


Login

New Bidder Registration


Existing Supplier Registration

I forgot my password

# Registration



HomeResourcesQuick LinksHelpLogin/Register



## Bidder Registration

STEP 1 - SET UP PROFILE

1/3

1. Please select the type of TIN.\*

Federal Employer Identification Number(FIN)

Social Security Number(SSN)

Tax Identification Number(TIN)\*

Do not use dashes

http://URL

Company Name\*

\* Indicates Required Field

Cancel Registration

Next

# SB/DVBE Certification



[My WorkCenter](#)[Resources](#)[Quick Links](#)[Help](#)[Outreachtestco2](#)

# California State Government Marketplace

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California State Contracts Register (CSCR)

Search Bid Opportunities

[START SEARCH](#)

## Welcome to your WorkCenter

Manage your account, certifications, and bid activity

User ID

Outreachtestco2

Bidder/Supplier ID

BID0076198

[Show Less](#)

### First Last

Outreach Test Co  
OSDSHelp@dgs.ca.gov  
916/375-4940

[Edit Bidder Account](#)

No Certification Record

[Get Started](#)

### My Account

[Edit Account](#)

[Manage Notifications](#)

[Search My Event Invitations](#)

[Change Password](#)

### Certification

☒ [Apply For Certification](#)

# SB/DVBE Certification

California's Small Business (SB) and Disabled Veteran Business Enterprise (DVBE) Certification Programs

Getting certified will give your business preferred status for government contracts and give you access to more contract opportunities.

Before you begin application for certification, be prepared to upload the following:

- Complete Federal Tax returns (last 3 years) for applicant firm and affiliates
- IRS verification of your firm's TIN (tax identification number)
- Quarterly Contribution Return & Report of Wages – Continuation (Form DE 9C) for firm and affiliates
- Award of Entitlement, eBenefits Service/Benefit Verification, or Retired/Retainer letter (for DVBE)
- For specific business structures you may be required to include other documents; for a full list of documents:
  - [Small Business Document Requirements](#)
  - [DVBE Document Requirements](#)

GET CERTIFIED (APPLY OR REAPPLY)

For more detailed information on certification programs and its benefits.

[Apply For or Re-apply as Small Business, Disabled Veteran Business Enterprise](#)

For training opportunities, resources to grow your business and insight into the State contracting opportunities.

[Training and Resources](#)

## Certified Firms Resources

- [Prompt Payment Program Assistance](#)
- [Commercially Useful Function](#)
- [SB/DVBE Violations and Sanctions](#)
- [Find a Departmental SB/DVBE Advocate](#)
- [Caltrans' Disadvantaged Business Enterprise \(DBE\) certification](#)

## Learn About State Nonprofit Certifications

- [Recognition as Nonprofit Organization](#)
- [Nonprofit Veteran Service Agency Certification](#)



# Get Certified

If you would like more information before you get started, see here:

[Small Business Certification Requirements \(PDF\)](#)

[Small Business for the Purpose of Public Works Certification Requirements \(PDF\)](#)

[Disabled Veteran Business Enterprise Certification Requirements \(PDF\)](#)

[Non-Profit Veteran Service Agency Certification Requirements \(PDF\)](#)

[Non-Profit Recognition Requirements \(PDF\)](#)

If you have questions concerning the process or online application, contact the Office of Small Business & DVBE Services at 916.375.4940.

Select the certification type(s) from the list below by clicking the checkboxes.

Outreach Test Co

- ☐ Small Business (SB)
- ☐ Small Business for the Purpose of Public Works (SB-PW)
- ☐ Disabled Veteran Business Enterprise (DVBE)
- ☐ Non-Profit Veteran Service Agency (NVSA)
- ☐ Non-Profit Recognition (NP)

Any application that is incomplete and not submitted within 90 days or more will be automatically canceled.

Next

# How the CSCR Works

State agencies post their solicitations when they go out to bid

Suppliers can find contracting opportunities

Suppliers can place ads

\*Ads are free





# California State Government Marketplace

Your home for California's State Procurement and Certification Programs

California State Contracts Register (CSCR)

Search Bid Opportunities

START SEARCH

## Welcome to your WorkCenter

Manage your account, certifications, and bid activity

User ID

TEST6

Bidder/Supplier ID

BID0056767

Show Less

### MICHAEL SAUTER

Outreach Test Co  
OSDSHELP@DGS.CA.GOV  
916/375-4940

[Edit Bidder Account](#)

### Certifications

Cert. ID 2008704

Certification Type	Application Date	Status	From	To
SB(Micro)	2020-07-09	Approved	2020-07-09	2022-07-31

[View My Public Certification Profile](#) [Manage Certification](#)

### My Account

[Edit Account](#)

[Manage Notifications](#)

[Search My Event Invitations](#)

[Change Password](#)

### Certification

[Manage Certification](#)

[View My Public Certification Profile](#)

[My WorkCenter](#)[Resources ▾](#)[Quick Links ▾](#)[Help ▾](#)[TEST6 ▾](#)

# Event Search

## California State Contracts Register

Event Name

Event ID

Department

Event Status

Posted



Clear Criteria

Advanced Search Criteria

Search

### EVENTS

Showing Results 1-339 of 339

 Download

Event ID

Event Name

Department  
Name

End Date

Status

Event Name	Event ID	Department	Event Status
<input type="text"/>	0000016701	<input type="text"/>	Posted
Start Date From	End Date From		
<input type="text"/>	<input type="text"/>		
Through	Through		
<input type="text"/>	<input type="text"/>		
Enter date in the format mm/dd/yyyy		Enter date in the format mm/dd/yyyy	

#### Item Description

<div>UNSPSC codes</div> <div><table><tr><td>Category</td><td>Description</td></tr><tr><td><input type="text"/></td><td><input type="text"/></td></tr><tr><td colspan="2"><div>+ Add a new UNSPSC code</div></td></tr></table></div>	Category	Description	<input type="text"/>	<input type="text"/>	<div>+ Add a new UNSPSC code</div>		<div>Service Areas</div> <div><table><tr><td>Service Area ID</td><td>County</td></tr><tr><td><input type="text"/></td><td><input type="text"/></td></tr><tr><td colspan="2"><div>+ Add New Service Area</div></td></tr></table></div>	Service Area ID	County	<input type="text"/>	<input type="text"/>	<div>+ Add New Service Area</div>	
Category	Description												
<input type="text"/>	<input type="text"/>												
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Service Area ID	County												
<input type="text"/>	<input type="text"/>												
<div>+ Add New Service Area</div>													
<div>Contractor License Type</div> <div><table><tr><td>Contractor License Type</td><td>Description</td></tr><tr><td><input type="text"/></td><td><input type="text"/></td></tr><tr><td colspan="2"><div>+ Add New Contractor License Type</div></td></tr></table></div>	Contractor License Type	Description	<input type="text"/>	<input type="text"/>	<div>+ Add New Contractor License Type</div>								
Contractor License Type	Description												
<input type="text"/>	<input type="text"/>												
<div>+ Add New Contractor License Type</div>													

Clear Criteria	Basic Search Criteria	Search
----------------	-----------------------	--------

Use Saved Search	Manage Saved Searches	Save Search Criteria
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# Event Details

Event : 05-0L7214



## Remove & construct concrete bridge, concrete slab, bridge rail & HMA.

### Details

Event ID

05-0L7214

Format/Type:

Sell Event / RFX

Published Date

12/28/2020 12:00AM PST

Description:

05-SLO-1-32.6 \*\*\* SAN LUIS OBISPO COUNTY IN MORRO BAY AT TORO CREEK BRIDGE

Dept:

Department of Transportation

Event Version

1

Event End Date:

02/17/2021 2:00PM PST

[View Event Package](#)

[Post Vendor Ads](#)

[View Vendor Ads](#)

### Contact Information

Maxwell Maurer

Phone: 916/227-8224

Email: [maxwell.maurer@dot.ca.gov](mailto:maxwell.maurer@dot.ca.gov)

### Pre Bid Conference (N/A)

Pre Bid Conference: Non Mandatory

Date:

Time:

Location:

Comments:

### UNSPSC Codes

UNSPSC Classification	UNSPSC Classification Description
72141000	Highway and road construction services

### Contractor License Type

Contractor License Type	Description
A	General Engineering Contractor
C-08	Concrete Contractor
C-12	Earthwork and Paving Contractors
D-09	Drilling, Blasting and Oil Field Work

### Service Area

Area ID	County
040	San Luis Obispo

# SB/DVBE Option

- Certified SB *or* DVBE
- Goods, Services, & IT goods and services - \$5,000.01 to \$249,999.99
- Public Works - \$5,000.01 to \$388,000.00
- At least two price quotes (2 SBs or 2 DVBEs)
- Market your company to state agencies with a first policy
- Authorized by Govt Code 14838.5

# SB/DVBE Advocates

Although you are added to our databases, it is important for you to Market your product to state agencies

Find the Small Business/DVBE Advocate for each agency you would like to do business with

## MICHAEL SAUTER

Outreach Test Co  
OSDSHELP@DGS.CA.GOV  
916/375-4940

[Edit Bidder Account](#)


### Certifications


Cert. ID 2008704


Certification Type	Application Date	Status	From	To
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
[View My Public Certification Profile](#) [Manage Certification](#)

### My Account


 [Edit Account](#)


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 [Manage Certification](#)

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#### Get Certified

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#### Find Training and Resources

Learn how to do business with the state of California. Access training resources, watch instructional videos, attend an outreach event.





# Training and Resources

Learn how to pursue contract opportunities with California state government

## Getting Started

- [Register your business](#)
- [Apply for Certifications](#)

## Overview of Contracting with the State

- [How to do Business with California State Government - an overview of State Contracting \(En Español\)](#)
- [I'm Certified, Now What? - take next steps to contract with the state \(En Español\)](#)

## Don't Miss Contract Opportunities

- [Learn how to update notifications for bid solicitations \(video\)](#)
- [Learn how to update your certification profile \(video\)](#)
- [Overview of keywords and UNSPSCs \(video\)](#)

## Inside State Contracting

- [Learn about public competitive bidding \(video\)](#)
- [Acquisition methods flyer](#)

## Research and Marketing

- [Learn how to market your business \(video\)](#)
- [Contact a small business and DVBE advocate](#)

## Resources to grow your business

- [Leverage your state certifications for local contract opportunities](#)
- [Connect with additional business support organizations](#)



HOME » PROCUREMENT DIVISION » RESOURCES » SB, DVBE ADVOCATE DIRECTORY

# Small Business (SB), Disabled Veteran Business Enterprise (DVBE) Advocate Directory

Search for a small business (SB) and disabled veteran business enterprise (DVBE) advocate to help you pursue contract opportunities with the state.

## CONTACT INFORMATION

### Outreach Program

Department of General Services  
Procurement Division

707 3rd Street  
West Sacramento, CA 95605  
[Advocate@dgs.ca.gov](mailto:Advocate@dgs.ca.gov)

## SB/DVBE ADVOCATE DIRECTORY

Almost every agency and department in the state of California has a small business (SB) and disabled veteran business enterprise (DVBE) advocate. The SB/DVBE Advocate is here to help SBs and DVBEs pursue contract opportunities with the department they work for. They work closely with the buyer in their department to include SBs and DVBEs in state procurement.

## Contact an SB/DVBE Advocate

[Expand All](#)



1	DEPARTMENT (Highlighted departments have a SB/DVBE First policy)	INIT/OFFICE/LOCATION	CONSTRUCTION	NAME
2	Administrative Law, Office of	Executive Office		Belinda Lindstrom
3	Agricultural & Labor Relations Board			Jan Shores
4	Air Resources Board			Erilk Quady
5	Aging, Dept of	Contracts and Business Services		Kelli Kemper
6	Alcoholic Beverage Control, Dept. of			Pattye Nelson
7	Arts Council, CA	Administration		Ayanna Kiburi
8	CA Dept. of Tax and Free Administration	Acquisition Branch		Matt Freeman
9	Board of Equalization	Acquisition Branch		Lina Lopez
10	Board of Equalization	Acquisition Branch		Bruce Catalano
11	Business Oversight, Dept. of	Business Operations Section		Hyunmee Peters
12	Business, Consumer Services & Housing Agency			Gladys Lopez
13	CA African American Museum	Fiscal Department		Marchell Miller
14	CA Coastal Commission	Business Services		Owen Omphua
15	CA Commission on Disability Access			Angela Jemmott
16	CA Conservation Corps	Business Services		Jennifer Reed-Sanguayo
17	CA Dept. of Human Resources			Marcos Hernandez
18	CA Dept. of Technology . This department has an SB/DVBE First Policy	IT Procurement & Contract Services		Dan Lautaret
19	CA Dept. of Technology . This department has an SB/DVBE First Policy	IT Procurement & Contract Services		Marisa Duarte-Lott
20	CA Governor's Office of Emergency Services	Procurement		Flora Karami
21	CA Exposition & State Fair			Candice Myers
22	CA Health Benefit Exchange	Business Services/Procurement		David A. Hovey
23	CA High-Speed Rail Authority		X	Alice Rodriguez
24	CA Highway Patrol . This department has an SB/DVBE First Policy	Business Services	X	Tracy Bowen
25	CA Horse Racing Board	Business Services		Daniel Zamora
26	CA Lottery Commission	Contract and Procurement Services		David Pena
27	CA Maritime Academy	Contract Services and Procurement		Lorrie Dineen-Thackeray
28	CA Natural Resources Agency	Administration and Finance		Vickie Key
29	CA Prison Industry Authority (CalPIA)	Business Services/Contracts Unit	X	Jamie Halford
30	CA Public Utilities Commission . This department has an SB/DVBE First Policy	Executive Division		Bezawit Dilgassa
31	CA Science Center			Abigail Menchaca
32	CA Senior Legislature			Janice Bailey
33	CA State Independent Living Council	Headquarters		Danielle Hess
34	CA State Library	Business Services		Timothy Burkhart
35	CA State Polytechnic University	Pomona	X	Duane Johnson
36	CA State University	Bakersfield	X	Kathryn Villa
37	CA State University	Chico	X	Duane McCune
38	CA State University	Dominguez Hills	X	Emmit Williams
39	CA State University	East Bay	X	Jon Merwin

AutoSave Off

SBDVBEAdvocates (42).xlsx

Search (Alt+Q)

Gross, WayneD@DGS

FileHomeInsertPage LayoutFormulasDataReviewViewHelpAcrobatTable Design

Paste

Arial12

**B***I*U

Font

Alignment

Number

Styles

Cells

Editing

Sensitivity

DEPARTMENT (Highlighted departments have a SB/DVBE First policy). The rows for those departments are also identified by a statement next to the department name

DEPARTMENT (Highlighted departments have a SB/DVBE First policy)	UNIT/OFFICE/LOCATION	CONST	NAME	ADDRESS	CITY
Transportation, Department of (Caltrans)	Office of Civil Rights	X	Aisha Copeland	1823 14th Street	Sacramento
Transportation, Department of (Caltrans)	District 11	X	Alejandra Aguirre	4050 Taylor Street	San Francisco
Transportation, Department of (Caltrans)	Office of Civil Rights	X	Amanda Himes	1823 14th Street	Sacramento
Transportation, Department of (Caltrans)	District 4	X	Ayanna Nobles	112 Grand Avenue	Oakland
Transportation, Department of (Caltrans)	District 10	X	Bob Adams	1976 E. Dr. Martin Luther King Jr. Blvd.	Stockton
Transportation, Department of (Caltrans)	District 6	X	Chloe Doyle	352 W. Olive Avenue	Fresno
Transportation, Department of (Caltrans)	District 4	X	Jada Pugh	111 Grand Avenue	Oakland
Transportation, Department of (Caltrans)	District 5	X	Jessica B...	50 Higuera Street	San Francisco
Transportation, Department of (Caltrans)	District 9	X	Jessica Klemencic	500 South Main Street	Bishop
Transportation, Department of (Caltrans)	District 11	X	Maria Ibarra	4050 Taylor Street	San Francisco
Transportation, Department of (Caltrans)	District 7	X	Melissa Col...	100 S. Main Street, Suite 100	Los Angeles
Transportation, Department of (Caltrans)	District 12	X	Mirley Vargas	1750 East 4th Street, Suite 100	San Francisco
Transportation, Department of (Caltrans)	District 8	X	Paige Johnson	464 W. 4th Street, 12th Floor	San Francisco
Transportation, Department of (Caltrans)	District 2	X	Patricia Silva	657 Riverside Drive	Redwood City
Transportation, Department of (Caltrans)	District 3	X	Robynn Spence	703 B Street	Marina del Rey
Treasurer's Office, State	Administration Division		Ashley Peters	915 Capitol Mall #538	Sacramento
Treasurer's Office, State	Administration Division		Moulay Billouche	915 Capitol Mall #538	Sacramento
Veterans Affairs, Dept of.	Veterans Services Division	X	Keith Boylan	1227 O Street	Sacramento
Veterans Affairs, Dept of.	Office of Procurement and Contracts	X	Rose Skewis	1227 O Street	Sacramento
Victims Compensation and Government Claims Board	Business Services Branch		Kerensa Khan	P.O. Box 48	Sacramento
Water Resources Control Board, State.	Procurement, Policy and Support Unit		Jean Nguyen	1001 I Street	Sacramento
Water Resources, Dept of		X	Dish Zmuda	P.O. Box 042826	Sacramento

SB First Policy for Minor B Projects up to \$388,000

Advocate Directory

Ready

Type here to search

8:24 AM 3/24/2022

# California Department of General Services

## *Procurement Division*



# How to do Business with California State Government

**Wayne Gross**

Business Outreach Liaison  
Office of Small Business and DVBE Services  
California Department of General Services

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279-946-8387