



## Expanding Your Market- Government Contracting

Presented by Ben Cabildo  
AHANA President  
[bencabildo@gmail.com](mailto:bencabildo@gmail.com)  
509-999-5365



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### Topic Agenda

1. The Whys Of Government Contracting
2. Huge Market Opportunity Waiting For You!
3. Preparations For Government Contracting
4. Critical Resources To Help You

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### 1. Huge Market Opportunities Waiting

WA State Government Market PLACE  
DOLLARS SPENT IN PUBLIC WORKS AND PROCUREMENT 2018-2019

• Dept of Corrections	\$136,711,721
• Dept. of Natural Resources	\$112,340,600
• Dept of Social & Health Svc	\$242,498,304
• Health Care Authority	\$378,625,538
• Dept. of Health	\$108,071,845
• Dept of Transportation	\$1,323,516,314

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**Opportunities Waiting For You!**  
 WA State Government Market PLACE  
 DOLLARS SPENT IN PUBLIC WORKS AND PROCUREMENT

Eastern Washington University	\$47,934,921
Washington State University	\$235,679,437
Community Colleges of Spokane	\$24,179,680
Spokane Public School	\$58,483,864
Spokane Transit Agency	\$65M+

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**Opportunities Waiting For You!**  
**Less Involvement By Small Businesses**

1. Lack of Awareness
2. Challenging To Get Started & Deal With Government
3. Cynicism – No Big Enough To Get Contracts

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**2. PREPARATIONS FOR GOVERNMENT CONTRACTING**

- A. Contracting- Part of Your Business Strategy
- B. Getting Your Ducks In a Row
  - a. Know your UBIs, Duns & NAICs
  - b. Do Your Capacities Statement
  - c. Research- Know Your Customer/s

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**PREPARATIONS FOR GOVERNMENT CONTRACTING**

**Local Government Purchases & Projects**  
 Public Works  
 Purchasing  
 Professional Architectural & Engineering Services  
 Personal services  
 Purchase services

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**PREPARATIONS FOR GOVERNMENT CONTRACTING**

**IMPORTANT SITES FOR YOUR RESEARCH**  
 Department of Enterprise services  
[www.Des.wa.gov](http://www.Des.wa.gov)  
 Office of Minority Women Business Enterprises  
[www.omwbe.wa.gov](http://www.omwbe.wa.gov)  
 Procurement Technical Assistance Center -WA State  
[www.washingtonptac.org](http://www.washingtonptac.org)

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**PREPARATIONS FOR GOVERNMENT CONTRACTING**

**State Certification and Leveraging**  
 Office of Minority and Women Business Enterprises  
[www.omwbe.wa.gov](http://www.omwbe.wa.gov)

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**PREPARATIONS FOR GOVERNMENT CONTRACTING**

**Requirements for Certification With OMWBE**

1. Small Business Verification
2. Eligibility Verification
3. Ownership Verification

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**PREPARATIONS FOR GOVERNMENT CONTRACTING**

OMWBE Federal Certification

[www.omwbe.wa.gov](http://www.omwbe.wa.gov)

Dept of Transportation      \$1,323,516,314

Minority Business received: 4.19% \$55,477,534

• Women Business received: 2% \$30,294,99

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**PREPARATIONS FOR GOVERNMENT CONTRACTING**

**Veteran-Owned Business Certification**

WEBS (Washington's Electronic Business Solutions  
<https://pr-webs-vendor.des.wa.gov>

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**PREPARATIONS FOR GOVERNMENT CONTRACTING**

**C. Getting On the Train - Registration**

WEBS (Washington's Electronic Business Solutions  
<http://pr-webs-vendor.des.wa.gov/>

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**PREPARATIONS FOR GOVERNMENT CONTRACTING**

**Getting On the Train - Registration**

- MRSC Roster [www.mrsc.org](http://www.mrsc.org)
- Procureware <https://Spokane.procureware.com>
- Public Purchase Bid Board  
[publicpurchase.com/gems/register/vendor/register](http://publicpurchase.com/gems/register/vendor/register)

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**3. RESOURCES ON PROCUREMENT**

Office of Minority Women Business Enterprise  
[www.Omwbe.wa.gov](http://www.Omwbe.wa.gov)  
 Department of Enterprise Services  
[www.des.wa.gov](http://www.des.wa.gov)  
 Procurement Technical Assistance Center  
[WashingtonPTAC.org](http://WashingtonPTAC.org)

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**3. RESOURCES ON PROCUREMENT**  
**LOCAL RESOURCES**

Spokane Community College  
<https://ccs.spokane.edu/About-Us/Departments/Purchasing>  
 Spokane Schools  
<https://www.spokaneschools.org/Page/1035>  
 WA State Department of Corrections  
<https://www.doc.wa.gov/about/business/contracts.htm>

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**3. RESOURCES ON PROCUREMENT**  
**LOCAL RESOURCES**

Spokane Transit Authority  
[www.spokanetransit.com/about-sta/bidding](http://www.spokanetransit.com/about-sta/bidding)

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Q & A



**We hear you!**

Join the Chat  
 Ask directly

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