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3.2 and 3.2.a: Increase percentage of master contracts and utilization with Washington small businesses



3.2/3.2.A: INCREASE PERCENTAGE OF MASTER CONTRACTS AND UTILIZATION WITH WASHINGTON SMALL BUSINESSES

Department of Enterprise Services

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## Background:

Intent of measure: Increase the amount of state business procured using Washington small businesses

New measures = more meaningful and accurately aligns with intent/goals

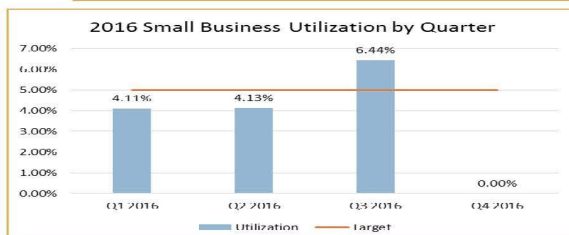
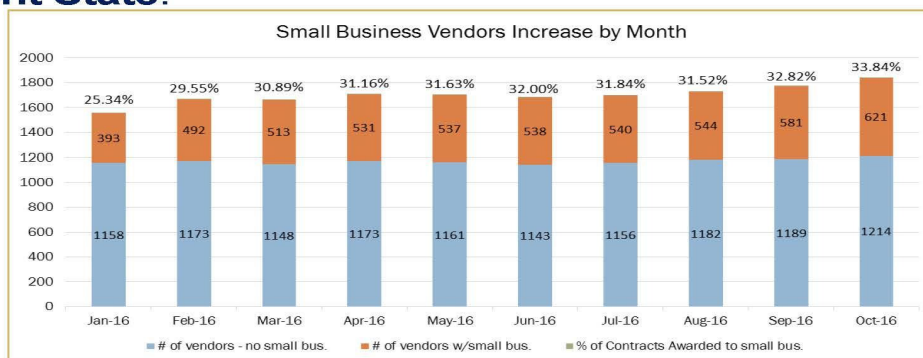
A movement from a number to relative percentages and utilization of Washington small businesses



### Why relevant?

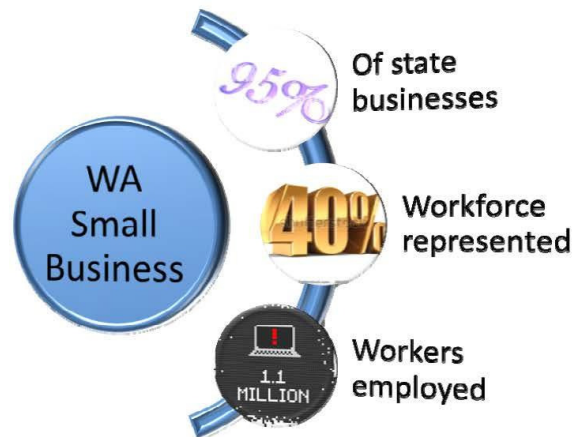
Driving Washington's economy  
Strengthens Washington's businesses & workers

## Current State:



The charts demonstrate the significant growth in both the number of contracts with Washington Small Businesses and the utilization of those contractors.

## Problem/Opportunity:



- Under-utilized master contracts awarded to Washington small business
- Benchmark = 2.9%
- Goal = 5% utilization by 12/31/18

## Strategies:

### Opportunities/Strategies we are working on...

Developed a list of targeted contracts to experiment with the following strategies:

- Develop a process for small business friendly lead time and notification of procurements
- Developing companion contracts
- Use of inclusion plans
- Outreach
- Targeted mini-tradeshows
- Improved/enhanced vendor on-boarding process
- Provide technical assistance

## Detailed Action Plan:

The following projects have been included in the program’s 17-19 Business Plan; and identified as the one of the top 3 priority areas. The next steps are to identify when the program has capacity to move to the “Doing” line, at which time a lead, team, and due dates will be assigned. The team will report out each week at the program’s weekly team results meeting.

Task	Expected Outcome
Develop a process for small business friendly lead time and notification of procurements	Encourage Washington small business participation in solicitations
Developing companion contracts	Increase the number of master state contracts with Washington small businesses
Use of inclusion plans	Increase the use of Washington small businesses providing services to state government
Improved/enhanced vendor on-boarding process	Increase the utilization of Washington small businesses who have been awarded master state contracts
Targeted mini-tradeshows	Increase the utilization of Washington small businesses who have been awarded master state contracts
Provide technical assistance	Encourage Washington small business participation in solicitations
Outreach	Encourage Washington small business participation in solicitations

## Assistance Needed:

- How can the goal council or governor help?



The state doesn't have a mechanism in our current environment to accurately capture the efforts around contracting with Washington small businesses. The ask is to support the implementation and use of electronic resources/tools (i.e. eMarket center, eProcurement solution (ERP-compatible)) to capture accurate spend data, to include the subcontracting spend. The result will be much improved data, which is critical for making decisions; greater transparency; and strategic direction.

## Stakeholder/Partner:

- *Awarded Master State Contract #08212 in 2013*
- *As a result of the contract:*
  - *Increased business sales by 65%*
  - *Opened new stores in Lacey, WA*
  - *Added 10 new jobs in Washington*

*Jeff Crane  
Vice President  
Genuine Auto Glass*



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