

Office of Supplier Diversity

Annual Report 2016-17



Governor Rick Scott
Secretary Erin Rock



FLORIDA DEPARTMENT of MANAGEMENT SERVICES

office of supplier

DIVERSITY

We serve those who serve Florida

Table of Contents

Department of Management Services Secretary Welcome.....	1
Office of Supplier Diversity Executive Director Welcome.....	2
Office of Supplier Diversity Annual Report Fiscal Year 2016-17.....	3
Definition of a Woman-, Veteran-, or Minority-Owned Certified Business.....	3
Supplier Diversity Exchange.....	4
Social Media.....	5
Ambassador Agreements.....	6
OSD Certification Data for Fiscal Year 2016-17.....	7
New Certifications for Fiscal Year 2016-17.....	7
Recertifications for Fiscal Year 2016-17.....	7
Number of Businesses Certified and Recertified for Fiscal Year 2016-17.....	8
Number of Businesses with a Current Certification for Fiscal Year 2016-17.....	8
Agency Compliance for Business Participation Plan.....	9
Fiscal Year 2016-17 The Florida College System.....	10
Data Calculation in Fiscal Year 2016-17.....	11
Fiscal Year 2016-17 Total Agency Expenditures by Industry.....	11
Fiscal Year 2016-17 Total Spend Dollar Amount and Percentage of Contracts Awarded to Certified Business Enterprises (CBE).....	12
Fiscal Year 2016-17 Total Agency Expenditures by Business Classification.....	13
Number of Solicitations Posted by Agency in Vendor Bid System.....	14
Certified Business Enterprises by Region.....	15
Competitive Procurements by Department of Management Services.....	15
Top 10 Commodities of Certified Business Enterprises.....	16
Commodity Codes Used by Procurement at DMS.....	17
eQuote Utilization.....	18

Department of Management Services Secretary Welcome

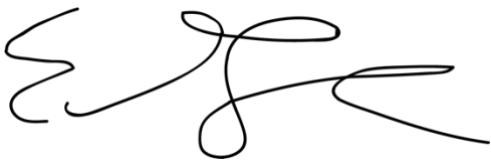
Florida's small business community continues to expand and flourish, with 2.3 million small businesses calling our great state home and employing more than half the state's workforce. The Florida Department of Management Services is committed to supporting these businesses, and encouraging new and emerging business, by creating and identifying opportunities for diversity, expansion, and connection with business opportunities.

DMS' Office of Supplier Diversity (OSD) serves as a meaningful support function for Florida's small businesses in many ways, including actively pursuing avenues to boost woman-, veteran-, and minority-owned businesses' participation in the state's procurement process. During fiscal year 2016-17, OSD certified 694 new firms as woman-, veteran-, and/or minority-owned businesses, representing a 15-percent increase over fiscal year 2015-16.

OSD also provides significant outreach and education about the state's certification program to help all small businesses that want to participate in the state's procurement processes. Last fiscal year, state agencies spent more than \$9 billion on a variety of goods and services.

As our small business economy grows, OSD will continue to look for ways to serve and support small business owners. This commitment to diversity and open competition not only helps Florida's business community succeed but also ensures that Florida's state agencies have access to the best services and goods for the best price while helping communities participate fully in Florida's thriving economy.

Sincerely,



Erin Rock
Department of Management Services, Secretary



FLORIDA DEPARTMENT of

management
SERVICES

We serve those who serve Florida

4050 Esplanade Way
Tallahassee, FL 32399-0950
Tel: 850-488-2786 | Fax: 850-922-6149

Rick Scott, Governor

Erin Rock, Secretary

Office of Supplier Diversity Executive Director Welcome

Small businesses are vital to our economy and serve as the driving force behind our state's continued growth. As the state's economy continues to grow, the Office of Supplier Diversity is committed to helping more businesses get certified and participate in the state's procurement process. That kind of expansion of opportunity and competition helps the state save money – and even incremental changes can have a major impact for the future.

This past year, OSD continued the course toward making connections that will help build momentum for the small business community. We expanded our signature event by adding a new Supplier Diversity Exchange in South Florida, and the results were overwhelming. We added small business workshop events in Gainesville and Tallahassee, to better engage businesses that may not otherwise have the time to devote to a full day of networking. We conducted webinars for city government, and we reached out to universities, colleges, and other governmental entities to share competitive bid opportunities directly with our certified businesses.

Every day serves as an opportunity to build on what was accomplished the day before. From sharing lessons learned to connecting buyers and sellers, I am excited for the year ahead. We strive toward efficiencies that will help our certified businesses cultivate working relationships that can ultimately increase their revenue and success. The Office of Supplier Diversity is here to help small businesses by engaging through outreach and education - two simple, yet effective ingredients to help businesses effectively plan for future growth.

Sincerely,

Hue T. Reynolds
Executive Director, Office of Supplier Diversity
Department of Management Services

Office of Supplier Diversity Annual Report Fiscal Year 2016-17

The Office of Supplier Diversity (OSD) is the statewide team within the Division of State Purchasing at the Florida Department of Management Services that serves as a resource for small businesses. Specifically, OSD manages the certification program for Florida-based woman-, veteran- and minority-owned businesses. By providing education, outreach, and marketing efforts, OSD has helped improve business opportunities for small businesses through the following activities:

- Assisting small business owners with applicable state certification and recertification;
- Targeting outreach and communications of opportunities specific to unique commodity listings;
- Advocating for the utilization of certified woman-, veteran-, and minority-owned businesses with state, local, and private industries;
- Planning, hosting, and supporting Florida networking and business exchange events geared toward woman-, veteran- and minority- business owners;
- Providing educational information to state government procurement professionals to help increase the use of small businesses in state and local government procurement contracts; and
- Promoting procurement opportunities across a variety of industries.

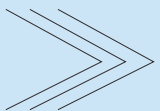
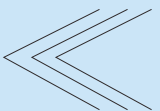
Definition of a Woman-, Veteran-, or Minority-Owned Certified Business

To become a certified woman-, veteran-, or minority-owned business, the following requirements must be met:

- Be engaged in commercial transactions;
- Be domiciled in Florida;
- Be 51-percent owned, managed, and controlled by an African-American, Hispanic-American, Asian-American, Native-American, woman, or veteran who is a permanent resident of Florida and a United States citizen or permanent resident alien; and
- Be a small business that is independently owned and operated, with a net worth of no more than \$5 million and that employs fewer than 200 full-time permanent employees, or is recognized as a certified business by the federal government.

Certification benefits include:

- First-tier referrals to state agencies and other public/private entities for purchase order and contract opportunities;
- Exclusive listing of state-certified woman-, veteran-, or minority-owned business in an online directory;
- Direct messaging from state agencies and other organizations about procurement opportunities;
- Participation and networking at regional events;
- Mentor-protégé opportunities for business development and guidance from established corporations; and
- Assistance with the loan process to help businesses take advantage of opportunities to grow.

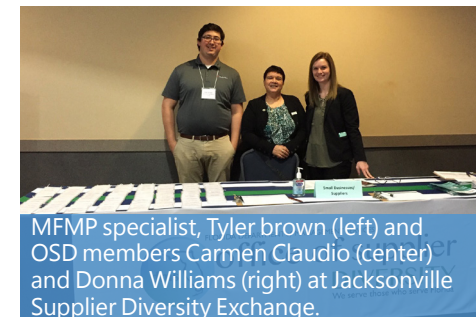


Supplier Diversity Exchange

By tapping into the “buying local” movement, OSD’s signature event, the Supplier Diversity Exchange, continued to achieve much success in FY 2016-17. The Supplier Diversity Exchange is a networking-style event that blends training about government purchasing with the scheduling of one-on-one appointments with local, federal, and state buyers.

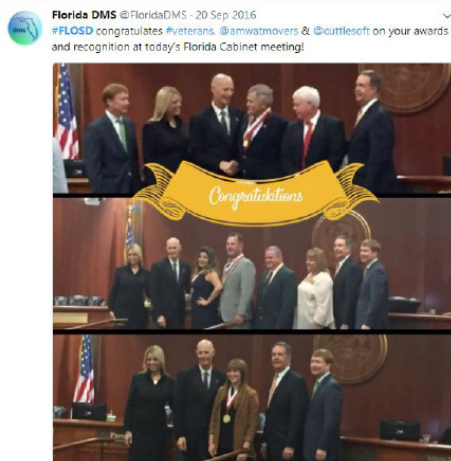
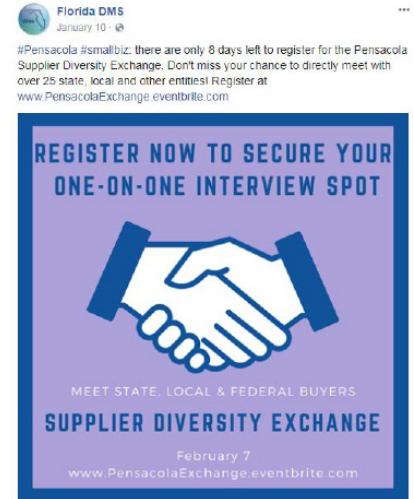
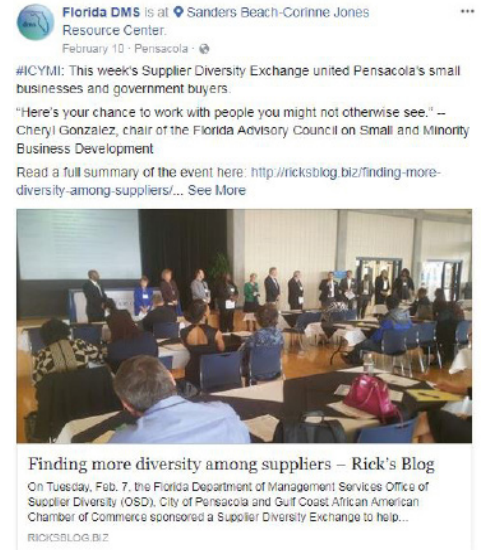
Through collaboration with local entities for the Supplier Diversity Exchanges, each event met the needs of small businesses in the area, and at little or no cost. Venue space fees were either greatly reduced or waived for each of the exchanges, thanks in part to local university or city partnerships. While each regional event varied, the energy and networking buzz were palpable at all four Supplier Diversity Exchanges. Below is a summary of each FY 2016-17 event.

- The Tallahassee Supplier Diversity Exchange was held on October 4-5, 2016, at Florida State University (FSU) and Department of Children and Families (DCF) campuses, in collaboration with Big Bend Minority Enterprise Development Week, FSU and DCF. Thirty-four governmental entities and professional organizations participated in the event, and a total of 146 attended the two-day event. In a post-event survey, 88.4 percent of attendees strongly agreed or agreed that participating in the event was beneficial.
- The Orlando Supplier Diversity Exchange was held on November 3, 2016, at the University of Central Florida (UCF) campus, in collaboration with UCF and Diverse Strategic Alliances. Twenty-eight governmental entities and professional organizations participated in the event, and a total of 125 individuals attended. In a post-event survey, 85.7 percent of attendees strongly agreed or agreed that participating in the event was beneficial.
- The Pensacola Supplier Diversity Exchange was held on February 7, 2017, at the City of Pensacola’s Sanders Beach-Corinne Jones Resource Center, in collaboration with the City of Pensacola and the Gulf Coast African American Chamber of Commerce. Twenty-six governmental entities and professional organizations participated in the event, and a total of 108 individuals attended. In a post-event survey, 100 percent of attendees strongly agreed or agreed that participating in the event was beneficial.
- The Jacksonville Supplier Diversity Exchange was held on March 2, 2017, at the University of North Florida (UNF) campus, in collaboration with UNF. Twenty-seven governmental entities and professional organizations participated in the event, and a total of 107 individuals attended. In a post-event survey, 90 percent of attendees strongly agreed or agreed that participating in the event was beneficial.



Social Media

In order to reach businesses that used social media in their day-to-day operations, OSD shared messages on Facebook and Twitter to increase awareness of OSD certification, events, and general small business news. Social media messages shared important information to followers and also allowed OSD to cross-promote events with partners.



Ambassador Agreements

In FY 2016-17, OSD signed agreements with the below organizations to further align efforts in improving business and economic opportunities for Florida's woman-, veteran-, and minority-owned small businesses.

- On October 19, 2016, OSD signed an Ambassador Agreement with the University of Florida Small Business & Vendor Diversity Relations at the University's Women's Business + Leadership Conference.
- On November 3, 2016, OSD signed a Strategic Alliance Memorandum with the U.S. Small Business Administration North Florida District at the Orlando Supplier Diversity Exchange.
- On May 17, 2017, OSD signed an Ambassador Agreement with Florida State University at the OSD and FSU Small Business Workshop.

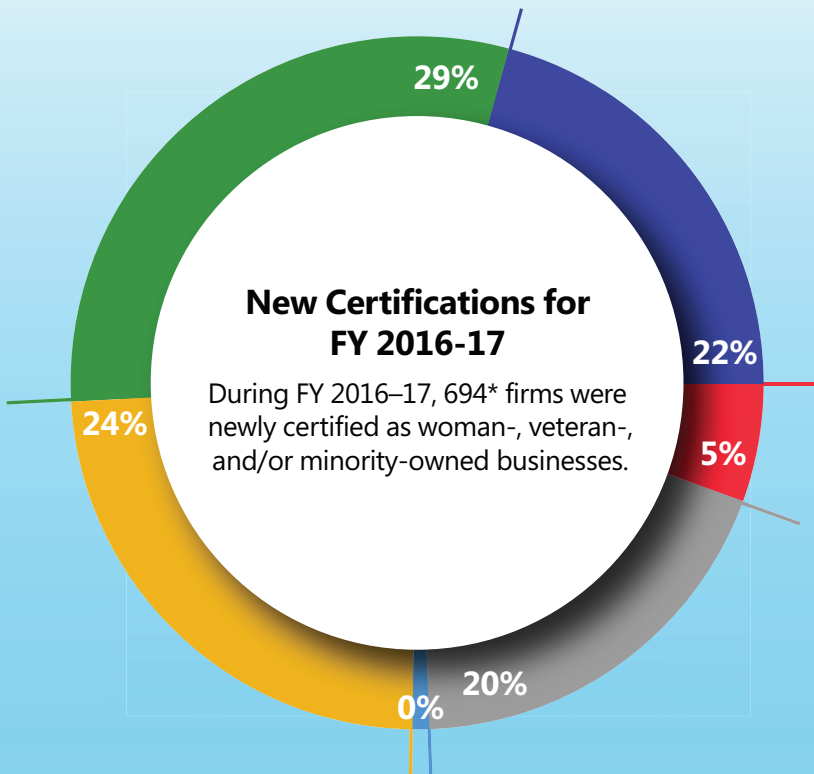
The Office of Supplier Diversity has plans for additional agreements with the University of Central Florida, Small Business Development Center at Florida A&M University, and the University of North Florida in FY 2017-18.



Executive Director Hue Reynolds (left) and FSU Procurement Specialist Edward Acoff.

OSD Certification Data for Fiscal Year 2016-17

The following data represents the number of new certifications of OSD-certified firms in Florida.



- 172** African-American-owned businesses **(22%)**
- 37** Asian-American-owned businesses **(5%)**
- 158** Hispanic-American-owned businesses **(20%)**
- 4** Native-American-owned businesses **(0%)**
- 198** Veteran-owned businesses **(24%)**
- 238** Woman-owned businesses **(29%)**

Total: 694*

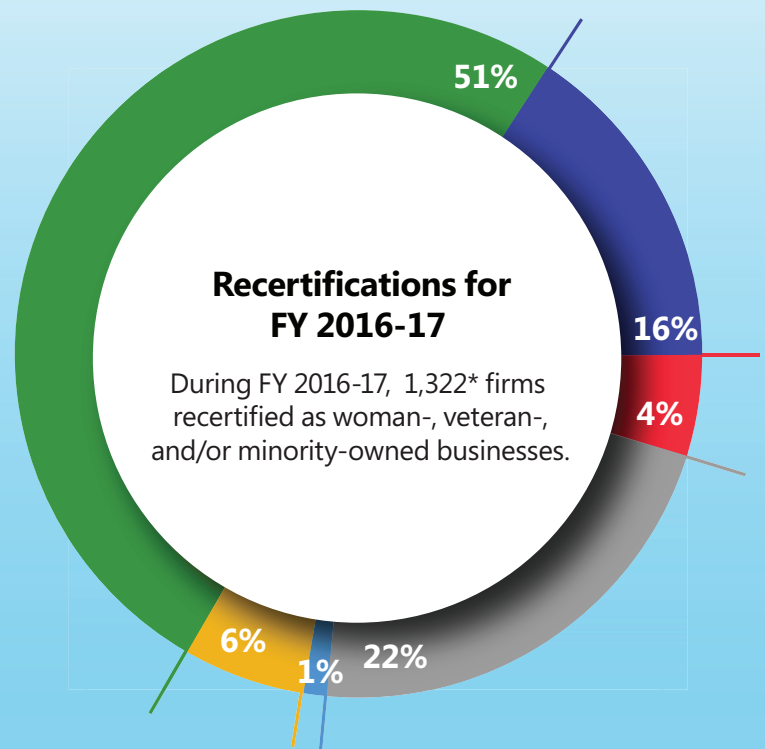
This represents a 15% increase in total new certifications since FY 2015-16.

*Please note: Firms may have multiple designations.

The following data represents the number of recertifications of OSD firms in Florida.

- 251** African-American-owned businesses **(16%)**
- 70** Asian-American-owned businesses **(4%)**
- 348** Hispanic-American-owned businesses **(22%)**
- 12** Native-American-owned businesses **(1%)**
- 102** Veteran-owned businesses **(6%)**
- 802** Woman-owned businesses **(51%)**

Total: 1,322*

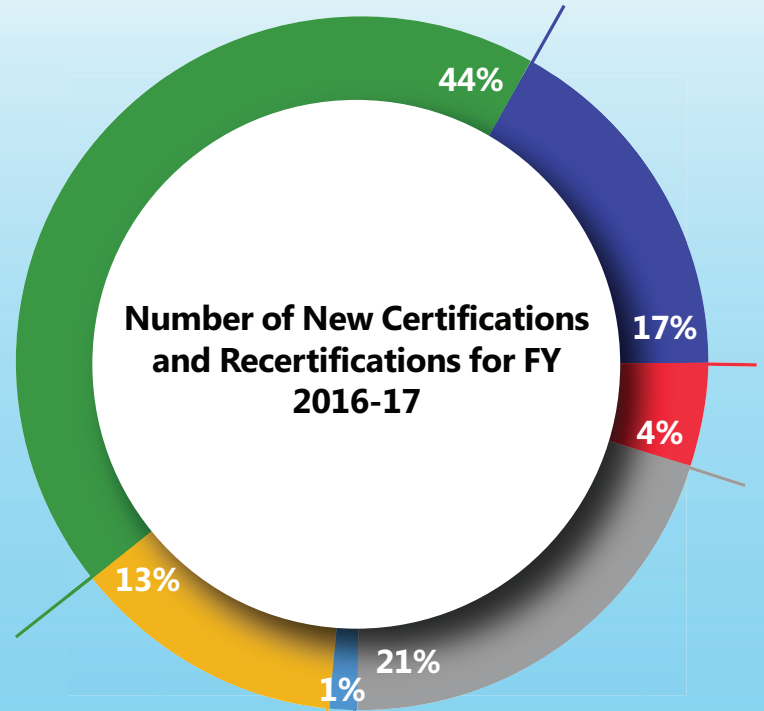


This represents a 55% decrease in total recertifications since FY 2015-16. Please note: Firms have the ability to recertify every two years. Of the total firms certified and recertified in FY 2014-15, 80% of these firms completed a recertification in FY 2016-17.

*Please note: Firms may have multiple designations.

The following data represents the number of new certifications and recertifications of OSD firms in Florida.

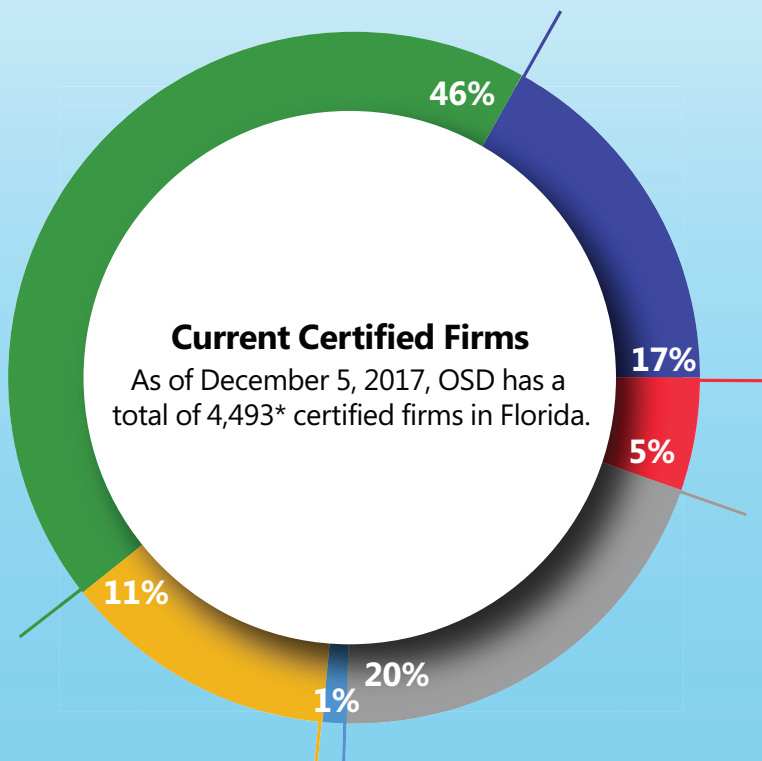
433	African-American-owned businesses (17%)
109	Asian-American-owned businesses (4%)
510	Hispanic-American-owned businesses (21%)
16	Native-American-owned businesses (1%)
316	Veteran-owned businesses (13%)
1094	Woman-owned businesses (44%)
Total: 2,016*	



This represents a 24% decrease in total new certifications and recertifications since FY 2015-16. Please note: Firms have the ability to recertify every two years. While the total number of new certifications has increased since FY 2015-16, the total certified/recertified number has decreased due to fewer recertifications in FY 2016-17.

*Please note: Firms may have multiple designations.

The following data represents the number of new certifications, recertifications, and total number of OSD certified firms in Florida.



949	African-American-owned businesses (17%)
263	Asian-American-owned businesses (5%)
1,106	Hispanic-American-owned businesses (20%)
42	Native-American-owned businesses (1%)
632	Veteran-owned businesses (11%)
2,497	Woman-owned businesses (46%)
Total: 4,493*	

This represents a 6.4% increase in total certifications since FY 2015-16.

*Please note: Firms may have multiple designations.

Agency Compliance for Business Participation Plans

Section 287.09451 (6), Florida Statutes, annually requires all state agencies to submit Business Participation Plans to the Office of Supplier Diversity. Each plan includes the organization's strategy for increasing diversity in the organization's purchasing and contracting opportunities, as well as the previous fiscal year's spending with woman-, veteran-, and minority-owned certified business enterprises. Plans must also include a statement and assessment of good faith efforts taken by each state agency and a status report of agency compliance with subsection (6).

Agency Compliance for Business Participation Plans (as of Dec. 19, 2017)

Agency	Plan Submitted	Plan Approved
Agency for Healthcare Administration	Yes	Yes
Agency for Person With Disabilities	Yes	Yes
Agency for State Technology	Yes	Yes
Attorney General	Yes	Yes
Department of Agriculture and Consumer Services	Yes	Yes
Department of Business and Professional Regulation	Yes	Yes
Department of Children and Families	Yes	Yes
Department of Citrus	Yes	Yes
Department of Corrections	Yes	Yes
Department of Economic Opportunity	Yes	Yes
Department of Education	Yes	Yes
Department of Elder Affairs	Yes	Yes
Department of Environmental Protection	Yes	Yes
Department of Financial Services	Yes	Yes
Department of Health	Yes	Yes
Department of Highway Safety & Motor Vehicles	Yes	Yes
Department of Juvenile Justice	Yes	Yes
Department of Law Enforcement	Yes	Yes
Department of Management Services	Yes	Yes
Department of Military Affairs	Yes	Yes
Department of Revenue	Yes	Yes
Department of State	Yes	Yes
Department of the Lottery	Yes	Yes
Department of Transportation	Yes	Yes
Department of Veterans' Affairs	Yes	Yes
Division of Administrative Hearings	Yes	Yes
Fish & Wildlife Conservation Commission	Yes	Yes
The Executive Office of the Governor	Yes	Yes

The Florida College System Fiscal Year 2016-17

The Florida College System (FCS) has participated in the OSD Annual Report since FY 2015-16. This year, FCS provided the following information regarding its certified minority business expenditures.

FCS Certified Minority Business Expenditures (CMBE)

Certified Category	CMBE Code	Construction	Architectural And Other Professional Services	Commodities	Other Contractual Services	Annual Total
African American	H	\$2,313,137	\$136,967	\$756,826	\$175,638	\$3,382,568
Hispanic	I	\$294,434	\$713,951	\$868,331	\$604,068	\$2,480,784
Asian American	J	\$885,713	\$100,762	\$338,391	\$2,057,100	\$3,381,967
Native American	K	\$-	\$-	\$2,133	\$53,500	\$55,633
American Women	M	\$19,473,721	\$200,499	\$3,323,721	\$5,959,323	\$28,957,264
Service Disabled Veteran	W	\$39,528	\$31,243	\$322,684	\$67,519	\$460,973
Total		\$23,006,533	\$1,183,422	\$5,612,086	\$8,917,148	\$38,719,189

Please note: Above expenditures may include subcontractor payments. This data is not included in FLAIR and is provided directly from FCS. Slight dollar amount deviations due to rounding.

FCS Non-Certified Minority Business Expenditures

Non-Certified Category	CMBE Code	Construction	Architectural And Other Professional Services	Commodities	Other Contractual Services	Annual Total
African American, Non-Certified	H	\$-	\$121,798	\$95,119	\$206,403	\$423,320
Hispanic, Non-Certified	I	\$732,100	\$14,025	\$430,602	\$354,763	\$1,531,489
Asian American, Non-Certified	J	\$59,173	\$281,041	\$492,568	\$85,871	\$918,652
Native American, Non-Certified	K	\$77,025	\$3,325	\$40,287	\$54,080	\$174,717
American Women, Non-Certified	M	\$1,013,058	\$836,651	\$3,439,674	\$3,419,343	\$8,708,726
Service Disabled Veteran, Non-Certified	W	\$279,188	\$10,060	\$42,629	\$141,540	\$473,417
Total		\$2,160,544	\$1,266,900	\$4,540,879	\$4,262,000	\$12,230,321

Please note: Above expenditures may include subcontractor payments. This data is not included in FLAIR and is provided directly from FCS. Slight dollar amount deviations due to rounding.

CMBE Code	Description
H	African-American, Certified
I	Hispanic, Certified
J	Asian-American business, Certified
K	Native American, Certified
M	Woman Owned, Certified
W	Veteran Business Enterprise, Certified

Data Calculation in Fiscal Year 2016-17

The Office of Supplier Diversity continues to improve upon its data analysis. Over the past several years, OSD has expanded its data calculations to include total agency spending with Certified Business Enterprises (in dollar amount and percentage) versus each agency's dedicated contract funds. This calculation excludes any agency transfers, grants, subsidies, or other pass-through payments (to other state agencies or recipients), as those expenditures do not represent active and deliberate contracting decisions on the part of the agency. This way of collecting data provides a more relevant representation of the state's expenditures with woman-, veteran-, and minority-owned small businesses.

Fiscal Year 2016-17 Total Agency Expenditures by Industry

Agency	Architects/ Engineers	Commodities	Construction	Contractual Services	Total
Agency for Healthcare Administration	\$473	\$2,542,007	\$28,855	\$95,565,206	\$98,136,542
Agency for Persons with Disabilities	\$57,739	\$6,478,417	\$550,881	\$20,764,057	\$27,851,094
Agency for State Technology	\$3,187	\$2,266,680	\$-	\$32,784,233	\$35,054,100
Department of Agriculture and Consumer Services	\$400,185	\$38,988,531	\$43,501,759	\$60,094,489	\$142,984,964
Department of Business and Professional Regulation	\$-	\$2,493,794	\$-	\$16,791,674	\$19,285,469
Department of Children and Families	\$46,602	\$27,931,609	\$2,478,636	\$93,111,372	\$123,568,219
Department of Citrus	\$-	\$353,168	\$11,256	\$14,171,104	\$14,535,528
Department of Corrections	\$720,084	\$122,687,506	\$8,307,348	\$234,700,705	\$366,415,642
Department of Economic Opportunity	\$99,594	\$2,802,651	\$503,461	\$20,172,304	\$23,578,010
Department of Education	\$504,527	\$13,255,641	\$1,330,987	\$237,992,514	\$253,083,669
Department of Elder Affairs	\$-	\$434,391	\$-	\$1,314,596	\$1,748,988
Department of Environmental Protection	\$6,686,973	\$16,338,598	\$202,418,297	\$72,191,785	\$297,635,653
Department of Financial Services	\$1,320	\$7,525,173	\$728,826	\$65,922,141	\$74,177,460
Department of Health	\$761,977	\$260,494,833	\$13,018,302	\$262,032,099	\$536,307,210
Department of Highway Safety and Motor Vehicles	\$150,501	\$50,763,813	\$4,484,435	\$34,736,529	\$90,135,277
Department of Juvenile Justice	\$310	\$8,715,985	\$3,980,571	\$236,495,768	\$249,192,634
Department of Law Enforcement	\$872,617	\$19,871,430	\$509,296	\$25,562,233	\$46,815,577
Department of Legal Affairs	\$-	\$3,192,871	\$584,416	\$9,850,083	\$13,627,370
Department of Management Services	\$217,942	\$5,522,758	\$3,039,940	\$28,104,780	\$36,885,421
Department of Military Affairs	\$2,141,812	\$5,661,187	\$14,777,911	\$10,943,705	\$33,524,615
Department of Revenue	\$32,000	\$4,894,242	\$-	\$95,914,707	\$100,840,949
Department of State	\$91,256	\$1,752,714	\$415,455	\$6,754,163	\$9,013,589
Department of the Lottery	\$-	\$2,477,529	\$3,600	\$46,903,950	\$49,385,079
Department of Transportation	\$1,174,206,013	\$30,789,685	\$4,816,591,236	\$39,398,908	\$6,060,985,842
Department of Veterans' Affairs	\$1,366,154	\$9,560,912	\$4,596,994	\$12,453,171	\$27,977,231
Division of Administrative Hearings	\$-	\$564,431	\$-	\$3,236,975	\$3,801,406
Executive Office of the Governor	\$3,586	\$8,369,917	\$-	\$43,729,436	\$52,102,939
Fish and Wildlife Conservation Commission	\$1,620,605	\$51,193,070	\$8,096,141	\$73,269,361	\$134,179,177
Florida Commission on Offender Review	\$-	\$178,771	\$21,976	\$55,265	\$256,011
Florida School for the Deaf and the Blind	\$253,793	\$2,402,084	\$1,524,691	\$2,321,656	\$6,502,224
Justice Administrative Commission	\$-	\$2,212,813	\$-	\$57,302,129	\$59,514,942
Legislature	\$18,352	\$1,981,350	\$1,503	\$2,814,978	\$4,816,182
Public Service Commission	\$-	\$296,996	\$-	\$881,690	\$1,178,686
State Courts System	\$5,548	\$7,631,500	\$16,423,538	\$33,025,465	\$57,086,050
Total	\$1,190,263,150	\$722,627,057	\$5,147,930,309	\$1,991,363,232	\$9,052,183,748*

Please note: Slight dollar amount deviations due to rounding.

*The total agency expenditures for 2016-17 represents a 6% increase from fiscal year 2015-16.

Fiscal Year 2016-17 Total Spend Dollar Amount and Percentage of Contracts Awarded to CBE

Agency	Certified Contracted Dollars	CBE %	Subcontractor Dollars	CBE %	Total	Total Agency Expenditure
Agency for Healthcare Administration	\$1,182,037	1.20%	\$15,078	0.02%	\$1,197,115	\$98,136,542
Agency for Persons with Disabilities	\$177,971	0.64%	\$5,917	0.02%	\$183,887	\$27,851,094
Agency for State Technology	\$1,230,565	3.51%	\$-	-	\$1,230,565	\$35,054,100
Department of Agriculture and Consumer Services	\$23,082,537	16.14%	\$419	0.00%	\$23,082,956	\$142,984,964
Department of Business and Professional Regulation	\$1,533,704	7.95%	\$-	-	\$1,533,704	\$19,285,469
Department of Children and Families	\$4,508,725	3.65%	\$738,089	0.60%	\$5,246,814	\$123,568,219
Department of Citrus	\$6,122	0.04%	\$-	-	\$6,122	\$14,535,528
Department of Corrections	\$7,659,491	2.09%	\$7,262,004	1.98%	\$14,921,495	\$366,415,642
Department of Economic Opportunity	\$2,605,950	11.05%	\$2,074,617	8.80%	\$4,680,567	\$23,578,010
Department of Education	\$8,813,300	3.48%	\$-	-	\$8,813,300	\$253,083,669
Department of Elder Affairs	\$10,399	0.59%	\$-	-	\$10,399	\$1,748,988
Department of Environmental Protection	\$48,468,025	16.28%	\$7,257	0.00%	\$48,475,282	\$297,635,653
Department of Financial Services	\$4,254,255	5.74%	\$242	0.00%	\$4,254,497	\$74,177,460
Department of Health	\$18,033,021	3.36%	\$2,119	0.00%	\$18,035,141	\$536,307,210
Department of Highway Safety and Motor Vehicles	\$1,547,842	1.72%	\$13,576	0.02%	\$1,559,859	\$90,135,277
Department of Juvenile Justice	\$4,290,197	1.72%	\$122,329	0.05%	\$4,412,526	\$249,192,634
Department of Law Enforcement	\$4,762,735	10.17%	\$5,255	0.01%	\$4,767,991	\$46,815,577
Department of Legal Affairs	\$378,156	2.77%	\$74	0.00%	\$378,230	\$13,627,370
Department of Management Services	\$2,361,620	6.40%	\$168,087	0.46%	\$2,529,706	\$36,885,421
Department of Military Affairs	\$3,146,448	9.39%	\$214	0.00%	\$3,146,662	\$33,524,615
Department of Revenue	\$6,360,632	6.31%	\$515	0.00%	\$6,361,148	\$100,840,949
Department of State	\$1,134,994	12.59%	\$224	0.00%	\$1,135,219	\$9,013,589
Department of the Lottery	\$1,802,060	3.65%	\$13,310,185	26.95%	\$15,112,245	\$49,385,079
Department of Transportation	\$160,818,038	2.65%	\$217,212,846	3.58%	\$378,030,884	\$6,060,985,842
Department of Veterans' Affairs	\$414,241	1.48%	\$-	-	\$414,241	\$27,977,231
Division of Administrative Hearings	\$53,052	1.40%	\$-	-	\$53,052	\$3,801,406
Executive Office of the Governor	\$9,848,645	18.90%	\$-	-	\$9,848,645	\$52,102,939
Fish and Wildlife Conservation Commission	\$1,933,990	1.44%	\$-	-	\$1,933,990	\$134,179,177
Florida Commission on Offender Review	\$2,525	0.99%	\$-	-	\$2,525	\$256,011
Florida School for the Deaf and the Blind	\$538,832	8.29%	\$-	-	\$538,832	\$6,502,224
Justice Administrative Commission	\$310,828	0.52%	\$1,985	0.00%	\$312,814	\$59,514,942
Legislature	\$152,151	3.16%	\$-	-	\$152,151	\$4,816,182
Public Service Commission	\$42,126	3.57%	\$-	-	\$42,126	\$1,178,686
State Courts System	\$1,118,244	1.96%	\$225	0.00%	\$1,118,470	\$57,086,050
Total	\$322,583,460	3.56%	\$240,941,258	2.66%	\$563,523,158	\$9,052,183,748*

Please note: Slight dollar amount deviations due to rounding.

*The total agency expenditures for 2016-17 represents a 6% increase from fiscal year 2015-16.

Fiscal Year 2016-17 Total Agency Expenditures by Business Classification

Agency	Business Classification	Certified	Non-Certified	Non-Profit	Other Classification	Total
Agency for Healthcare Administration	\$90,146,511	\$1,182,037	\$2,401,905	\$4,199,773	\$206,315	\$98,136,542
Agency for Persons with Disabilities	\$17,989,331	\$177,971	\$6,975,639	\$2,615,478	\$92,675	\$27,851,094
Agency for State Technology	\$24,636,793	\$1,230,565	\$9,173,322	\$13,419	\$-	\$35,054,100
Department of Agriculture and Consumer Services	\$110,682,641	\$23,082,537	\$6,227,940	\$2,900,429	\$91,418	\$142,984,964
Department of Business and Professional Regulation	\$15,639,640	\$1,533,704	\$1,391,772	\$720,083	\$269	\$19,285,469
Department of Children and Families	\$99,443,273	\$4,508,725	\$13,653,061	\$5,392,313	\$570,847	\$123,568,219
Department of Citrus	\$13,837,256	\$6,122	\$207,358	\$484,792	\$-	\$14,535,528
Department of Corrections	\$335,433,705	\$7,659,491	\$16,192,274	\$7,113,689	\$16,484	\$366,415,642
Department of Economic Opportunity	\$18,904,326	\$2,605,950	\$1,764,447	\$302,563	\$724	\$23,578,010
Department of Education	\$209,515,315	\$8,813,300	\$22,115,220	\$12,633,555	\$6,278	\$253,083,669
Department of Elder Affairs	\$1,343,420	\$10,399	\$377,126	\$18,042	\$-	\$1,748,988
Department of Environmental Protection	\$219,811,551	\$48,468,025	\$22,514,119	\$6,756,494	\$85,463	\$297,635,653
Department of Financial Services	\$64,528,646	\$4,254,255	\$4,150,055	\$318,630	\$925,873	\$74,177,460
Department of Health	\$449,320,144	\$18,033,021	\$30,319,914	\$38,469,932	\$164,199	\$536,307,210
Department of Highway Safety and Motor Vehicles	\$76,122,534	\$1,547,842	\$6,491,877	\$5,961,406	\$11,617	\$90,135,277
Department of Juvenile Justice	\$209,313,018	\$4,290,197	\$6,280,357	\$29,237,492	\$71,571	\$249,192,634
Department of Law Enforcement	\$34,772,584	\$4,762,735	\$7,050,774	\$228,739	\$745	\$46,815,577
Department of Legal Affairs	\$12,276,538	\$378,156	\$954,046	\$18,623	\$6	\$13,627,370
Department of Management Services	\$24,524,421	\$2,361,620	\$9,669,179	\$326,416	\$3,785	\$36,885,421
Department of Military Affairs	\$21,707,564	\$3,146,448	\$8,508,529	\$152,929	\$9,145	\$33,524,615
Department of Revenue	\$85,989,344	\$6,360,632	\$4,828,648	\$3,661,065	\$1,260	\$100,840,949
Department of State	\$5,527,584	\$1,134,994	\$1,910,414	\$440,495	\$101	\$9,013,589
Department of the Lottery	\$46,448,924	\$1,802,060	\$899,810	\$234,095	\$190	\$49,385,079
Department of Transportation	\$5,196,490,985	\$160,818,038	\$548,513,839	\$151,223,637	\$3,939,342	\$6,060,985,842
Department of Veterans' Affairs	\$22,294,785	\$414,241	\$2,265,363	\$3,002,842	\$-	\$27,977,231
Division of Administrative Hearings	\$3,475,968	\$53,052	\$155,495	\$116,892	\$-	\$3,801,406
Executive Office of the Governor	\$40,485,022	\$9,848,645	\$1,048,284	\$715,918	\$5,070	\$52,102,939
Fish and Wildlife Conservation Commission	\$109,822,127	\$1,933,990	\$16,501,943	\$5,900,149	\$20,968	\$134,179,177
Florida Commission on Offender Review	\$221,086	\$2,525	\$22,546	\$9,853	\$-	\$256,011
Florida School for the Deaf and the Blind	\$5,582,443	\$538,832	\$222,283	\$158,667	\$-	\$6,502,224
Justice Administrative Commission	\$53,876,944	\$310,828	\$4,227,210	\$1,094,065	\$5,895	\$59,514,942
Legislature	\$3,863,400	\$152,151	\$193,179	\$342,935	\$264,516	\$4,816,182
Public Service Commission	\$879,693	\$42,126	\$253,823	\$3,044	\$-	\$1,178,686
State Courts System	\$47,718,457	\$1,118,244	\$5,130,547	\$2,770,959	\$347,843	\$57,086,050
Total	\$7,672,625,975	\$322,583,460	\$762,592,299	\$287,539,416	\$6,842,598	\$9,052,183,748*

Please note: Slight dollar amount deviations due to rounding.

*The total agency expenditures for 2016-17 represents a 6% increase from fiscal year 2015-16.

Number of Solicitations Posted by Agency in Vendor Bid System For FY 2016-17

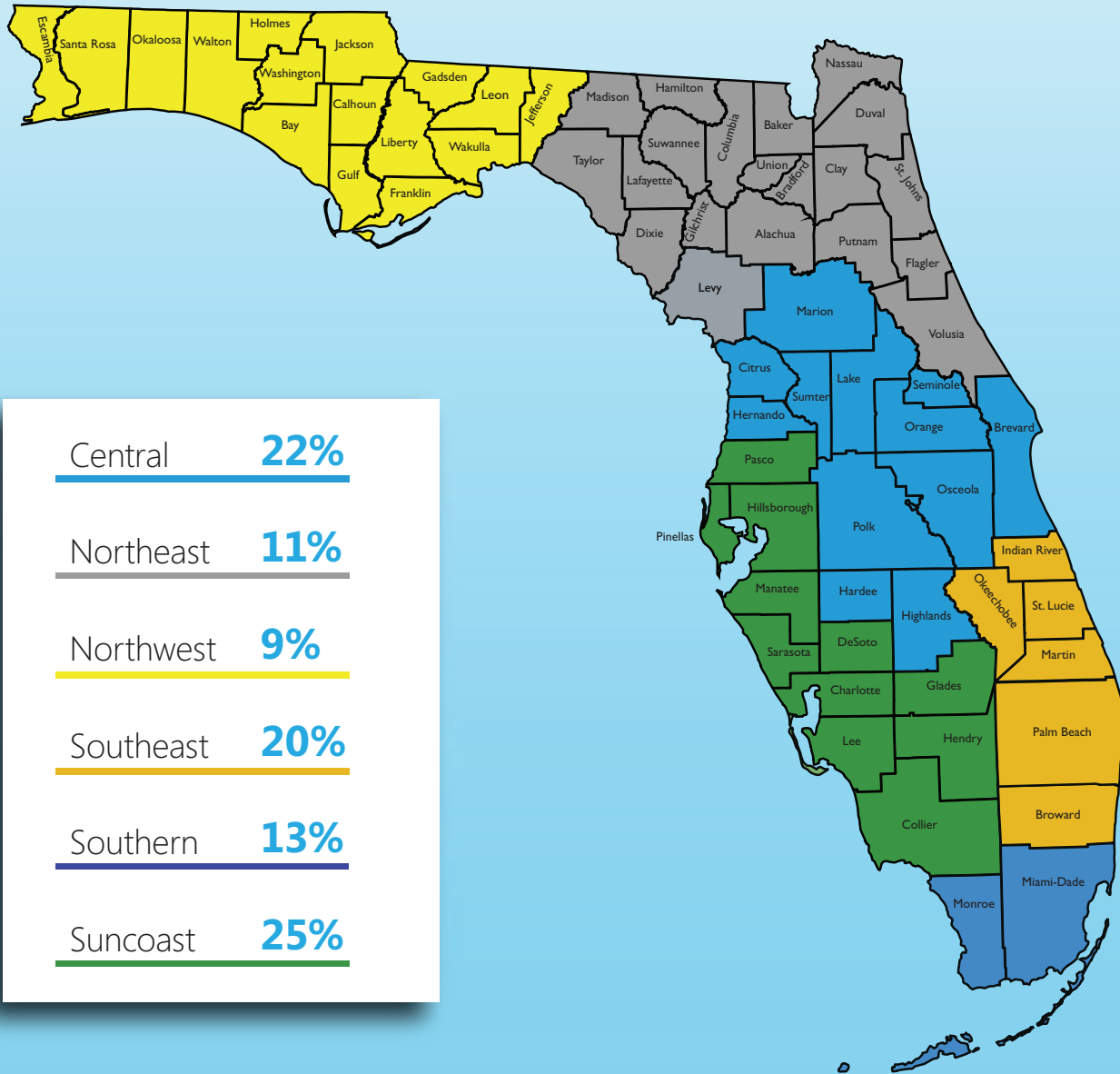
In FY 2016-17, the Office of Supplier Diversity began sharing active solicitations to certified business enterprises that included certain commodity codes. In addition, different solicitation opportunities were also shared from other cities, counties, colleges, and universities at www.dms.myflorida.com/osd. Below are the number of competitive solicitations (above \$35,000) that were posted on the Vendor Bid System.

Number of Solicitations Posted by Agency in Vendor Bid System For FY 2016-17

Agency	Total Solicitations in Vendor Bid System
Agency for Health Care Administration	9
Agency for Persons with Disabilities	3
Department of Agriculture and Consumer Services	93
Department of Business and Professional Regulation	15
Department of Children and Families	39
Department of Citrus	2
Department of Corrections	68
Department of Economic Opportunity	8
Department of Education	25
Department of Environmental Protection	94
Department of Financial Services	10
Department of Health	62
Department of Highway Safety and Motor Vehicles	14
Department of Juvenile Justice	21
Department of Law Enforcement	6
Department of Legal Affairs	7
Department of Management Services	33
Department of Military Affairs	65
Department of Revenue	12
Department of State	7
Department of the Lottery	1
Department of Transportation	288
Department of Veterans' Affairs	15
Division of Administrative Hearings	2
Executive Office of the Governor	5
Fish and Wildlife Conservation Commission	114
Florida Legislature	1
Total	1,019

Certified Business Enterprises by Region

The regional representation of the certified business enterprises is noted below. The Central and Suncoast regions represent nearly half the certified businesses in Florida.



Central	22%
Northeast	11%
Northwest	9%
Southeast	20%
Southern	13%
Suncoast	25%

Competitive Procurements by the Department of Management Services

In FY 2016-17, the Department of Management Services issued 33 competitive procurement opportunities. Of the responsive proposals, 33 percent were certified businesses (CBE) and 30 percent of the procurements were awarded to CBEs. The Office of Supplier Diversity continues to work with sister agencies to identify certified businesses participating in contracting opportunities across the state to improve future reporting.

TOP 20 Commodity Codes

The following are the top 20 commodities selected by OSD-certified businesses for FY 2016-17, representing the various goods and services they provide.



Commodity Codes Used by Procurement at DMS

In MyFloridaMarketPlace (MFMP), businesses have the opportunity to select the appropriate commodity codes that best reflect services or goods they offer. The MFMP system has more than 17,000 codes available for use, which is an adopted list from the United Nations Standard Products and Services Code (UNSPSC) set. The adoption of the UNSPSC code set has allowed for the addition of more than 5,000 service-related commodity codes, which were previously unavailable, and allows vendors greater opportunities to define their respective businesses to Florida purchasing agents. Vendors may select as many commodity codes in the Vendor Information Portal (VIP) as they feel are appropriate. The Vendor Bid System (VBS) and MFMP Sourcing application use these commodity codes to notify vendors of potential business opportunities including formal and informal solicitations.

The following commodities were used in multiple competitive procurements issued by DMS in FY 2016-17, and is being shared in an effort to highlight the types of goods and services being sought and purchased by DMS.

14111507	Printer or copier paper
14111539	Medical monitoring or tracing or recording paper
14111609	Cover paper
14111700	Personal paper products
14111701	Facial tissues
14111703	Paper towels
14111704	Toilet tissue
14111818	Thermal paper
24112000	Bins & baskets
24122000	Bottles
41103200	Laboratory washing & cleaning equipment
41104100	Specimen collection & transport containers & supplies
41115800	Clinical & diagnostic analyzers & accessories & supplies
41121800	General laboratory glassware & plasticware & supplies
41122000	Laboratory or sampling syringes
42131500	Patient clothing
42131600	Medical staff clothing & related articles
42132100	Hospital housekeeping textiles
42132200	Medical gloves & accessories
42141500	Applicator swabs & cotton balls
42141600	Basins & bedpans & urinals & admission kits
42151500	Cosmetic dentistry equipment & supplies
42151600	Dental & subspecialty instruments & devices
42151700	Dental clinical furniture
42151800	Dental fillers & finishing & polishing supplies
42151900	Dental hygiene & preventive care equipment & supplies
42152000	Dental imaging equipment & supplies
42152100	Dental impression & forming equipment & supplies
42152200	Dental laboratory & sterilization equipment & supplies
42152500	General dental supplies
42152600	Dental operator specific supplies
42152700	Orthodontic & prosthodontic equipment & supplies
42171900	Medical equipment bags & cases & carriers & related products
42172000	Mobile medical services kits
42181500	Diagnostic assessment & exam products for general use
42152600	Dental operator specific supplies
42152700	Orthodontic & prosthodontic equipment & supplies

42172000	Mobile medical services kits
42181500	Diagnostic assessment & exam products for general use
42182000	Scopes & specula & accessories for medical exam diagnostic use
42182100	Stethoscopes & related products
42182200	Medical thermometers & accessories
42182600	Medical exam lights or lamps
42192000	Clinical procedure & examination tables
42211500	Ambulation & transfer & positioning aids for physically challenged
42211600	Bathroom & bathing aids for the physically challenged
42211700	Communication aids for the physically challenged
42211800	Dressing & grooming aids for the physically challenged
42211900	Eating & drinking & food preparation aids for the physically challenged
42212100	Leisure & recreational aids for the physically challenged
42212200	Medication handling aids for the physically challenged
42212300	Reaching & gripping aids for the physically challenged
42221500	Intravenous & arterial cannulas & catheters & accessories
42231500	Enteral feeding equipment & supplies
42231800	Formulas & products for nutritional support
42251600	Rehabilitation exercise devices & equipment
42261600	Autopsy equipment & supplies
42271500	Respiratory monitoring products
42271800	Respiratory humidity & aerosol therapy products
42281500	Autoclave & sterilizer equipment & accessories
42291800	Surgical clamps & forceps & surgical ligators & related instruments
42295400	Surgical support supplies
42301500	Aids for medical training
42311500	Bandages & dressings & related products
42312200	Sutures & related products
43211600	Computer accessories
43211700	Computer data input devices
44101700	Printer & photocopier & facsimile accessories
44111501	Message holders or dispensers
44111513	Supports for diaries or calendars
44121621	Desk pads or its accessories
44121700	Writing instruments
42311500	Bandages & dressings & related products
42312200	Sutures & related products

43211600	Computer accessories
43211700	Computer data input devices
44101700	Printer & photocopier & facsimile accessories
42311500	Bandages & dressings & related products
42312200	Sutures & related products
43211600	Computer accessories
43211700	Computer data input devices
44101700	Printer & photocopier & facsimile accessories
44111501	Message holders or dispensers
44111513	Supports for diaries or calendars
44121621	Desk pads or its accessories
44121700	Writing instruments
44122000	Folders & binders & indexes
47131600	Brooms & mops & brushes & accessories
47131800	Cleaning & disinfecting solutions
51181500	Antidiabetic agents & hyperglycemic agents
53102300	Undergarments

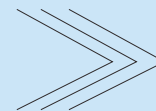
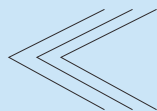
73151900	Industrial printing services
80101507	Information technology consultation services
80101512	Actuarial consulting services
81141800	Facilities management
81161700	Telecommunication Services
82121500	Printing
82121503	Digital printing
82121505	Promotional or advertising printing
82121506	Publication printing
82121507	Stationery or business form printing
84131500	Insurance services for structures & property & possessions
84131600	Life & health & accident insurance
84131602	Health or hospitalization insurance
85101503	Medical office services
85101706	Traditional healthcare services
85121502	Primary care physician consultation services

eQuote Utilization

In the spring of 2013, the State of Florida launched an enterprise initiative for all agencies to fully utilize MyFloridaMarketPlace (MFMP). Utilization is being measured through the MFMP Utilization Scorecard in five key eProcurement functions, with metric five representing utilization of informal electronic quotes. MFMP Sourcing allows for informal quotes, commonly known as eQuotes, to obtain informal quotes on commodities and/or services above \$2,500, but below \$35,000, and to receive requests for quotes based on State Term Contracts. Last year, OSD began tracking the use of eQuotes among certified business enterprises, as a means of quantifying business opportunities for small businesses – based on the matching of vendor codes and needed commodities and services.

- Total eQuotes in Fiscal Year 2016-2017: 3,665
 - eQuotes Sent to Certified Minority Businesses: 569
- Percent of eQuotes Sent to Minority Businesses in FY 2016-17: 15%

	Number of eQuotes	Number of eQuotes with invited CMBE
Fiscal Year Totals	3,665	569



Office of Supplier Diversity Staff

Fiscal Year 2016-17

Hue T. Reynolds – Executive Director

Thaddeus Fortune – Vendor Relations Coordinator

Donna Williams – Marketing Manager

Breneicia Stephens – Marketing Assistant

Rebecca Livingston – Compliance & Reporting Coordinator

Carmen Claudio – Certification Coordinator

Devon Richardson – Marketing Designer

Contact Information

Office of Supplier Diversity

4050 Esplanade Way, Suite 380

Tallahassee, FL 32399

850-487-0915 (phone) | 850-414-6122 (fax)

www.dms.myflorida.com/osd

osdinfo@dms.state.fl.us