

Office of Supplier Diversity

DEPARTMENT OF MANAGEMENT SERVICES



ANNUAL REPORT AT-A-GLANCE 2006-2007

Governor Charlie Crist - State of Florida
Secretary Linda H. South, Department of Management Services

Florida's Leaders Support Minority-Owned Businesses

Governor Charlie Crist makes equity in contracting, diversity and quality in state government purchasing a top priority.

"I am proud of the focus Florida places on minority business spending. I applaud the commitment of state agency managers and purchasing agents who continue to look for new and innovative ways to expand diversity in state contracting and increase opportunities for businesses statewide."

— Charlie Crist, Governor of Florida

Department of Management Services Secretary Linda South challenges state agencies to reach out to minority businesses and to develop business partnerships as the means to increase minority spending and enhance economic development opportunities.

Mission

Our mission is to promote equity in contracting for Certified Minority/ Women Business Enterprises.

Values

Our values are integrity, respect, quality customer service and teamwork.

Vision

Our vision is to serve as a resource for Minority Business Enterprises, facilitate equity in contracting and ensure diverse participation in the purchasing process through excellent customer service.

The 2010 Plan

Our goal is to improve business and economic opportunities for Florida's women- and minority-owned businesses.

Technology

- Automate current paper intensive certification process to increase efficiency and productivity while providing better support and service to customers.
- Implement a content management system to track new and existing certification files enables the office to quickly find information and provide good customer service; also used to quantify and track successes of relationships and purchases.

Economic Development

- Identify new stimuli across the state to provide a boost to local economies by matching women- and minority-owned business enterprises that sell services or products.
- Partner with local entities to provide grant-writing training and assist women- and minority-owned businesses in securing financial capital.

Accountability

- Review each state agency's Minority Utilization Plan as a benchmark for performance measurements and compliance.
- Use the Agency Diversity Spending Report Card to assess and measure the progress of overall minority spending.

MatchMaking

- Expand the MatchMaker Conference and Trade Show to target all industries including construction services, general contractors, consultants, oil-related services, and other professional services.
- Increase training sessions and workshops for women- and minority-owned businesses to understand the changing global market and emphasize new creative alternatives to set asides.

Programs and Services

Certification

During 2006-2007, the Office of Supplier Diversity certified more than 3,000 minority business enterprises statewide.

To be certified as a minority/women business enterprise in Florida, a business must be:

- engaged in commercial transactions;
- operating your business in Florida;
- 51 percent owned by minority person(s) African American, Hispanic, Asian, Native American or female who are permanent residents of Florida and citizens of the United States;
- managed and controlled by minority person(s);
- a small business which is independently owned and operated, has a net worth of \$5 million or less, employs 200 or fewer full-time permanent employees, or is recognized as a certified minority business by the federal government.



REFERENCE: Chapter 287 Florida Statutes and Chapter 38A Florida Administrative Code.

Benefits

- Promotion of your business through MyFloridaMarketPlace, the state's online purchasing system.
- Special e-mail notices about purchasing opportunities, special events, networking activities and technical assistance training.
- First tier referrals of certified minority/women business enterprises to state agencies.
- Strategic alliances with major corporations to help you get noticed and find new contract opportunities.

MyFloridaMarketPlace

MyFloridaMarketPlace, increases minority business access to the "state marketplace." It is a user-friendly Web site where minority vendors register, receive information on upcoming bids, post information about products and services, receive purchase orders and submit invoices electronically. MyFloridaMarketPlace allows you to certify your business online. Once you register, your information is immediately available to all state government buyers using the system. The system creates a faster, more efficient way to do business with state government reducing vendor paperwork and time.

Increasing Your Business, One Purchase at a Time

Fiscal Year	Certified	Non- Certified	Non- Profit	Total
2006-2007	\$1,105,245,887	\$588,238,870	\$1,538,599,844	\$3,232,084,601
2005-2006	\$761,213,170	\$583,464,710	\$1,460,456,323	\$2,805,313,203
Percentage Increase	45 %	0.79%	5 %	15 %

“Wow! Your staff’s execution of the MatchMaker event was evident through every sector, from the welcome reception to the workshops, to the governor’s luncheon, to the one-on-ones.”

— Adrienne White, Hill & Associates

Team OSD

Torey Alston, Director

Administration

Thaddeus Fortune, Certification Administrator
Carla D. Pierre, Operations &
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Denise Wright, Administrative Assistant

Administrative Support

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Barbara Yates, Purchasing Agent

Certification and Compliance

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Patricia Hall, Operations & Management Consultant I
Sherry Fagg, Operations & Management Consultant I
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Information Technology

Dwayne Cargile, Computer Systems Administrator



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