



# Department of Management Services Office of Supplier Diversity



**2001-2002 ANNUAL REPORT**

Department of Management Services

# The Office of Supplier Diversity

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**THE OSD – WE MATCH VENDORS WITH SPENDERS**

# The Office of Supplier Diversity

## Publication Acknowledgments

The Office of Supplier Diversity (OSD) staff is responsible for the production of the 2000-2001 Annual Report. As part of the implementation of the One Florida Initiative and in compliance with the provisions of the Florida Statutes, Chapter 287.09451, this report documents the various ways in which the OSD team works collectively to ensure that its customers receive the quality care, assistance and guidance necessary to make One Florida a success in the business arena.

Special thanks to the following OSD associates for their assistance in the creation and production of this report:

Dwayne Cargile, Systems Project Administrator – Electronic coordination of data

Bridget Lee, Senior Management Analyst – Compilation of data contained in Expenditure Charts

Melissa Leon, Operations and Management Consultant – Writing, editing, layout, and graphic design of Annual Report

Barbara Thompson-Yates, Purchasing Agent II – Compilation of data contained in Expenditure Charts and Charts

And to all of the OSD staff who make daily contributions to achieving the objectives set forth in One Florida equity in contracting. Additionally, the good news reflected in this publication would not be possible without enlightened and responsible leadership and support from state employees throughout the Executive, Legislative and Judicial branches of Florida government.

# The Office of Supplier Diversity

## Office Directory

### **Physical Address:**

4050 Esplanade Way, Suite 360  
Tallahassee, Florida 32399  
(850) 487-0915 – telephone  
(850) 922-6852 – fax

### **web site:**

[www.osd.dms.state.fl.us](http://www.osd.dms.state.fl.us)

### **e-mail address:**

[osdhelp@dms.state.fl.us](mailto:osdhelp@dms.state.fl.us)

### **Administration**

Windell Paige - Director  
Shelia Simmons – Administrative Assistant  
Curtis Corbin – Minority Business Administrator  
Thaddeus Fortune – Certification/Compliance Manager

### **Certification Staff**

Melissa Leon – Operations & Management Consultant I  
William H. McQueen – Operations & Management Consultant I  
Michelle MacVicar – Operations & Management Consultant I  
Lloyd Ringgold – Operations & Management Consultant I  
Linda Bruner – Senior Word Processor  
Jean Gardner – Staff Assistant  
Linda Smith – Senior Clerk

### **Compliance Staff**

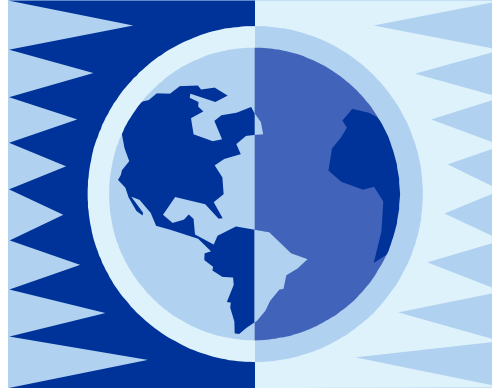
Sherry Fagg – Operations & Management Consultant  
Bridget Lee – Senior Management Analyst  
Denise Wright – Staff Assistant  
Barbara Thompson-Yates – Purchasing Agent II

### **Information Technology Resources Staff**

Dwayne Cargile – Systems Project Administrator

# The Office of Supplier Diversity

**Values • Mission • Vision**



## **Mission Statement**

Promote equity in contracting for Certified Minority/Women Business Enterprises (CM/WBEs).

## **Office Values**

Integrity, Respect, Quality Customer Service, and Team Work

## **Vision Statement**

To become a one-stop resource center for Certified Minority Business Enterprises (CM/WBEs) which facilitates equity in contracting while ensuring diverse participation in the procurement process by providing excellent customer service.

# The Office of Supplier Diversity

## *From the Secretary's Desk*

February 1, 2003

Dear Governor Bush and Cabinet:

The Department of Management Services' (DMS) Office of Supplier (OSD) is proud to present its Fiscal Year 2001-2002 Annual Report. This report documents the activities of the Office of Supplier Diversity, as well as, the contract participation of minority/women business enterprises with the State agencies and universities.

As an integral part of the Department of Management Services for nearly three years, the OSD has intensified its efforts to serve as an advocate and friend to the minority business community. Such efforts are directly related to the greatest accomplishment of state agencies and universities, which during the past fiscal year, spent over \$675 million with Certified Minority/Women Owned Business Enterprises.

As Secretary, I am pleased and proud of the progress the OSD has made on behalf of minority and women business in its history. All of those wishing to do business in Florida will find a state government that is customer-friendly and Service First-oriented toward commerce and industry.

As we continue to make strides in this new millennium, I look forward to the many challenges it presents and the new opportunities that will become available for all businesses.

Sincerely,

*Cynthia A. Henderson*

Cynthia A. Henderson



**Cynthia A. Henderson**  
**Secretary, DMS**

*"Dear Secretary Henderson,*

*The purpose of this communication is to make you aware of our excitement in receiving such quick turnaround of our request for certification as a Minority/Women Business Enterprise. To say that we are excited is truly an understatement. .. On behalf of Marlin Engineering, Inc., I would like to express our deepest and sincere appreciation to you and your staff at the OSD. In our judgment, this is indicative of the kind of responsive and responsible public service that the citizens of Florida expect."*

**Ramon Soria, President**  
**Marlin Engineering, Inc.**

# The Office of Supplier Diversity

## ***A Word From The Director***

To the Citizens of Florida  
and State Leadership:

The Office of Supplier Diversity (OSD), formerly the Minority Business Advocacy and Assistance Office, is proud to present its Fiscal Year 2000-2001 Annual Report. This report is submitted in accordance with provisions of the Florida Statutes, Chapter 287.09451.

This provision documents the activities of the OSD, as well as, the contract participation of minority and non-minority women-owned business enterprises with State agencies and universities. The Office of Supplier Diversity continues to serve as the State's official "matchmaker" for strategic business alliances, conducts outreach activities and provide technical assistance and support to state agencies, universities, and the private sector concerning minority/women business enterprises.

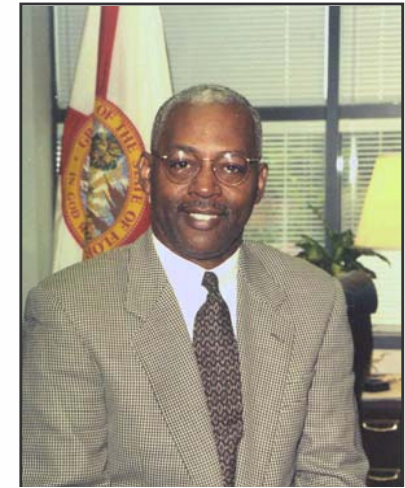
In addition, the report provides an overview of the activities and achievements of the OSD in carrying out its mission of promoting equity in contracting for minority- and non-minority women-owned business enterprises (M/WBEs) as part of the Governor's One Florida Initiative. Through assertive leadership and a genuine commitment to outreach and matchmaking, minority-owned for profit business (both certified and non-certified) have benefited from great increases in state spending. Fiscal Year 2000-2001 spending figures show a total of over \$2 billion in minority for-profit business spending by state government.

It has been another historical year for M/WBEs in our great state as total minority spending exceeded \$2 billion dollars! Diversity works in Florida. Please take your time, review and enjoy this good news annual report.

Sincerely,

*Windell Paige*

Windell Paige, Director



**Windell Paige**  
**Director, OSD**

*"Dear Windell,*

*I have heard many positive comments from vendors and attendees to the networking event conducted by your office, and they were universally grateful for the excellent presentation that you and your staff participated in. Without your assistance, our event would not have been the great success that it was. Thank you and I look forward to working with you in the future.*

**Robert W. Miller**  
**Associate Vice President**  
**University of Florida**

# The Office of Supplier Diversity

## The OSD Staff



**Seated from L to R:** Linda Smith, Denise Wright, Windell Paige, Sheila Simmons, and Melissa Leon.

**Standing from L to R:** Jean Gardner, Curtis Corbin, Bridget S. Lee, Thaddeus Fortune, Michelle MacVicar, and William McQueen.

**Not shown:** Linda Bruner, Dwayne Cargile, Sherry Fagg, Lloyd Ringgold, and Barbara Thompson-Yates.



# The Office of Supplier Diversity

## What We Do



### “We Match Vendors with Spenders”

#### Certification Activities

Certification is the process by which a business enterprise is verified to be legitimately owned and operated by a minority person or persons. The certification process, which includes the application process, was streamlined to make the process easier, faster and more efficient.

Florida residents who make application for certification must be American Citizen and must establish membership in one of the ethnic groups that are statutorily recognized as a minority in the state of Florida. Those groups include the following: **African-American, Asian-American, Hispanic-American, Native American.** Additionally, **Non-Minority women** may also become certified.

Only businesses domiciled in Florida are eligible. The applicant must also document at least 51% ownership of the enterprise and must demonstrate control of the day-to-day operations of the Florida-based firm. In order to better assist our customers, the OSD has streamlined its M/WBE certification procedures and shortened the time for certification, as well as the amount/type of detailed business data required for vendors.

#### Compliance Activities

The Compliance Unit has the responsibility of providing the technical assistance needed to ensure that the State’s Automated Management and Accounting System or SAMAS and the State Purchasing Subsystem, frequently referred to as SPURS, monitors the utilization of minority business enterprises as state agencies attempt to meet goals.

The Office of Supplier Diversity also monitors the actions of the agencies on various contract ensuring the accurate reporting of the minority business utilization as it relates to the agencies' goals.

All agencies are mandated by law to designate a minority business enterprise assistance officer, a senior-level employee, who would ensure that the minority business enterprise program is properly monitored and is indeed an objective of the overall strategic plan of the agency.

The drafting of the utilization plan remains the responsibility of the agencies' purchasing department, with the compliance officer providing the guidance and coordination of the planning and implementation efforts.

#### Technology Activities

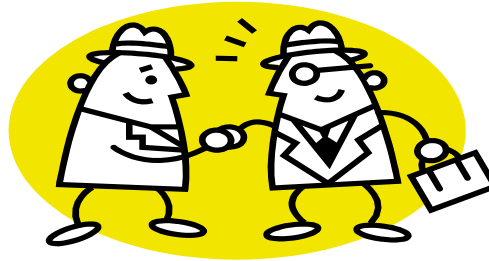
The OSD has improved its technological advances in order to improve the services provided to CM/WBEs facilities and externally to customers and constituents.

Currently, applicants who wish to become certified or recertified can access the certification application electronically, where it can be downloaded and completed. An upcoming feature will allow applicants to not only download or complete the applications, but will give them the capability to submit completed forms to the OSD. The electronic submittal process would allow for easier and faster submission of M/WBE applications, thereby bringing the certification and recertification process up to speed with the way businesses are doing business in this millennium.

The OSD continues to operate the organization’s official website at **[www.osd.dms.state.fl.us](http://www.osd.dms.state.fl.us)**. The web site provides information for doing business with state government agencies. It also provides hyper-links to upcoming events, bid information, reciprocal certification partners, and other relevant web sites.

# The Office of Supplier Diversity

## How We Do It



### “We Match Vendors with Spenders”

**Certification Objectives**

**We:**

- identify and certify Minority/Women Business Enterprises (M/WBEs) who can compete for state purchase orders and contracts
- conduct thorough certification eligibility reviews using appropriate fact-finding and analytical methodologies
- assure that applicants who are denied certification are provided the right to due process through the appeals procedure
- provide information and technical assistance to the general public, local governments, state agencies and others regarding the state's certification program
- produce and maintain the directory of Certified Minority Business Enterprises (CM/WBEs) and make the directory electronically available upon request
- participate in seminars, workshops and trade fairs by providing training on state certification policies and procedures

**Compliance Objectives**

**We:**

- promote opportunities for the continued economic development and growth of minority businesses in Florida
- serve as an advocate for minority businesses in state contracting and procurement
- provide business assistance to the minority business community by responding to technical and informational requests
- resolve issues relating to the impact of agencies' policies and regulations on minority businesses
- serve as an information resource for Minority and Women Business Enterprises (M/WBEs), state agencies, citizens and others
- develop proactive strategies for the inclusion of minority businesses in State contracting opportunities

**Economic Development Objectives**

**We:**

- implement truth in measurement
- reform procurement to encourage the pursuit of diversity
- reprioritize the Minority Business Advocacy and Assistance Office
- boost the State's anti-discrimination efforts
- end unconstitutional set-asides and price preferences
- enhance minority business development
- reform haphazard process of assistance to minority businesses, by the development and enhancement of management, technical and financial assistance programs for minority businesses.
- encourage the pursuit of diversity by making the State's procurement agents more accountable for their purchasing decisions.

# The Office of Supplier Diversity Outreach Activities



## NETWORKING AND MATCHMAKING EVENTS

One of the primary responsibilities of the OSD is the fostering of continued economic development and growth for minority businesses in the state. In an effort to ensure that minority businesses take advantage of the services and technical assistance offered by the state, the unit works with other state agencies and organizations to develop a favorable climate for minority business entrepreneurship. Some sponsored activities ranged from training workshops for agencies, regional workshops for minority business, orientation sessions for newly certified minority business enterprises, to approval of state agencies and contractors' utilization plans.



## REGIONAL WORKSHOPS AND SEMINARS

It is the OSD's principle focus to improve economic development opportunities for the state's non-minority and non-minority women-owned business. This goal is accomplished through the annual DMS Florida Government E-XPO, as well as other regional workshops, seminars and meetings. By developing a working relationship with Florida's leading economic development organizations, including Enterprise Florida and the Florida Economic Development Council, the OSD is able to ensure that minority business are a part of Florida's growing economic future and that they take advantage of the services and technical assistance offered by the state.

# The Office of Supplier Diversity

## ***Outreach Activities for Fiscal Year 2001-2002***

### **July 2001**

Nat'l. Minority Supplier Development Council Conference – Orlando, FL  
One Florida Corporate Round Table Meeting – Tallahassee, FL

### **August 2001**

Dept. of Juvenile Justice Contract Manager's Conference – St. Pete., FL

### **September 2001**

Nat'l. Black MBA Association Conference and Exposition – Orlando, FL  
14<sup>th</sup> Annual India Festival- Tampa, FL

### **October 2001**

Univ. of West Florida Am South Bank Business Expo 2001 – Pensacola, FL  
2001 NMSDC Conference and Business Opportunity Fair – Atlanta, GA  
Greater Miami Chapter of NIGP Trade Show – Miami, FL  
City of Tallahassee Minority Enterprise Development (MED) Week  
Celebration – Tallahassee, FL

### **November 2001**

2001 NMSDC Conference – Atlanta, GA  
One Florida Accountability Meeting – Tampa, FL  
DOH Minority Vendor Trade Fair – Orlando, FL  
Women in Business Central Workshop – Orlando, FL  
Southwest Florida Water Management District Meeting – Brooksville, FL  
Nat'l Association of Women Business Owners – Ft. Lauderdale, FL  
One Florida Accountability Commission – Tampa, FL

### **December 2001**

DMS Florida Government E-XPO 2001 – Tampa, FL  
Governor's Meeting of Agency Heads – Tallahassee, FL  
Mt. Olive Housing and CDC Luncheon – Tallahassee, FL

### **January, 2002**

Minority/Women/Disadvantaged Business Expo – Ft. Lauderdale, FL  
Synergy Committee Teleconference Meeting – Tallahassee, FL

### **February 2002**

One Florida Accountability Commission Meeting - Jacksonville, FL  
Nat'l. Association of Women Business Owners Dinner- Boynton Bch., FL  
Annual Statewide Community of Faith Prayer Breakfast – Tallahassee, FL



# The Office of Supplier Diversity

## ***Outreach Activities for Fiscal Year 2001-2002***

### **March 2002**

FL Regional Minority Business Council Annual Awards Gala – Miami, FL  
UF Annual Small Business Trade Show – Gainesville, FL  
American Airlines Terminal Business Trade Show  
FAU Everglades Restoration Minority Business Meeting – Miami, FL  
FL Conference of Black State Legislators Golf Tournament – Tallahassee, FL  
FAMBEO Quarterly Meeting – Jacksonville, FL  
Broward County Minority Builders Coalition – Ft. Lauderdale, FL  
Regional MBE Matchmaker Workshop – St. Augustine, FL  
Small & Minority Business Conference and Trade Show – Gainesville, FL  
Minority-Owned Business Awards Luncheon – Tampa, FL

### **April 2002**

MBE Certification Workshop – Tampa, FL  
7<sup>TH</sup> Annual Entrepreneurial Showcase – Tallahassee, FL  
OSD Overview – Tallahassee, FL  
UWF Minority/Women-Owned Business Workshop – Ft. Walton Bch., FL  
Doing Business Regional Matchmaker and Trade Show – Tampa, FL

### **May 2002**

16<sup>th</sup> Annual Business Trade Fair Conference- Tampa, FL  
Small & Minority Business Conference and Trade Show – Gainesville, FL  
Dept. of Energy Small Business Conference – Orlando, FL  
Steele-Collins Charter Middle School Awards Program – Tallahassee, FL  
Small Business Opportunities Conference – Miami, FL  
Communication, Inc.'s Seminar for Religious Leaders

### **June 2002**

NAACP Freedom Fund Banquet – Miami, FL  
Lee County Career & Service Regional Matchmaker – Ft. Myers, FL  
N. Florida Government Corporate Procurement – Jacksonville, FL  
FL. Regional Minority Business Conference – Ft. Lauderdale, FL  
Florida Economic Development Workshop – Orlando, FL  
One Florida Commission Presentation – Tampa, FL  
Nat'l. Association of Purchasing Managers Meeting – Tampa, FL  
FL Turnpike Minority Business Trade Fair – Orlando, FL  
Greater Everglades Restoration Meeting – Miami, FL  
FL Urban Job Development Conference – Orlando, FL



# The Office of Supplier Diversity



## Governor Bush's One Florida Initiative

On November 9, 1999, Governor Jeb Bush and Lt. Governor Frank Brogan announced the creation of the One Florida Initiative, an initiative to unite Floridians behind a shared vision of opportunity and diversity for the state.

The goal of the initiative was and continues to be increased opportunity and diversity in the state's universities and in state contracting without using policies that discriminate or that pit one racial group against another.

The foundation for One Florida is diversity without quotas, preferences or set-asides. It was designated not to abandon affirmative action, but to substantively redefine it, based on the realities of the 21st century.

The components of the One Florida Initiative are the Equity in Education plan, implemented to expand educational opportunities, and the Equity in Contracting component implemented to improve opportunities for minority businesses to win state contracts and procurements.

## One Florida Mentor-Protégé Program

One Florida Mentor-Protégé Program is the first state-sponsored program of its type create to pair minority and women-owned businesses with corporations having revenues in excess of \$1 million. The purpose of this program is to contribute to Florida's economic growth by increasing opportunities, developing joint ventures and providing Florida's minority and women-owned businesses the necessary tools for success.

The state of Florida's Mentor Protégé Program also enhances the capability of M/WBEs participation to compete more successfully for state government contracts. The program encourages private-sector relationships and expands the Office of Supplier Diversity's efforts to identify and respond to the developmental needs of state certified M/WBEs.

The program will provide an avenue for historically disadvantaged Americans to achieve entrepreneurial success and contribute to the strength and vigor of the economy in Florida.

# The Office of Supplier Diversity

## The Minority Business Enterprise Loan Mobilization Program



The Loan Mobilization Program was created by statute 288.706 and became effective October 1, 2002. In order to ensure that MBE's have an equitable opportunity to compete for contracts and subcontracts, the State will take affirmative steps to facilitate their involvement.

The program allows for an agency assist a MBE that has won a state contract in obtaining a working capital loan. The work must have not have begun. The contract/purchase order must be \$50,000 or greater and no more than \$5,000,000.00. The agency under this program guidelines advance 5% to 10% of the contract/purchase order provided the dollar amounts are no less than \$5,000 and no more than \$250,000. The funds will be forwarded to the vendor's choice of participating bank.

The bank will have agreed to make a loan to the vendor for not less than 125% and no more than 200% of the loan mobilization payment advance. The funds forwarded will be held in a certificate of deposit that will match the loan term length. Additionally the certificate of deposit is used to collateralize the loan.

## 90 Day Spending Plans



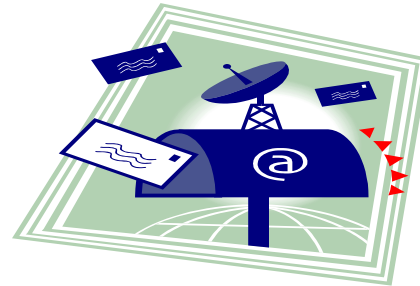
Since the implementation of One Florida, the Office of Supplier Diversity has launched an intense campaign to foster and encourage the formation of strategic alliances in Florida's purchasing and contracting systems. In order to do accomplish this task, minority vendors and state procurement officials have been encouraged to take a new look at it current business approaches in order to create a willingness to engage in productive strategies to help reduce vendor exclusion and divisiveness.

One way to facilitate this inclusiveness is through the use of 90-day spending plans which allow the OSD to adequately match "vendors with spenders."

In addition, the use of statewide workshops, seminars and community forums, the public is being made aware of the successes that the building of strategic alliance generates. Additionally, the minority business community is being urged to prepare and market themselves to in order to seek and obtain procurement opportunities with some of the state and country's most productive and notable business firms.

# The Office of Supplier Diversity

## Customer Comments



Each fiscal year, the Office of Supplier Diversity receives hundreds of letters from customers expressing their appreciation for the assistance and service provided by the office. Here are just a few of those letters.

- " *We, like so many of our counterparts throughout the country, have been challenged in both our thinking and the way we conduct business as we attempt to establish legally sound contracting programs which maximize participation for those business' historically underutilized or excluded from such opportunities. Our meeting with you and your team has made believers out of many of us that a race neutral program can work .....*" **Ingrid Scott-Weekly, Director Equal Employment Opportunity Department, City of Grand Rapids**
- "Your presentation will help our coordinators "think outside the box" and further broaden their vision of the One Florida initiative. Your comments about diversity in state procurement having a positive effect both on our state's business community and on the lives and future opportunities for our children were inspiring." ..... **David B. Struhs, Secretary, FL Department of Environmental Protection**
- "Your office serves as an excellent resource for public sector organizations, like ours, who strive to provide increased opportunities for minority and disadvantaged vendors!!" ....
- **Ronnie E. Duncan, Governing Board Chairman, Southwest Florida Water Management District**
  - "First, I wanted to say thank you for the invitation to the Corporate Round Chart session to discuss "Equity in Contracting" and second to congratulate you and your staff on a very enlightening program. The mix of M/WBE's and Corporate representatives allowed for a very interesting interchange of ideas and opportunities. Your presentation on the Governor's and your personal commitment to making the program successful will definitely encourage me to redouble our efforts. Again, thanks." **Mike Wolf, Siemens Building Technologies**
  - " .... thank you once again for the invaluable contribution you made to the success of our Winter 2001 Meetings of our contract managers and service providers ....." **Larry Ochalek, Chief, Contract and Purchasing, FL Department of Juvenile Justice**
  - "The help that your office provided to me during the certification process was extremely helpful and appreciated. The professional and cooperative treatment displayed was certainly worth noting." **Christine Carey, CDL Excavation**



# The Office of Supplier Diversity

## More Customer Comments



- *"Thank you so much for your obvious caring about the "little people"! I, for one, appreciate it immensely and am working my way through procedures and people to contact. Kudos on a job well done!!" .... **Skip Meadows, CMBE, Meadows Business Systems, Inc.***
- *"I just wanted to send you a quick note letting you know how pleasant my experience has been dealing with your agency. .I deal with many public agencies, most of them do a very adequate job under less than ideal circumstances (funding, staffing, etc., let me say that your staff's promptness and attention to detail was exactly what we demand of our staff and reflects very positively on your leadership." ..... **Gabino Cuevas, P.E., EVP, Cherokee Enterprises, Inc.***
- *"We would like to express our profound appreciation to you and your office for the professional courtesies that have been extended to us. It is our hope that in the very near future we will begin to receive some benefits as a result of your assistance and advise on procurement opportunities in the State of Florida." **Dr. Emmanuel Nwadike, P.E., PAWA Complex Int'l, Inc.***
- *"Congratulations to you and your office for raising the bar in the State of Florida and for pioneering the "inclusive mindset" that ensures that traditionally underrepresented businesses have fair access to opportunities. Again, kudos to you for making such a great impact on business in Florida." ...**Elaine E. Armster, The Alpha Institute***
- *"I express our deep appreciation and sincere gratitude to you for sharing information and inspiration at our Second Annual Minority/Women/Disadvantaged Business Enterprise (DBE) Trade Fair held in January. Your presentation contributed to the overwhelming success of our recent and served to connect local minority/women/DBE business with best practices and procedures used in the State of Florida's Office of Supplier Diversity." **Floyd T. Johnson, City Manager, City of Ft. Lauderdale***
- *"The purpose of this communication is to make you aware of our excitement in receiving such a quick turnaround of our request for certification as a Minority Business Enterprise. To say that we are excited is truly an understatement. I would like to express our deepest and sincere appreciation to you and your staff, especially Lloyd Ringgold and Thaddeus Fortune." **Ramon Soria, Marlin Engineering***
- *"I would like to take the opportunity to thank my local, state and federal government staffs for the assistance provided to me when I made the life-changing decision to start my own business. Because of the many resources provided by the Office of Supplier Diversity, including workshops, seminars, personal counseling, and the numerous services made available to me as a small and minority owned business owner, what could have been and enormously challenging process was definitely simplified." **Stephanie Jones, MSJ Marketing Group***

# The Office of Supplier Diversity

## GLOSSARY OF TERMS

**Accountability Commission** – is an oversight team responsible for ensuring that purchasing decision makers are held accountable for program performance and minority vendor utilization.

**Certification** - is the process by which a business enterprise is verified to be legitimately owned and operated by a minority person or persons.

**CM/WBE** - (Certified Minority or Woman Business Enterprises) are those businesses which have completed the State certification process and have received their certificate and letter of certification.

**eProcurement** – eProcurement combines the use of Internet technology with procurement best practices to streamline the purchasing process and reduce costs. The State of Florida is creating MyFloridaMarketPlace where government buyers (State Agencies and Eligible users) and vendors will have the opportunity to conduct business over the Internet.

**M/WBE** - (Minority or Woman Business Enterprise) refers to businesses underrepresented in State contracting prior to the development of the Florida Small & Minority Business Assistance Act of 1985 (Part IV, Chapter 288 F.S.) It means any small business concern which is organized to engage in commercial transactions, which is domiciled in Florida, and which is at least 51% owned by women (a disadvantaged majority) or minority persons and whose management and daily operations are controlled by such persons.

**Minority** - must establish membership in one of the ethnic groups that are statutorily recognized as a minority in the state of Florida; African-American, Asian-American, Hispanic-American, Native American. Additionally, Non-Minority women may also become certified.

**One Stop Certification** - (On-Site Certification) The process whereby the OSD office accepts and analyzes MBE applications and documentation from potential M/WBE's and can then inform them immediately that they are or are not certified.

**SAMAS** - (State Automated Management Accounting System) now Tabled by FLAIR (Florida Accounting Information Resource System). This is a computer based general ledger accounting sub-system which provides accounting control over assets, liabilities, revenue and expenditures

**Small Business** -The definition of "small business" was expanded to include more women and minority contractors. In addition, the number of employees an MBE must have in order to meet minimal certification criteria changed from 100 to 200, while net worth requirements increased from \$3 million to \$5 million.

**SNAPS** (State Negotiated Agreement Price Schedule) A program that offers pre-negotiated prices with small vendors on a non-mandatory, non-exclusive basis These commodities must meet State requirements for environmentally desirable commodities and services under Category 5. This speeds up the purchase process by screening vendors.

**SPURS** - (Statewide Purchasing Subsystem) This is an automated computer system used by State agencies to create purchase orders and create reports on purchasing activities.

**Strategic Alliances**- are formed when identified minority vendors are partnered with major corporations and state agencies thereby allowing them to work together to create One Florida success.

# The Office of Supplier Diversity

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# The Office of Supplier Diversity

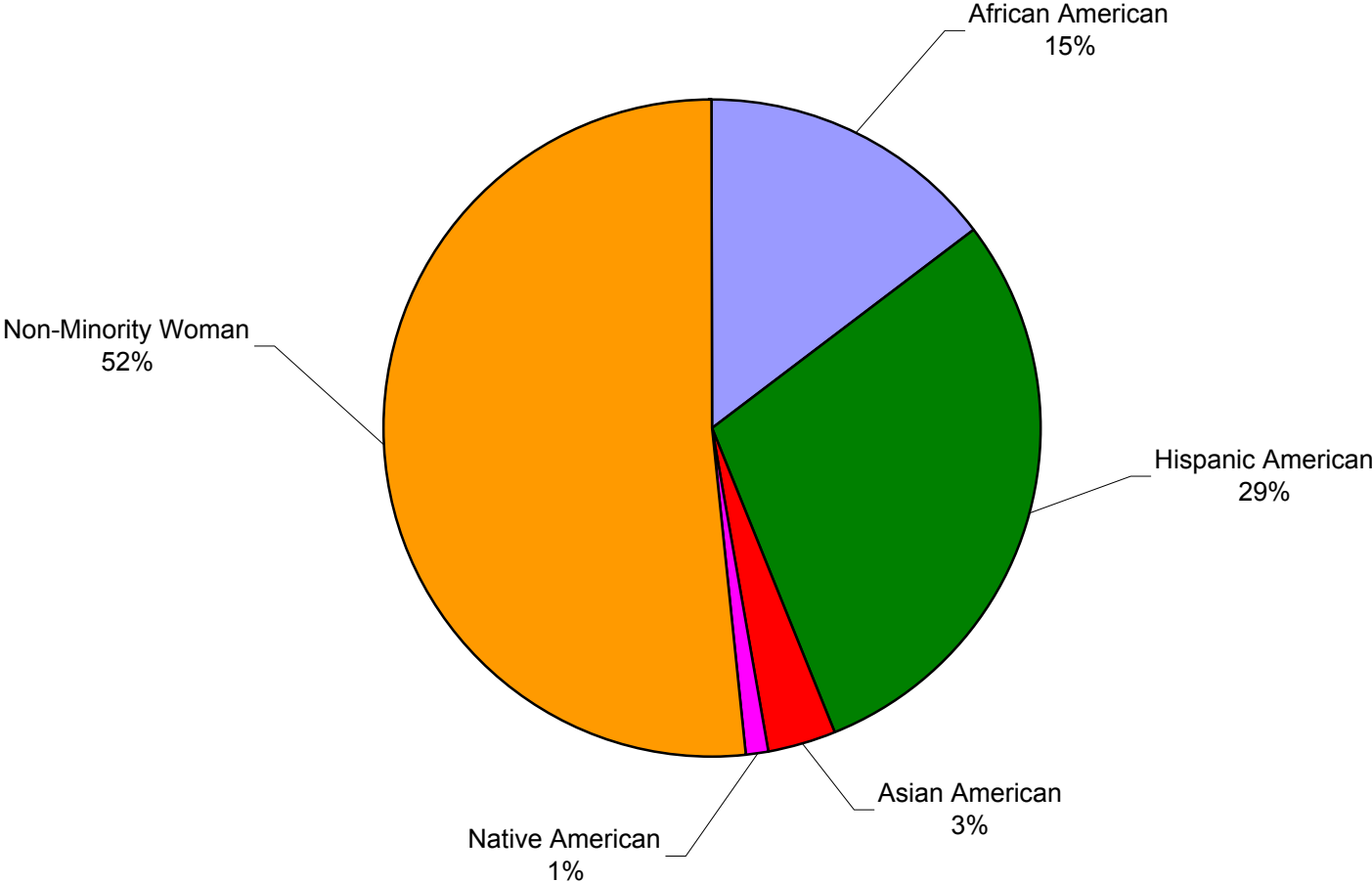
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Chart VIII	Commodity – Non-Certified M/WBE Spending – Racial, Ethnic and Gender Groups
Chart IX	Commodity – Non-Profit M/WBE Spending
Chart X	Contractual Services – Certified M/WBE Spending – Racial, Ethnic and Gender Groups
Chart XI	Contractual Services – Non-Certified M/WBE Spending – Racial, Ethnic and Gender Groups
Chart XII	Contractual Services – Non-Profit Spending

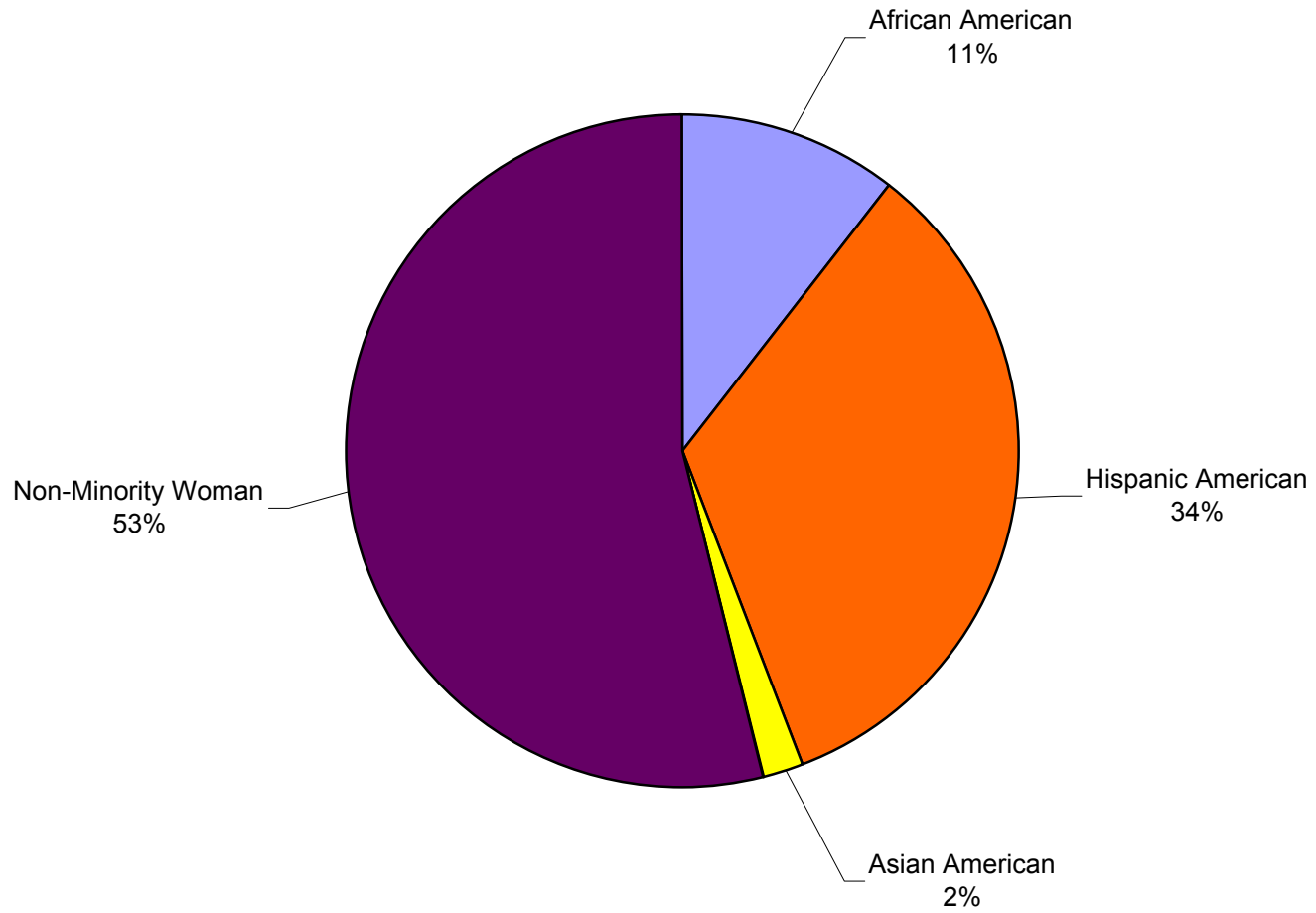


# A GLANCE AT M/WBE EXPENDITURES

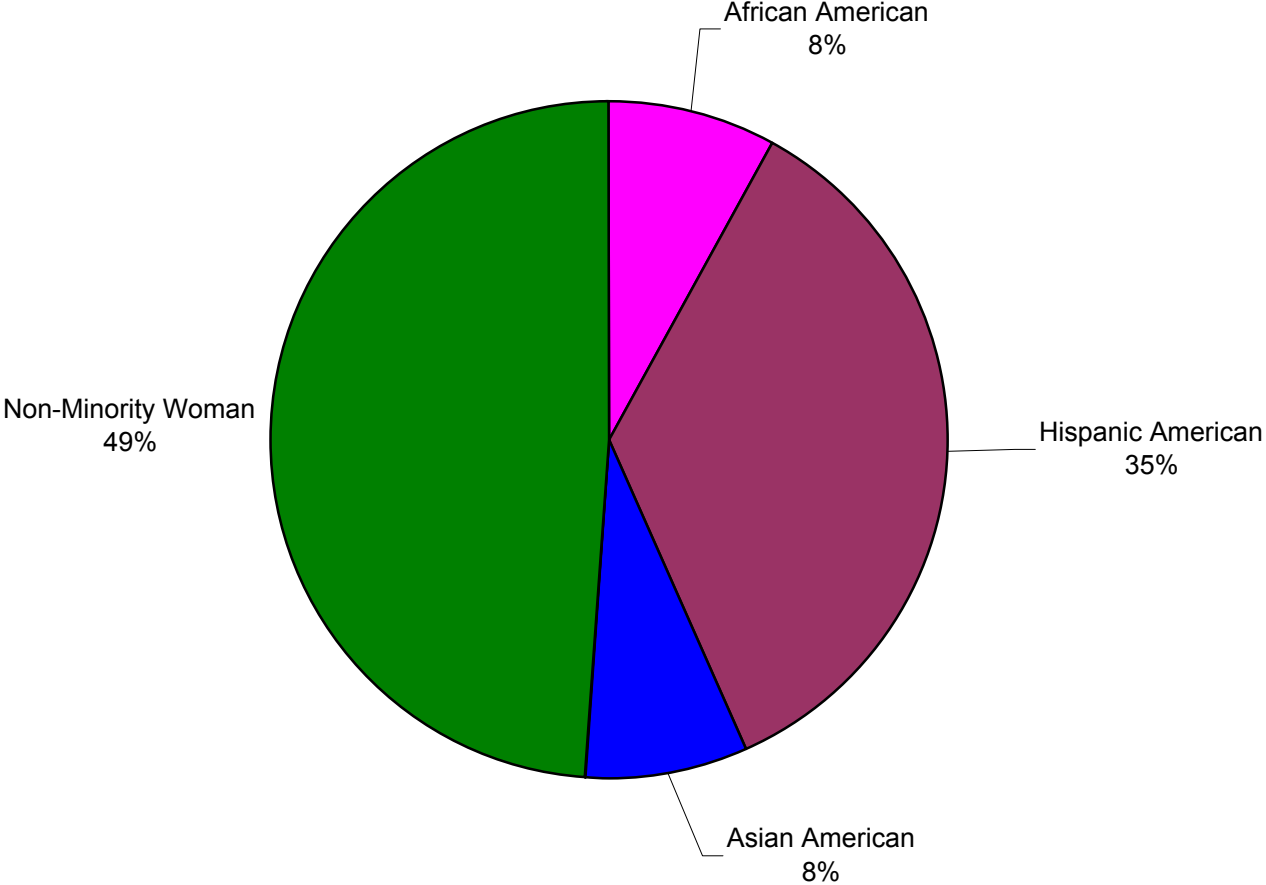
**Total Spending  
Certified Minority/Woman Business Enterprise  
Fiscal Year 2001-2002**



**Construction Spending  
Certified Minority/Woman Business Enterprise  
Fiscal Year 2001-2002**

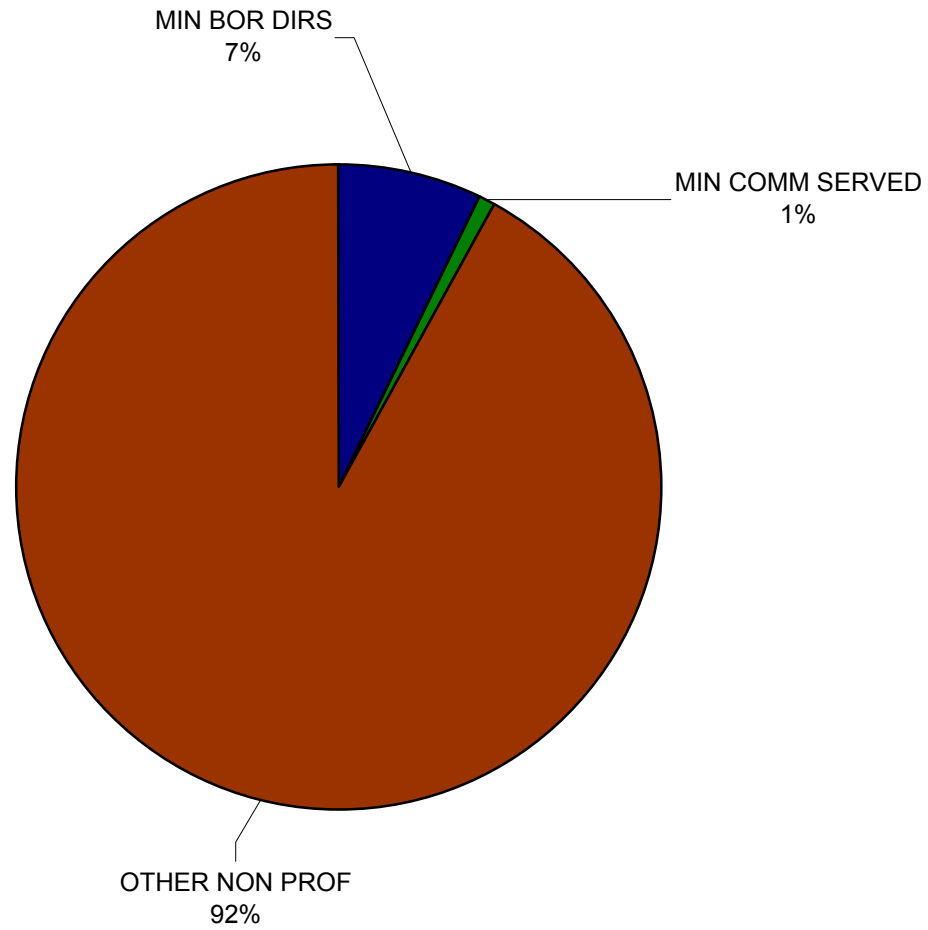


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Fiscal Year 2001-2002**

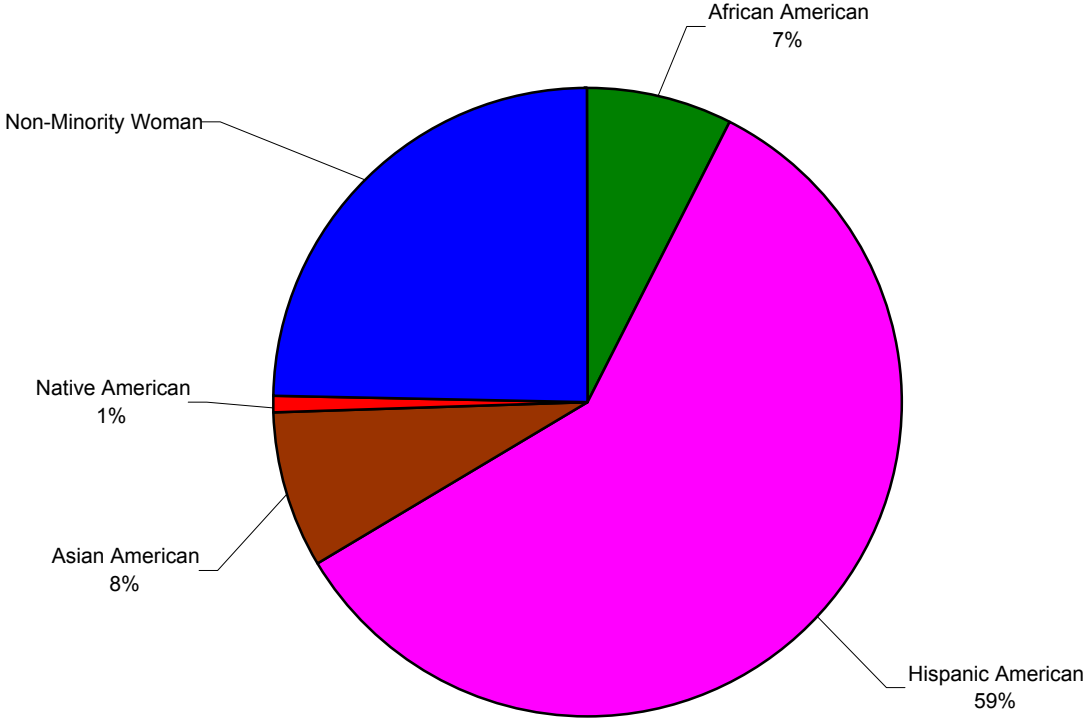




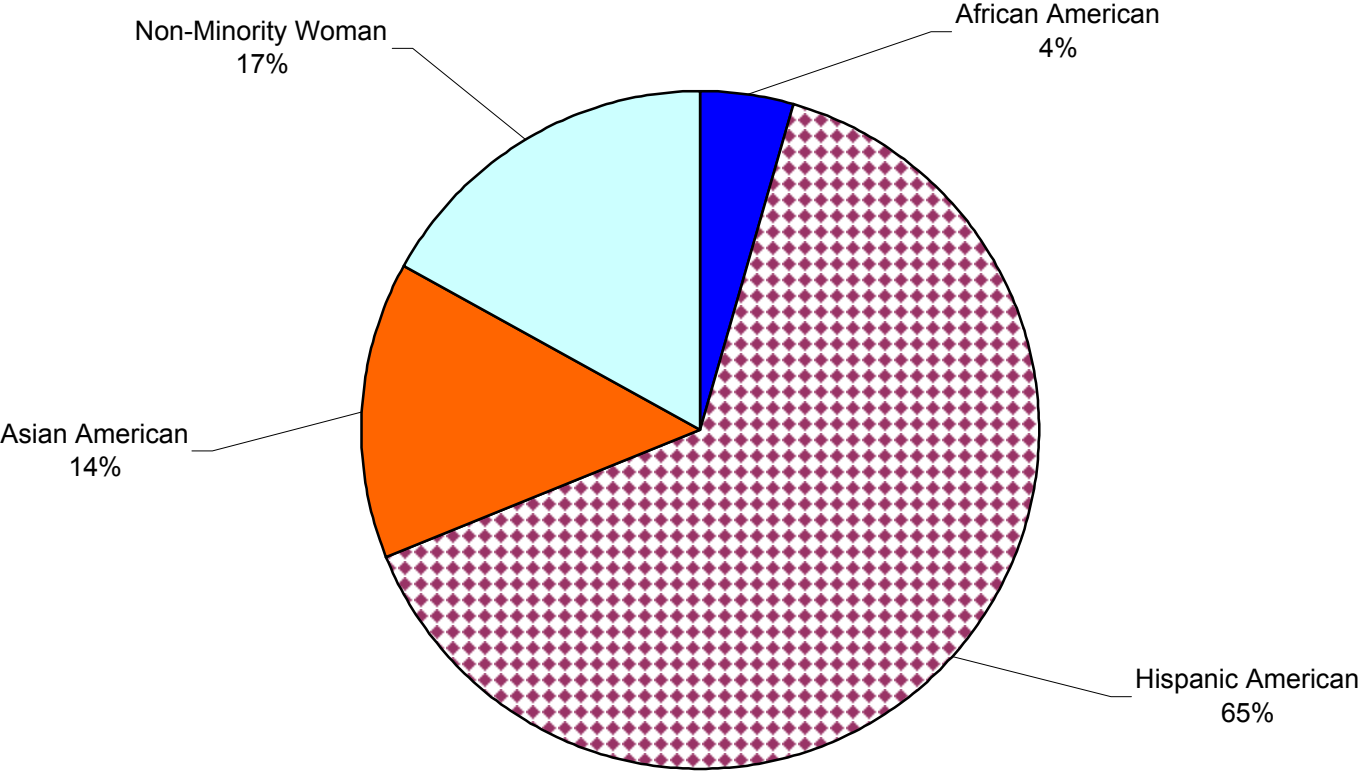
**Construction Spending  
Non-Profit Organizations  
Fiscal Year 2001-2002**



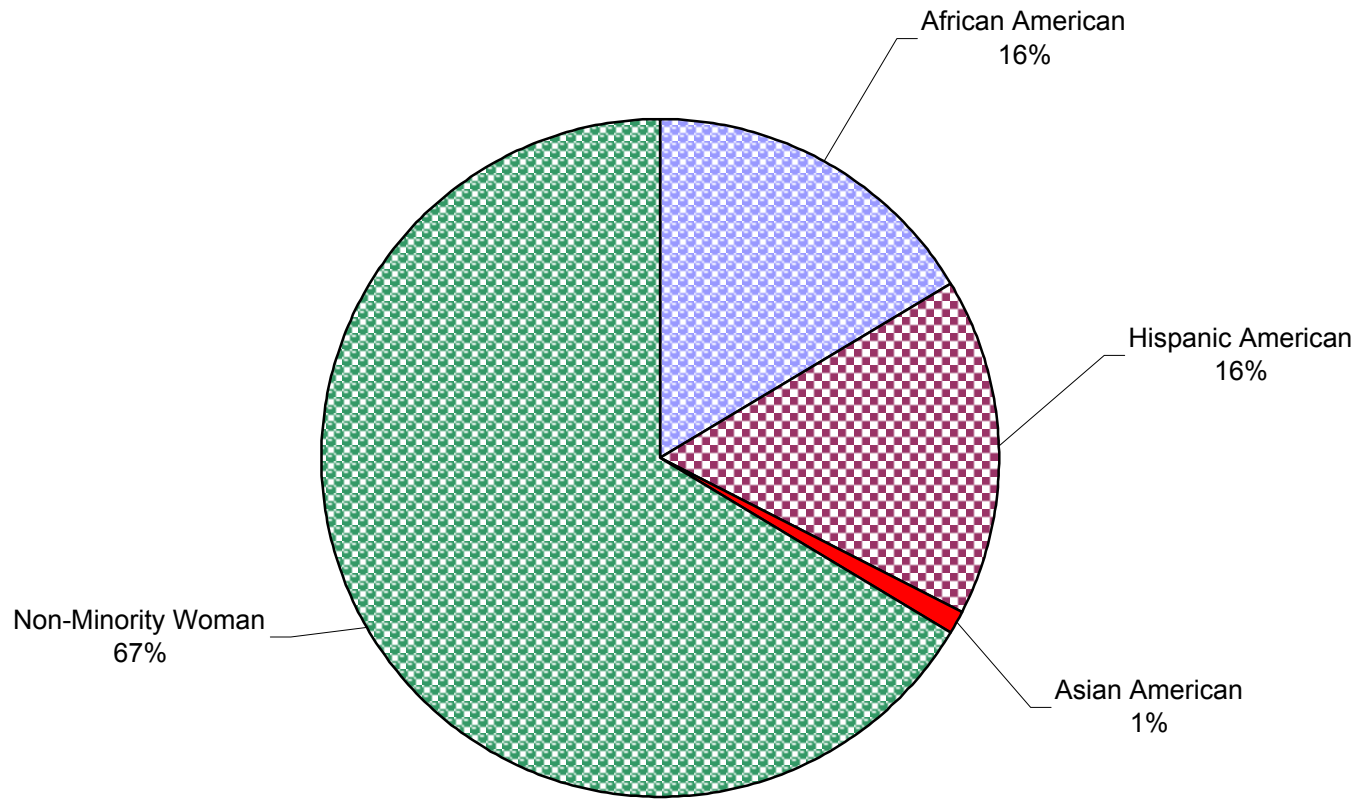
**Architects/Engineers Spending  
Certified Minority/Woman Business Enterprise  
Fiscal Year 2001-2002**



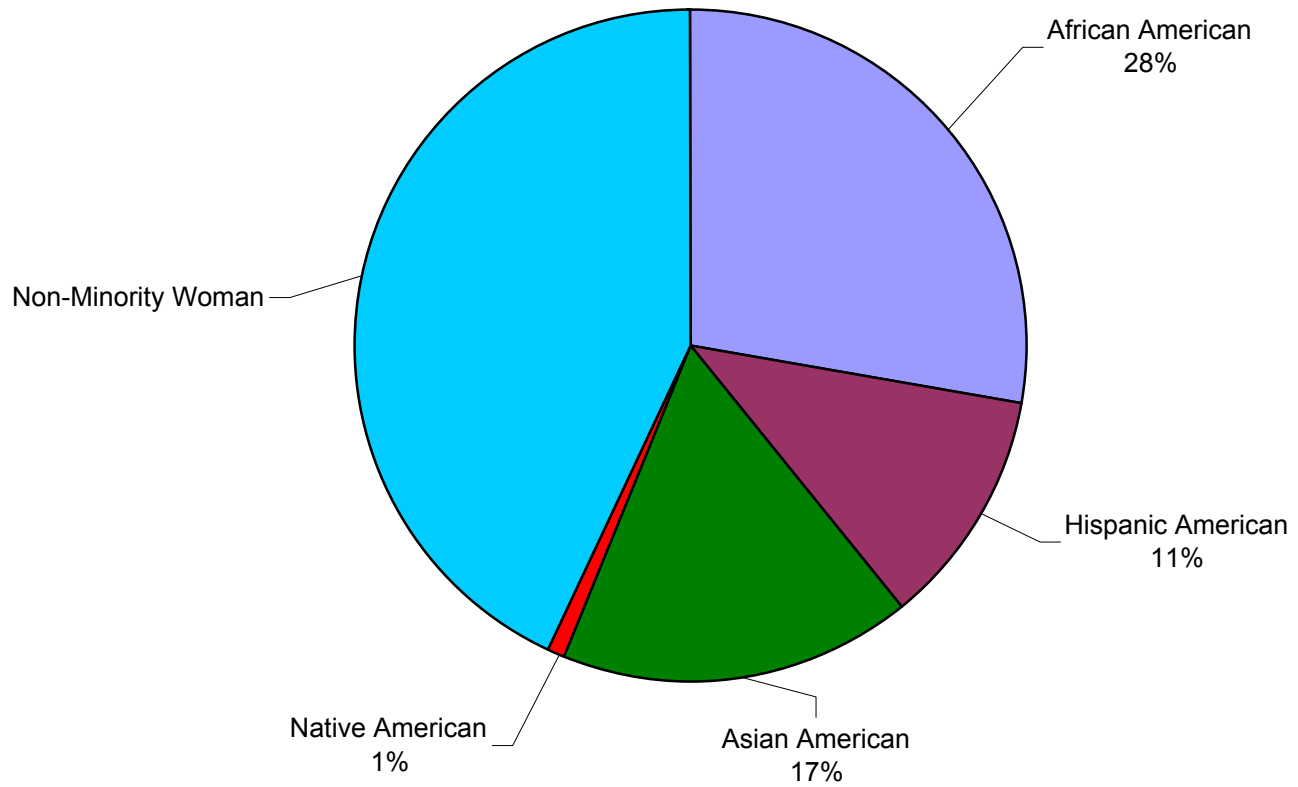
**Architects/Engineers Spending  
Non-Certified Minority/Woman Business Enterprise  
Fiscal Year 2001-2002**



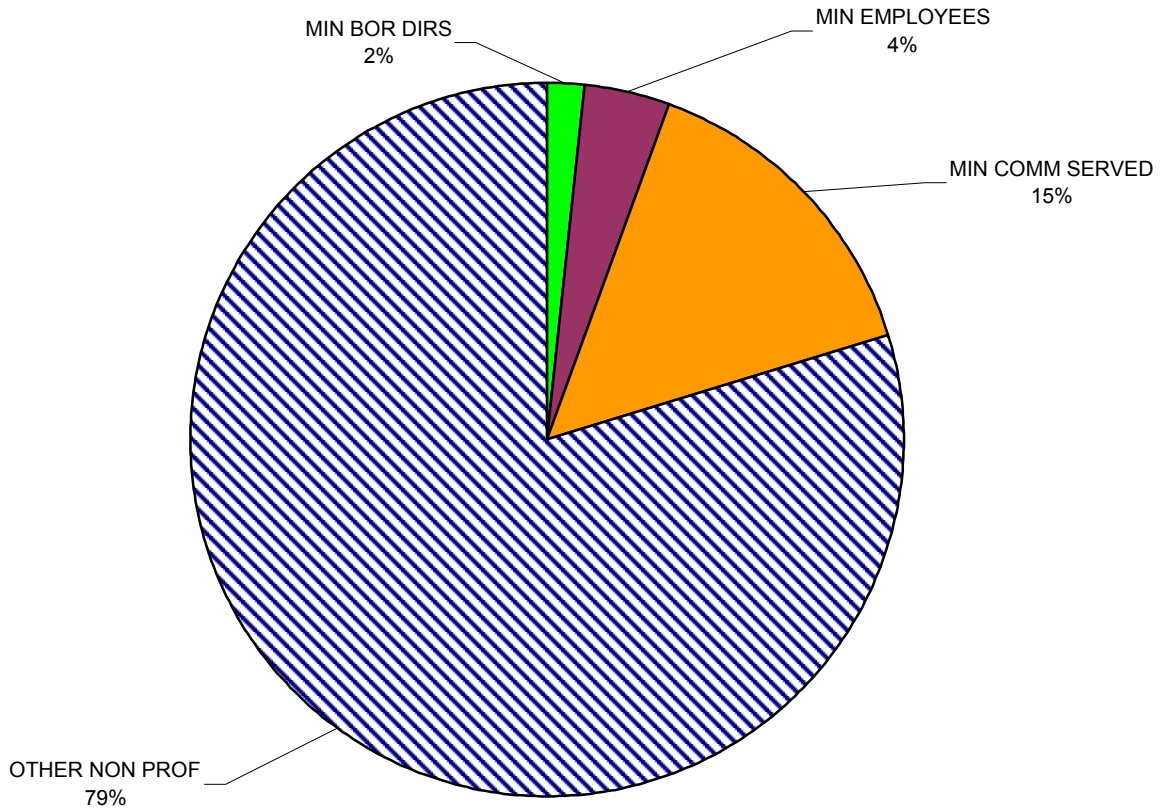
**Commodities Spending  
Certified Minority/Woman Business Enterprise  
Fiscal Year 2001-2002**



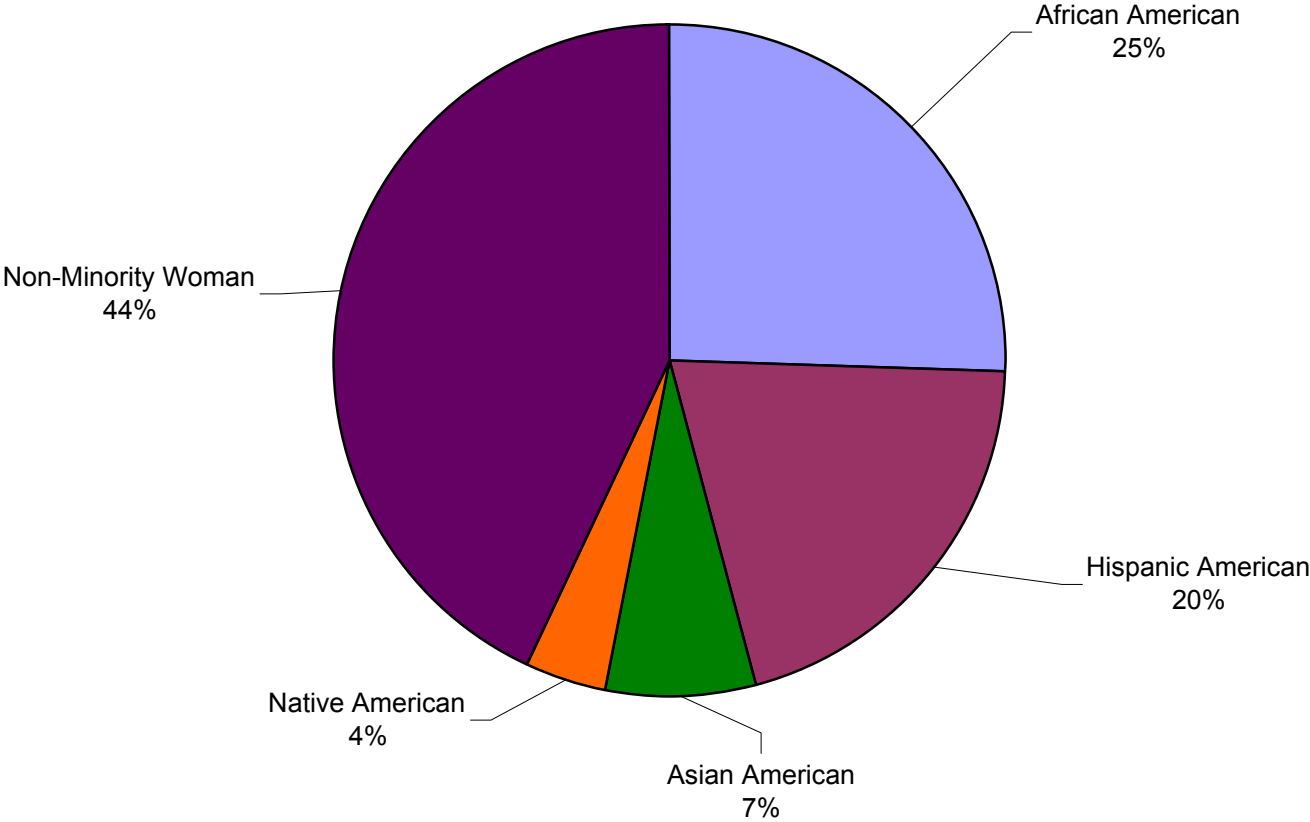
**Commodities Spending  
Non-Certified Minority/Woman Business Enterprise  
Fiscal Year 2001-2002**



**Commodities Spending  
Non-Profit Organizations  
Fiscal Year 2001-2002**



**Contractual Services Spending  
Certified Minority/Woman Business Enterprise  
Fiscal Year 2001-2002**



**Contractual Services Spending  
Non-Certified Minority/Woman Business Enterprise  
Fiscal Year 2001-2002**

