

OGC-2024-09 Insurance Receivership Counsel RFP

BDISBO Goal Setting Overview/Pre-Proposal Conference

Issuing Officer –
Jordan Kiessling -
jkiessling@pa.gov

May 2, 2024 9:30 am

Offerors may ask questions during the Session, however responses provided during the Session are **not official** until the question is submitted in writing to the Issuing Officer, Jordan Kiessling at jkiessling@pa.gov.

Pennsylvania Department of General Services



What's the Point?



Diversity Defined

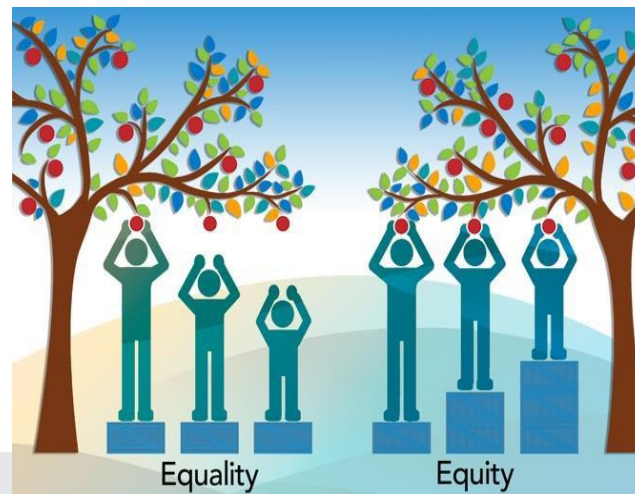
- Diversity is...
 - everything that makes us unique,
 - our cognitive skills and personality traits, and
 - also the things that shape our identity (*e.g. race, age, gender, religion, sexual orientation, cultural background*), etc.

Diversity is the Mix
Inclusion is making the mix work.
~Andres Tapia



Equity Defined

Equity is the fair treatment, **access**, **opportunity**, and advancement for **all** people, while at the same time striving to identify and **eliminate barriers** that have prevented the full participation of *small businesses*.



Inclusion Defined

Inclusion is about:

- *Small Businesses* as prime contractors
- *Primes* subcontracting with SDB,VBE vendors
- Engaging with vendors representative of the community



Diversity, Equity, and Inclusion

Diversity

Having a seat
at the table

Equity

Entering the
conversation
without
barriers

Inclusion

Being heard
and having a
voice at the
table



Small Diverse Business Enterprise (SDB) and Veteran Business Enterprise (VBE) References:

PART I GENERAL INFORMATION

- I-8 New SDB and VBE Goal Information Session
- I-12. Proposals
- I-13. Small Diverse Business and Veteran Business Enterprise Information

PART II PROPOSAL REQUIREMENTS

- II-3. Small Diverse Business Participation Submittal
- II-4. Veteran Business Enterprise Participation Submittal

PART III CRITERIA FOR SELECTION

- III-1. Mandatory Responsiveness Requirements
- III-3. Evaluation

PART IV STATEMENT OF WORK

- IV-5. Contract Requirements—Small Diverse Business and Veteran Business Enterprise Participation

APPENDICES

- Appendix G – Small Diverse Business Participation
- Appendix H– Veteran Business Enterprise Participation
- Appendix I – Model Form SDB VBE Subcontract Agreement - For reference only

A Bidder/Offeror's failure to meet the SDB participation goal in full and the VBE participation goal in full, or their failure to receive an approved Good Faith Efforts waiver for any unmet portion of either the SDB or VBE participation goal will result in the rejection of the Bid or Proposal as nonresponsive



Solicitation Specific Goals



| OGC-2024-09 | SDB | VBE |
|--|-----|-----|
| Professional and Para-Professional Legal Services Only | 12% | 3% |

- Available subcontracting opportunities across the entire state for the applicable services,
- Availability of DGS-verified SDB/VBEs to perform commercially useful functions, and
- Historical analysis of similar projects within the last 3 years.

Primes are welcome to exceed the goal!



SDB and VBE Classification

Vendors must self-certify as a Small Business (SB) prior to SDB/VBE validation.

SB Eligibility Requirements

- The business must be a for-profit, United States business.
- The business must be independently owned.
- The business may not be dominant in its field of operation.
- The business may not employ more than 100 full-time equivalent employees.
- The business may not exceed three-year average gross revenues of \$47 Million, regardless of business type.

Small Diverse Business (SDB)

Goal oriented

- Woman Business Enterprise (WBE)
- Service-Disabled Veteran Business Enterprise (SDVBE)
- Minority Business Enterprise (MBE)
- LGBT Business Enterprise (LGBTBE)
- Disability-Owned Business Enterprise (DOBE)

Veteran Business Enterprise (VBE)

Goal oriented

- Veteran Business Enterprise (VBE)
- Service-Disabled Veteran Business Enterprise (SDVBE)

SDBs and VBEs must be certified/valid as of bid close due date and time.



Finding SDBs and VBEs

Utilization Compliance will be closely monitored and enforced

The screenshot shows the 'Supplier Search' page of the Pennsylvania Department of General Services. At the top left is the state logo and 'pennsylvania DEPARTMENT OF GENERAL SERVICES'. The page title is 'Supplier Search'. A navigation bar includes 'Home', 'PA eMarketplace', and 'Search Contracts'. A note explains that searches will find suppliers qualified for ITQ contracts and registered with the Bureau of Diversity, Inclusion and Small Business Opportunities (BDISBO). There are two search sections: 'Quick Search' with a text input for 'Supplier Name or SAP Number', 'Search', and 'Reset' buttons; and 'Advanced Search'. Below the search sections, there is a 'Show 10 entries' dropdown, 'Export to Excel', and 'Reset Search Criteria' buttons. A table header is visible with columns: 'Supplier (click on name to display full record)', 'Contact', 'Address', 'SB Exp Date', 'SDB', and 'COSTARS'.

<http://www.dgs.internet.state.pa.us/suppliersearch>



Finding SDB/VBE vendors

- <http://www.dgs.internet.state.pa.us/suppliersearch>
- Access Search Guide - <https://www.dgs.pa.gov/Small%20Diverse%20Business%20Program/Documents/Finding%20SBs%20and%20SDBs.pdf>
- Supplier Search assistance available from Issuing Officer or Bureau of Diversity Procurement Liaison



Quick Search

Home PA eMarketplace Search Contracts

Note: The below searches (Quick Search and Advanced Search) will search suppliers who are qualified for one or more Invitation to Qualify (ITQ) Contracts AND suppliers registered with the Bureau of Diversity, Inclusion and Small Business Opportunities (BDISBO) as a small business or small diverse business. Use the Quick Search to search by Vendor Name or Vendor Number. Use the Advanced Search to search by Small, Small Diverse, ITQ Contracts, COSTARS and UNSPC codes.

Quick Search

Supplier Name or SAP Number Search Reset

IMPORTANT: Always click Reset prior to a new search to clear parameters from previous searches

Advanced Search

Show 10 entries Export to Excel Reset Search Criteria

| Supplier (click on name to display full record) | Contact | Address | SB Validity Dates | SDB Validity Dates | VBE Validity Dates | COSTARS |
|--|--|---------------|-------------------|--------------------|--------------------|---------|
| 21ST CENTURY MEDIA NEWSPAPER LLC | ROBERT BUTKINS sales@nittanyvalley.com | | | | | No |
| 22 GROUP, LLC () | Caroline M. Harper | 757 PUBLIC RD | 9/23/2019- | 9/23/2019- | | No |

To search or browse ALL Small and Small Diverse Businesses by Name OR 6-digit SAP Number (option also available through Advanced Search)



Advanced Search

| Hierarchy | Category Number |
|-----------|-----------------|
| Segment | 44000000 |
| Family | 44120000 |
| Class | 44121700 |
| Commodity | 44121706 |

Supplier Classifications

- Minority Business Enterprise
- Woman Business Enterprise
- LGBT Business Enterprise
- Disabled-Owned Business Enterprise
- Service-Disabled Veteran Business Enterprise
- Veteran Business Enterprise
- Small Business
- Stocking Supplier
- Non-Stocking Supplier
- Select all Classifications
- Select all Small Diverse Business Classifications

Find only vendors that have all selected classifications
 Find only vendors that have at least one selected classification

UNSPSC Description

When searching by UNSPSC code, only enter the first 6 digits (UNSPSC Class Level) as the last 2 digits (Commodity Level) are not tracked in this database.
Or, type in any part of a UNSPSC code description to find vendors who have a code that matches. ex: Searching for "landscaping" will find vendors who have selected any code that has "landscaping" anywhere in the description.
For more information visit [UNSPSC > Home](#)

UNSPSC Codes

- 10000000 - Live Plant and Animal Material and Accessories and Supplies
- 11000000 - Mineral and Textile and Inedible Plant and Animal Materials
- 12000000 - Chemicals including Bio Chemicals and Gas Materials
- 13000000 - Resin and Rosin and Rubber and Foam and Film and Elastomeric Materials
- 14000000 - Paper Materials and Products
- 15000000 - Fuels and Fuel Additives and Lubricants and Anti corrosive Materials
- 20000000 - Mining and Well Drilling Machinery and Accessories
- 21000000 - Farming and Fishing and Forestry and Wildlife Machinery and Accessories
- 22000000 - Building and Construction Machinery and Accessories
- 23000000 - Industrial Manufacturing and Processing Machinery and Accessories
- 24000000 - Material Handling and Conditioning and Storage Machinery and their Accessories and
- 25000000 - Commercial and Military and Private Vehicles and their Accessories and Components

Find only vendors that have all selected UNSPSC codes
 Find only vendors that have at least one selected UNSPSC code

Select one or more classifications. To pull only SDBs, check "Select all Small Diverse Business Classifications" below. To Include SBs, check "Small Business".

Click arrow to expand Segment for additional codes

OR

Browse and select one or more codes. Don't know the codes you want? Search for codes at www.UNSPSC.org.



UNSPSC Commodity Code Search



Find A Partner

Menu

UNv24.0301 of the UNSPSC Codeset is now available. [Access codesets.](#)

Search the Code

Version 24.0301
Code Number: (2-8
digits)

Code Name:

Welcome

The **United Nations Standard Products and Services Code® (UNSPSC®)**, managed by GS1 US® for the UN Development Programme (UNDP), is an open, global, multi-sector standard for efficient, accurate classification of products and services.

The UNSPSC offers a single global classification system that can be used for:

- Company-wide visibility of spend analysis
- Cost-effective procurement optimization
- Full exploitation of electronic commerce capabilities



UNSPSC Commodity Code Search



Write down
your code
selections

[HOME](#) [FAQS](#) [SUBSCRIBE](#) [LIBRARY](#) [CODESET-DOWNLOADS](#) [INITIATIVES](#) [EDUCATION](#) [FINDAPARTNER](#)

Version 24.0301

Search Code

Search Title

| Code | Title |
|----------|--|
| 31211900 | Paint applicators and painting accessories |
| 60121001 | Paintings |
| 60121225 | Watercolor painting mediums |
| 60124101 | Multicultural painting products |
| 72151300 | Painting and paper hanging services |
| 72151301 | Residential painting service |
| 72151302 | Commercial painting service |
| 72151303 | Industrial painting service |
| 72151304 | Aircraft painting service |
| 72151305 | Bridge painting service |
| 72151307 | Ship painting service |
| 73181104 | Painting services |
| 78181501 | Vehicle body repair or painting service |
| 78181836 | Aircraft fixed wing coating and painting service |
| 86121502 | Painting |



Advanced Search

Use multiple filters to restrict your search results to exactly what and where you need.

PA Counties

- Grant County
- Clearfield County
- Clinton County
- Columbia County
- Crawford County
- Cumberland County
- Dauphin County
- Delaware County
- Elk County
- Erie County

Select all Counties

Find only vendors that s

Find only vendors that s

Supplier Classifications

- Minority Business Enterprise
- Woman Business Enterprise
- LGBT Business Enterprise
- Disabled-Owned Business Enterprise
- Service-Disabled Veteran-Owned Business Enterprise
- Veteran Business Enterprise
- Small Business
- Stocking Supplier
- Non-Stocking Supplier

UNSPSC Codes

- 30100000 - Structural components and basic shapes
- 30110000 - Concrete and cement and plaster
- 30120000 - Roads and landscape
- 30130000 - Structural building products
- 30140000 - Insulation
- 30150000 - Exterior finishing materials
 - 30151500 - Roofing materials
 - 30151600 - Roofing accessories
 - 30151700 - Rain gutters and accessories
 - 30151800 - Siding and exterior wall materials
 - 30151900 - Finishing materials and products
 - 30152000 - Fencing

Find only vendors that have all selected UNSPSC codes

Find only vendors that have at least one selected UNSPSC code



Search Results

Advanced Search

Show 25 entries

Export to Excel Reset Search Criteria

| Supplier (click on name to display full record) | Contact | Address | SB Validity Dates | SDB Validity Dates | VBE Validity Dates | COSTARS |
|---|--|---|-----------------------|-----------------------|---------------------|---------|
| ADVANCED AUDIO VISUAL SALES INC | JOHN GREENE DIRECTOR OF SALES John.Green@advancedav.com (Phone) 610-719-6194 (Fax) 610-692-8421 | 208 CARTER DRIVE SUITE 7 WEST CHESTER, PENNSYLVANIA 19382 (Phone) 610-719-6194 | | | | No |
| ADVANCED BUILDING CONTROLS LLC (DBA ADVANCED BUILDING CONTROLS LLC) | Craig Connelly CCONNELLY@ADVANCEDBLDGCNTOLS.COM (Phone) 215-520-9964 | PO BOX 303 HOLICONG, PENNSYLVANIA 18928 (Phone) 215-520-9964 | 2/11/2019-2/28/2021 | | | No |
| ADVANCED BUILDING PERFORMANCE INC () | Pei Pei Cavalier PEIPEI@ABPCX.COM (Phone) 301-760-9989 | 11225 HURDLE HILL DR POTOMAC, MARYLAND 20854 (Phone) 301-760-9989 abpcx.com | 12/20/2019-12/20/2021 | 12/20/2019-12/20/2021 | | No |
| ADVANCED CLEANING SOLUTIONS LLC (ADVANCED CLEANING SOLUTIONS LLC) | Nicholas Ward cleanteam@advancedsolutionsPA.com (Phone) 610-597-0012 | PO BOX 3223 ALLENTOWN, PENNSYLVANIA 18106 | 2/27/2018-3/21/2020 | 2/27/2018-3/31/2020 | 2/27/2018-3/31/2020 | No |

Certified Small Businesses

- Advanced Building Controls LLC
- Advanced Building Performance Inc
- Advanced Cleaning Solutions LLC

Small Diverse Businesses

- Advanced Building Performance Inc
- Advanced Cleaning Solutions LLC

Veteran Business Enterprise

- Advanced Cleaning Solutions LLC



Supplier Profile

| | |
|----------------------|---------------------------------|
| Name: | ADVANCED CLEANING SOLUTIONS LLC |
| SAP Number: | 511377 |
| Doing Business As: | ADVANCED CLEANING SOLUTIONS LLC |
| Other Names: | |
| Keywords: | |
| Web site: | |
| SB Validity Dates: | 02/27/2018 - 03/31/2020 |
| SDB Validity Dates: | 02/27/2018 - 03/31/2020 |
| VBE Validity Dates: | 02/27/2018 - 03/31/2020 |
| COSTARS Participant: | No |

← SB, SDB & VBE Expiration Dates

Supplier Classifications

- Small Business
- Service-Disabled Veteran Business Enterprise
- Veteran Business Enterprise

← SB, SDB & VBE Classifications

Contact Information

Contacts

| Contact Type | Contact Details | Phone |
|--------------|--|--------------|
| CORPORATE | Email: CLEANTEAM@ADVANCEDSOLUTIONSPA.COM | |
| SB MAIN | Nicholas Ward Title: Email: cleanteam@advancedsolutionsPA.com | 610-597-0012 |



Search Results

Advanced Search

Show entries

[Export to Excel](#) [Reset Search Criteria](#)

| Supplier (click on name to display full record) | Contact | Address | SB Validity Dates | DB Validity Dates | VBE Validity Dates | COSTARS |
|---|--|---|-----------------------|-----------------------|---------------------|---------|
| ADVANCED AUDIO VISUAL SALES INC | JOHN GREENE DIRECTOR OF SALES John.Green@advancedav.com (Phone) 610-719-6194 (Fax) 610-692-8421 | 208 CARTER DRIVE SUITE 7 WEST CHESTER, PENNSYLVANIA 19382 (Phone) 610-719-6194 | | | | No |
| ADVANCED BUILDING CONTROLS LLC (DBA ADVANCED BUILDING CONTROLS LLC) | Craig Connelly CCONNELLY@ADVANCEDBLDGCNTOLS.COM (Phone) 215-520-9964 | PO BOX 303 HOLICONG, PENNSYLVANIA 18928 (Phone) 215-520-9964 | 2/11/2019-2/28/2021 | | | No |
| ADVANCED BUILDING PERFORMANCE INC () | Pei Pei Cavalier PEIPEI@ABPCX.COM (Phone) 301-760-9989 | 11225 HURDLE HILL DR POTOMAC, MARYLAND 20854 (Phone) 301-760-9989 abpcx.com | 12/20/2019-12/20/2021 | 12/20/2019-12/20/2021 | | No |
| ADVANCED CLEANING SOLUTIONS LLC (ADVANCED CLEANING SOLUTIONS LLC) | Nicholas Ward cleanteam@advancedsolutionsPA.com (Phone) 610-597-0012 | PO BOX 3223 ALLENTOWN, PENNSYLVANIA 18106 | 2/27/2018-3/31/2020 | 2/27/2018-3/31/2020 | 2/27/2018-3/31/2020 | No |

Certified Small Businesses

- Advanced Building Controls LLC
- Advanced Building Performance Inc
- Advanced Cleaning Solutions LLC

Small Diverse Businesses

- Advanced Building Performance Inc
- Advanced Cleaning Solutions LLC

Veteran Business Enterprise

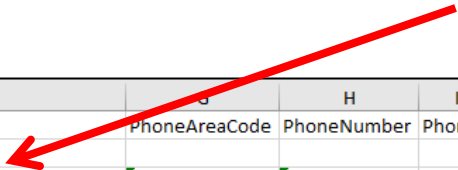
- Advanced Cleaning Solutions LLC



Excel Export Results – Supplier Contacts

Excel Export Results includes Vendor ID, Supplier Name, Contact Name, Email, Phone, Fax

| | A | B | C | D | E | F | G | H | I | J | K |
|----|------------|--------------------------------|--------------|--------------------|-------|---------------------------------------|---------------|-------------|---------|-----------|-----------|
| 1 | SAP Number | Supplier Name | Contact Name | Name | Title | Email | PhoneAreaCode | PhoneNumber | PhoneEx | FaxAreaCo | FaxNumber |
| 2 | 104279 | CA WEISS SALES LLC | CORPORATE | | | caweiss@comcast.net | | | | | |
| 3 | 104279 | CA WEISS SALES LLC | SB MAIN | KRISTY ZARICHNIAK | | kristyz@comcast.net | 610 | 4588864 | | 610 | 4588875 |
| 4 | 119565 | DUFF SUPPLY COMPANY | CORPORATE | ALEX DUFFINE | VP | DFRANK@DUFFCOMPANY.COM | 610 | 2754453 | 147 | 610 | 2796299 |
| 5 | 119565 | DUFF SUPPLY COMPANY | REMITTO | BARB COHEN | | bcohen@duffco.com | 610 | 2754453 | 149 | 610 | 2756761 |
| 6 | 119565 | DUFF SUPPLY COMPANY | SB MAIN | ALEX DUFFINE | | aduffine@duffco.com | 610 | 2754453 | | | |
| 7 | 119565 | DUFF SUPPLY COMPANY | SB SECONDARY | | | info@duffco.com | | | | | |
| 8 | 122594 | HOUCK SERVICES INC | CORPORATE | | | jherrold@houcks.com | | | | | |
| 9 | 122594 | HOUCK SERVICES INC | SB MAIN | JARROD HERROLD | | jherrold@houcks.com | 717 | 6573302 | | 717 | 6579805 |
| 10 | 122594 | HOUCK SERVICES INC | SB SECONDARY | | | kgussler@houcks.com | | | | | |
| 11 | 134717 | PENN STATE ELECTRIC MECHANICAL | CORPORATE | | | razmataz33@aol.com | | | | | |
| 12 | 134717 | PENN STATE ELECTRIC MECHANICAL | SB MAIN | RAZ SUGARWALA | | razmataz33@aol.com | 717 | 2992090 | | 717 | 2992297 |
| 13 | 134717 | PENN STATE ELECTRIC MECHANICAL | SB SECONDARY | | | ksing6027@yahoo.com | | | | | |
| 14 | 135270 | BARBARA J SALES ASSOC INC | CORPORATE | | | barb@barbarajsles.com | | | | | |
| 15 | 135270 | BARBARA J SALES ASSOC INC | SB MAIN | BARBARA SMITH | | barb@barbarajsales.com | 412 | 5233398 | | 800 | 8137122 |
| 16 | 135270 | BARBARA J SALES ASSOC INC | SB SECONDARY | | | willsmith@willjservices.com | | | | | |
| 17 | 137893 | IDA YEAGER SALES INC | CORPORATE | | | idayeagersales@zoominternet.net | | | | | |
| 18 | 137893 | IDA YEAGER SALES INC | SB MAIN | IDA LAQUATRAYEAGER | | idayeagersales@zoominternet.net | 724 | 4525260 | | 724 | 4521072 |
| 19 | 144061 | CONSTRUCTION TOOL SERVICE INC | CORPORATE | | | ehuss@constructiontoolservice.com | | | | | |
| 20 | 144061 | CONSTRUCTION TOOL SERVICE INC | SB MAIN | BETTY CONNELLY | | bconnelly@constructiontoolservice.com | 412 | 6816673 | | 412 | 6819185 |
| 21 | 144061 | CONSTRUCTION TOOL SERVICE INC | SB SECONDARY | | | bcgoodwork@aol.com | | | | | |
| 22 | 145576 | BURKE & MICHAEL INC | CORPORATE | | | MARYFRANCES@BURKEANDMICHAEL.COM | | | | | |
| 23 | 145576 | BURKE & MICHAEL INC | SB MAIN | MARY FRANCES HOGAN | | maryfrances@burkeandmichael.com | 412 | 3212301 | | 412 | 3214582 |
| 24 | 153927 | COOPER TRADING INC | CORPORATE | | | cti@ctipa.com | | | | | |
| 25 | 153927 | COOPER TRADING INC | SB MAIN | PETER COOPER | | pete@ctipa.com | 724 | 8618830 | | 724 | 8618832 |
| 26 | 153927 | COOPER TRADING INC | SB SECONDARY | | | debbie@ctipa.com | | | | | |
| 27 | 157009 | CONTRACT HARDWARE AND SUPPLY | CORPORATE | | | cristil@chsupplyinc.com | | | | | |
| 28 | 157009 | CONTRACT HARDWARE AND SUPPLY | SB MAIN | BRAD BOTTEICHER | | bradb@chsupplyinc.com | 814 | 9412340 | | 814 | 9412342 |



| | | | | | | | |
|-----------|--------------------|--------------------------|----------|--------------------------|------|---------------|--------------|
| Suppliers | Supplier Addresses | Supplier Contacts | Counties | Supplier Classifications | ITQs | ITQ Contracts | UNSPSC Codes |
|-----------|--------------------|--------------------------|----------|--------------------------|------|---------------|--------------|



New Forms and Processes

- SDB/VBE Instructions – *SDB-1/VBE-1* **READ**
- SDB/VBE Participation Submittal – *SDB-2/VBE-2*
- SDB/VBE Utilization Schedule – *SDB-3/VBE-3*
- Utilization Schedule – *SDB 3.1/VBE-3.1*
- Guidance for Good Faith Effort (GFE) Waiver – *SDB-4/VBE-4* **READ**
- GFE Waiver – *SDB-5/VBE-5*



Appendix G – SDB Participation Summary

Small Diverse Business (SDB) Participation Summary Sheet

Solicitation/Project #: **OGC-2024-09**

Issuing Agency: **Office of General Counsel on behalf of the PA Insurance Department**

Name of Procurement/Project: **Bedivere Insurance Co. Insurance Receivership Counsel**

SDB Participation Goal (for MBE, WBE, LGBTBE, DOBE, and SDVBE): 12%

Attachments:

- SDB-1 Instructions for completing SDB Participation Submittal and SDB Utilization Schedule
- SDB-2 SDB Participation Submittal
- SDB-3 SDB Utilization Schedule
- SDB-3.1 SDB Letter of Commitment
- SDB-4 Guidance for Documenting Good Faith Efforts to meet the SDB Participation goal
- SDB-5 Good Faith Efforts Documentation to Support Waiver Request of SDB Participation Goal



Appendix H – VBE Participation Summary

Veteran Business Enterprise (VBE) Participation Summary Sheet

Solicitation/Project #: **OGC-2024-09**

Issuing Agency: **Office of General Counsel on behalf of the PA Insurance Department**

Name of Procurement/Project: **Bedivere Insurance Co. Insurance Receivership Counsel**

VBE Participation Goal (for VBE and SDVBE): 3%

Attachments:

- VBE-1 Instructions for completing VBE Participation Submittal and VBE Utilization Schedule
- VBE-2 VBE Participation Submittal
- VBE-3 VBE Utilization Schedule
- VBE-3.1 VBE Letter of Commitment
- VBE-4 Guidance for Documenting Good Faith Efforts to meet the VBE participation goal
- VBE-5 Good Faith Efforts Documentation to Support Waiver Request of VBE Participation Goal



SDB Submittal Instructions – SDB-1

SDB-1 INSTRUCTIONS FOR COMPLETING THE SMALL DIVERSE BUSINESS (SDB) PARTICIPATION SUBMITTAL AND SDB UTILIZATION SCHEDULE.

PLEASE READ BEFORE COMPLETING THESE DOCUMENTS
Bidders/Offerors do not need to return SDB-1 with their SDB Participation Submittal

The following instructions include details for completing the SDB Participation Submittal (SDB-2) which Bidders or Offerors must submit in order to be considered responsive.

The following instructions also include details for completing the SDB Utilization Schedule (SDB-3), which Bidders or Offerors must submit for any portion of the SDB participation goal the Bidder or Offeror commits to meeting.

A Bidder/Offeror's failure to meet the SDB participation goal in full or their failure to receive an approved Good Faith Efforts waiver for any unmet portion of the SDB participation goal will result in the rejection of the Bid or Proposal as nonresponsive.

- I. **SDB Participation Goal:** The SDB participation goal is set forth in the eMarketplace advertisement and also in the Notice to Bidders. The Bidder/Offeror is encouraged to use a diverse group of subcontractors and suppliers from the SDB classifications to meet the SDB participation goal.
- II. **SDB Eligibility:**
 1. **Finding SDB firms:** Offerors can access the directory of **DGS-verified** SDB firms from the DGS Supplier Search directory at: <http://www.dgs.internet.state.pa.us/suppliersearch>.
 2. **Only SDBs verified by DGS** and as defined herein may be counted for purposes of achieving the SDB participation goal. In order to be counted for purposes of achieving the SDB participation goal, the SDB firm, including an SDB prime, **must be DGS-verified for the services, materials or supplies that it has committed to perform on the SDB Utilization Schedule (SDB-3).** A firm whose SDB verification is pending or



SDB Submittal – SDB-2

CRITICAL
✓ Check One, and Only One, Box

SDB-2 SDB PARTICIPATION SUBMITTAL

CHECK ONE, AND ONLY ONE, BOX. FAILURE TO COMPLY WILL RESULT IN REJECTION OF YOUR BID/PROPOSAL.

I agree to meet I am requesting a partial I am requesting a full

participation goal in full.
I have completed and am submitting with my bid/proposal an **SDB Utilization Schedule (SDB-3)**, which is required in order to be considered for award.

participation goal. After making good faith outreach efforts as more fully described in the **Guidance for Documenting Good Faith Efforts to Meet the SDB Participation Goal**, I am unable to achieve the total SDB participation goal for this solicitation and am requesting a partial waiver of the SDB participation goal. I have completed and am submitting with my bid/proposal both of the following, which are required in order to be considered for award:

participation goal
After making good faith outreach efforts as more fully described in the **Guidance for Documenting Good Faith Efforts to Meet the SDB Participation Goal**, I am unable to achieve any part of the SDB participation goal for this solicitation and am requesting a full waiver of the SDB participation goal.

I have completed and am submitting with my bid/proposal a **Good Faith Efforts Waiver Request** for the complete SDB participation goal, which is



SDB Utilization Schedule – SDB-3

CRITICAL
✓ Verify SDB
percentage of work

SDB-3 SDB UTILIZATION SCHEDULE

Law Firms to complete the following:

Amount of SDB participation goal to be met through the use of SDB subcontractors: Law Firms are not required to identify the specific SDB subcontractors within this SDB Utilization Schedule, but must identify the total percentage (%) of work to be performed by SDB subcontractors. However, a Law Firm selected for a Bond Counsel engagement must submit the Closing Statement identifying the SDB subcontractors used to meet the portion of the SDB participation goal listed below, as required by Section I-24(K) and IV-5.E.1. of the RFQ. To receive credit toward meeting the SDB participation goal, the SDB subcontractor must be a DGS-verified SDB as of the date the work to be completed by the SDB commences.

Percentage of work to be performed by SDB subcontractors:

_____ %

If the Prime Law Firm is a DGS-verified SDB, complete the following:

SAP Vendor Number (6-digit number): _____

SDB Verification Number (located on DGS SDB verification):

- Type of SDB:
- MBE
 - WBE
 - LGTBTE
 - DOBE
 - SDVBE

Description of Work to be Performed (Statement of Work/Specification reference):

Percentage of work to be self-performed by SDB Law Firm _____ %



Guidance to Document GFE SDB-4

READ, READ, READ

- The ability or desire of a prime contractor to perform the work of a contract with its own organization does not relieve the Offeror of the responsibility to make Good Faith Efforts to meet the stated participation goal.
- Prime must complete all components of the GFE paperwork. Details/Evidence are important, proof is required.
- Carefully review SDB and VBE submittal Instructions, specifically Section VI of SDB/VBE-1 which lists pertinent items as Fatal errors.



Good Faith Efforts Packet SDB-5

Good Faith Efforts (GFE) Partial or Full Waiver

- Identified Items of Work Applicant Made Available to SDBs (Part 1)
- Identified SDBs and Record of Solicitations (Part 2)
- SDB Outreach Compliance Statement (Part 3)
- Additional Information Regarding Rejected SDB Quotes (Part 4)
- SDB Subcontractor Unavailability Certificate (Part 5)



SDB GFE Documentation – SDB-5

SDB-5

GOOD FAITH EFFORTS DOCUMENTATION TO SUPPORT WAIVER REQUEST OF SDB PARTICIPATION GOAL

| | |
|---|--------------------------------|
| Project Description: | |
| Commonwealth Agency Name: | |
| Solicitation #: | |
| Solicitation Due Date and Time: | |
| Bidder/Offeror Company Name: | Complete all five parts |
| Bidder/Offeror Contact Name: | |
| Bidder/Offeror Contact Email: | |
| Bidder/Offeror Contact Phone Number: | |

Part 1 – Identified Items of Work Offeror Made Available to SDBs

Identify those items of work that the Offeror made available to SDBs. This includes, where appropriate, those items the Offeror identified and subdivided into economically feasible units to facilitate the SDB participation. For each item listed, show the anticipated percentage of the total contract amount. It is the Offeror's responsibility to demonstrate that enough work to meet the SDB participation goal was made available to SDBs, and the total percentage of the items of work identified for SDB participation met or exceeded the SDB participation goal set for the procurement.

| Identified Items of Work | Was this work listed in the solicitation? | Does Offeror normally self-perform this work? | Was this work made available to SDB Firms? If not, explain why. |
|--------------------------|---|---|---|
| | <input type="checkbox"/> yes <input type="checkbox"/> no | <input type="checkbox"/> yes <input type="checkbox"/> no | <input type="checkbox"/> yes <input type="checkbox"/> no |



GFE Waiver – Part 1

Identified Items of Work Offeror Made Available to SDBs

CRITICAL
 ✓ List all components of work offered for subcontracting.

Part 1 – Identified Items of Work Offeror Made Available to SDBs

Identify those items of contract work that the Offeror made available to SDBs. This includes, where appropriate, those items the Offeror identified and subdivided into economically feasible units to facilitate the SDB participation. For each item listed, show the anticipated percentage of the total contract cost. Offeror must demonstrate that enough work to meet the SDB participation goal was made available to SDBs, and the total percentage of the items of work identified for SDB participation met or exceeded the SDB participation goal set for the procurement.

| Identified Items of Work | Was this work listed in the solicitation? | Does Offeror normally self-perform this work? | Was this work made available to SDB Firms? If not, explain why. |
|--------------------------|---|---|---|
| | <input type="checkbox"/> yes <input type="checkbox"/> no | <input type="checkbox"/> yes <input type="checkbox"/> no | <input type="checkbox"/> yes <input type="checkbox"/> no |
| | <input type="checkbox"/> yes <input type="checkbox"/> no | <input type="checkbox"/> yes <input type="checkbox"/> no | <input type="checkbox"/> yes <input type="checkbox"/> no |
| | <input type="checkbox"/> yes <input type="checkbox"/> no | <input type="checkbox"/> yes <input type="checkbox"/> no | <input type="checkbox"/> yes <input type="checkbox"/> no |
| | <input type="checkbox"/> yes <input type="checkbox"/> no | <input type="checkbox"/> yes <input type="checkbox"/> no | <input type="checkbox"/> yes <input type="checkbox"/> no |
| | <input type="checkbox"/> yes <input type="checkbox"/> no | <input type="checkbox"/> yes <input type="checkbox"/> no | <input type="checkbox"/> yes <input type="checkbox"/> no |

GFE Waiver – Part 2

Identified SDBs and Record of Solicitations

CRITICAL
 ✓ Specifics and
 Details are
 important

Part 2 – Identified SDBs and Record of Solicitations

Identify the SDBs solicited to demonstrate interest to perform the Anticipated Scopes of Work made available for SDB participation. Include the name of the SDB solicited, anticipated scopes of work for which the Bidder/Officer solicited interest, date and manner of initial and follow-up, whether the SDB provided a response, and whether the SDB will be used toward meeting the SDB participation goal.

Note: Copies of all written solicitations and documentation of follow-up calls to SDBs must be attached to this form. For each Identified SDB listed below that Bidder/Officer is not using to meet the SDB participation goal, Bidder/Officer should submit an SDB Subcontractor Unavailability Certificate signed by the SDB or a statement from the Bidder/Officer that the SDB refused to sign the SDB Subcontractor Unavailability Certificate.

| Name of Identified SDB and Classification | Describe Anticipated Scope of Work Solicited | Initial Solicitation Date & Method | Follow-up Solicitation Date & Method | Details for Follow-up Calls | SDB interested in Anticipated Scope of Work? | Will SDB be Used? | Reason SDB Rejected |
|---|--|--|--|--|---|---|--|
| SDB Name: <input type="checkbox"/> MBE <input type="checkbox"/> WBE <input type="checkbox"/> LGBTBE <input type="checkbox"/> DOBE <input type="checkbox"/> SDVBE | | Date: <input type="checkbox"/> mail <input type="checkbox"/> email <input type="checkbox"/> fax | Date: <input type="checkbox"/> mail <input type="checkbox"/> email <input type="checkbox"/> fax | Date and Time of Call: Spoke with: Left Message: | <input type="checkbox"/> yes <input type="checkbox"/> no | <input type="checkbox"/> yes <input type="checkbox"/> no | <input type="checkbox"/> Used other SDB <input type="checkbox"/> Used non-SDB <input type="checkbox"/> Self performing |
| SDB Name: <input type="checkbox"/> MBE <input type="checkbox"/> WBE <input type="checkbox"/> LGBTBE <input type="checkbox"/> DOBE <input type="checkbox"/> SDVBE | | Date: <input type="checkbox"/> mail <input type="checkbox"/> email <input type="checkbox"/> fax | Date: <input type="checkbox"/> mail <input type="checkbox"/> email <input type="checkbox"/> fax | Date and Time of Call: Spoke with: Left Message: | <input type="checkbox"/> yes <input type="checkbox"/> no | <input type="checkbox"/> yes <input type="checkbox"/> no | <input type="checkbox"/> Used other SDB <input type="checkbox"/> Used non-SDB <input type="checkbox"/> Self performing |

Attach additional sheets as necessary.



GFE Waiver – Part 3

SDB Outreach Compliance Statement

CRITICAL
✓ Documentation for
Part 1

SDB-5
GOOD FAITH EFFORTS DOCUMENTATION TO SUPPORT WAIVER REQUEST OF
SDB PARTICIPATION GOAL

Part 3 – SDB Outreach Compliance Statement

1. List the Identified Items of Work for subcontracting opportunities for the solicitation along with specific work categories:

2. Attach to this form copies of written solicitations (with Bid or Proposal instructions) used to solicit Identified SDBs for these subcontract opportunities.

3. Offeror made the following attempts to contact the Identified SDBs:

4. Bonding Requirements (Please Check One):

This project does not involve bonding requirements.

Offeror assisted Identified SDBs to fulfill or seek waiver of bonding requirements.
(DESCRIBE EFFORTS):

5. Pre-Bid/Proposal Conference or Supplier Forum (Please Check One):

Offeror did attend the pre-Bid/Proposal conference or Supplier Forum

No pre-Bid/Proposal conference or Supplier Forum was held

Offeror did not attend the pre-Bid/Proposal conference or Supplier Forum



GFE Waiver – Part 4

Additional Information Regarding Rejected SDB Quotes

CRITICAL
 ✓ Documentation for Part 2

SDB-5

GOOD FAITH EFFORTS DOCUMENTATION TO SUPPORT WAIVER REQUEST OF SDB PARTICIPATION GOAL

Part 4 – Additional Information Regarding Rejected SDBs

This form must be completed if Part 2 indicates that an SDB was rejected because the Bidder/Offeror will use a non-SDB or will self-perform the Anticipated Scopes of Work. List the Anticipated Scopes of Work, indicate whether the work will be performed by a non-SDB or will be self-performed, and if applicable, state the name of the non-SDB firm.

| Describe Anticipated Scope of Work not being performed by SDBs | Self-performing or using non-SDB (provide name of non-SDB if applicable) | Reason why SDB was not used for anticipated scope of work along with brief explanation |
|--|---|---|
| | <input type="checkbox"/> self-performing <input type="checkbox"/> using Non-SDB Name: _____ | <input type="checkbox"/> price <input type="checkbox"/> capabilities <input type="checkbox"/> other |
| | <input type="checkbox"/> self-performing <input type="checkbox"/> using Non-SDB Name: _____ | <input type="checkbox"/> price <input type="checkbox"/> capabilities <input type="checkbox"/> other |
| | <input type="checkbox"/> self-performing <input type="checkbox"/> using Non-SDB Name: _____ | <input type="checkbox"/> price <input type="checkbox"/> capabilities <input type="checkbox"/> other |
| | <input type="checkbox"/> self-performing <input type="checkbox"/> using Non-SDB Name: _____ | <input type="checkbox"/> price <input type="checkbox"/> capabilities <input type="checkbox"/> other |
| | <input type="checkbox"/> self-performing <input type="checkbox"/> using Non-SDB Name: _____ | <input type="checkbox"/> price <input type="checkbox"/> capabilities <input type="checkbox"/> other |

Attach additional sheets as necessary.



GFE Waiver – Part 5

Subcontractor Unavailability Certificate

CRITICAL
✓ Required for each vendor listed in Part 1

**SDB-5
GOOD FAITH EFFORTS DOCUMENTATION TO SUPPORT WAIVER REQUEST OF
SDB PARTICIPATION GOAL**

Part 5 – SDB Subcontractor Unavailability Certificate

1. It is hereby certified that the firm of _____
(Name of SDB)

located at _____
(Number) (Street)

_____ was offered an opportunity to provide
(City) (State) (Zip)

_____ on Solicitation No. _____
(anticipated scope of work)

by _____
(Name of Prime Contractor's Firm)

2. _____ (SDB), is either unavailable for the work/service or
unable to prepare a proposal for this project for the following reason(s):



How to Meet the Goal

3 Scenarios

1. Self-Perform as a **DGS-verified** SDB and/or VBE Prime vendor
2. Find Separate **DGS-verified** SDB and VBE vendors
3. Use a **DGS Dually-verified SDB/VBE** vendor

Submittal Forms

1. Complete SDB-2&3/VBE-2&3 by putting your company name as vendor with appropriate percentage commitment to fulfill each goal amount.
2. Complete SDB-2&3/VBE-2&3 by noting SDB vendor on SDB submittal and VBE vendor on VBE submittal with appropriate percentage commitment to fulfill each goal amount.
3. Complete SDB-2&3 /VBE-2&3 by noting same vendor on both SDB-2&3 and VBE-2&3 with highest percentage value commitment on BOTH forms.



DGS Dually Verified SDB/VBE

SDB-3 SDB UTILIZATION SCHEDULE

Sample Scenario - 10% SDB Goal ; \$1,000.00 total project cost

List in the chart below SDBs (including where applicable a prime bidder or offeror is self-performing a portion of the work) that will be used to meet the SDB participation goal (add additional pages if necessary). Submit a **Letter of Commitment (SDB-3-1)** for each SDB subcontractor (add additional Letters of Commitment as necessary).

| SDB Name (SAP Vendor Number (6-digit number provided by SDB) SDB Verification Number (located on DGS SDB verification)) | Type of SDB (check all that apply) | Description of Work to be Performed (Statement of Work/Specification reference) | % Commitment (or % of work to be self-performed by SDB bidder/offeror) | Associated Dollar Value of Commitment |
|--|--|--|---|---------------------------------------|
| Name: <u>ABC IT Solutions</u> SAP Vendor Number: <u>123456</u> SDB Verification Number: <u>123456-2016-09-SB-M</u> | <input checked="" type="checkbox"/> MBE | IT staffing resources | % | \$ |
| Name: <u>Name of Dually Verified Sub-Contractor</u> SAP Vendor Number: <u>6 Digit Number</u> SDB Verification Number: <u>Obtain from SDB</u> | <input type="checkbox"/> MBE <input type="checkbox"/> WBE <input type="checkbox"/> LGTBTE <input type="checkbox"/> DOBE <input type="checkbox"/> SDVBE | | 6 % | \$60.00 |
| Name: <u>DGS-verified SDB Sub-Contractor</u> SAP Vendor Number: <u>6 Digit Number</u> SDB Verification Number: <u>Obtain from SDB</u> | <input type="checkbox"/> MBE <input type="checkbox"/> WBE <input type="checkbox"/> LGTBTE <input type="checkbox"/> DOBE <input type="checkbox"/> SDVBE | | 4 % | \$40.00 |
| Name: SAP Vendor Number: SDB Verification Number: | <input type="checkbox"/> MBE <input type="checkbox"/> WBE <input type="checkbox"/> LGTBTE <input type="checkbox"/> DOBE <input type="checkbox"/> SDVBE | | % | |
| Name: SAP Vendor Number: SDB Verification Number: | <input type="checkbox"/> MBE <input type="checkbox"/> WBE <input type="checkbox"/> LGTBTE <input type="checkbox"/> DOBE <input type="checkbox"/> SDVBE | | % | |
| Attach additional sheets if necessary | | | Total % SDB commitment: 10% | Total \$ amount: \$100.00 |

VBE-3 VBE UTILIZATION SCHEDULE

Sample Scenario - 3% VBE Goal ; \$1,000.00 total project cost

List in the chart below VBEs (including where applicable a prime bidder or offeror is self-performing a portion of the work) that will be used to meet the VBE participation goal (add additional pages if necessary). Submit a **Letter of Commitment (VBE-3-1)** for each VBE subcontractor (add additional Letters of Commitment as necessary).

| VBE Name (SAP Vendor Number (6-digit number provided by VBE) VBE Verification Number (located on DGS VBE verification)) | Type of VBE (check all that apply) | Description of Work to be Performed (Statement of Work/Specification reference) | % Commitment (or % of work to be self-performed by VBE bidder/offeror) | Associated Dollar Value of Commitment |
|--|--|--|---|---------------------------------------|
| Name: <u>ABC IT Solutions</u> SAP Vendor Number: <u>123456</u> VBE Verification Number: <u>123456-2016-09-SB-M</u> | <input checked="" type="checkbox"/> MBE | IT staffing resources | % | \$ |
| Name: <u>DGS Dually-verified Sub-Contractor</u> SAP Vendor Number: <u>6 Digit Number</u> VBE Verification Number: <u>Obtain from VBE</u> | <input type="checkbox"/> VBE <input type="checkbox"/> SDVBE | | 6 % | \$60.00 |
| Name: SAP Vendor Number: VBE Verification Number: | <input type="checkbox"/> VBE <input type="checkbox"/> SDVBE | This credit may exceed the Participation Goal Percentage | % | |
| Name: SAP Vendor Number: VBE Verification Number: | <input type="checkbox"/> VBE <input type="checkbox"/> SDVBE | | % | |
| Name: SAP Vendor Number: VBE Verification Number: | <input type="checkbox"/> VBE <input type="checkbox"/> SDVBE | | % | |
| Attach additional sheets if necessary | | | Total % VBE commitment: 6% | Total \$ amount: \$60.00 |

Sample Scenario: Solicitation Participation Goals
SDB = 10% VBE= 3%
Estimated contract value = \$1,000.00



Dually-Verified Vendor Instructions

If a DGS-verified SDB is dually verified as a VBE, the firm will receive credit towards both the SDB participation goal and the VBE participation goal as set forth on the SDB and VBE Participation Summary Sheet. This credit may exceed the participation goal percentage, as shown in the example below.

Example: The SDB participation goal is 10% and the VBE participation goal is 5%. A subcontractor is DGS-verified as both an SDB and a VBE and will perform 10% of the contract work. The prime contractor can satisfy both the SDB participation goal and the VBE participation goal through that dually verified subcontractor's performance of 10% of the contract work, unless otherwise agreed to by the parties in writing and approved by BDISBO and the Issuing Office.

*Based on this example, the percentage commitment indicated on SDB-3 for SDB work on this contract would be 10%, and the VBE percentage commitment indicated on VBE-3 on this contract would be 10% as well. These contractual commitments meet the SDB participation goal of 10% and **exceed** the 5% VBE participation goal for this contract. Please note that the dually verified SDB/VBE firm only receives 10% of the contract work based on the example above.*

Newly Revised



Best Practices

Do's

- Read the solicitation and all instructions completely.
- Submit SEPARATE SDB and VBE submittal forms.
- Validate subcontractor SDB/VBE status in DGS Supplier Database.
- Ensure that all appropriate forms are completed and signed correctly.
- Submit questions early per the solicitation requirements.

Don'ts

- Make any assumptions.
- Copy SDB submittal paperwork. Download and complete the VBE submittal separately, titles and accuracy matter.
- Skip any portion of the GFE request documentation.
- Forget to verify subcontractor status as current SDB/VBE in DGS Supplier Database.




Important Notes

NEW Prompt Payment Terms (non- construction) –
7/1/2023

- Bidder/Offeror shall pay SDB/VBEs, after receipt of a proper invoice and all other required documentation from an SDB/VBE, within 10 days after receipt of payment from the Commonwealth.
- Model Form SDB/VBE Subcontractor Agreement (Appendix I)- is provided for informational purposes only. To be completed by award winning vendor only.



REMINDER



**Failure to submit
fully completed SDB
and VBE submittal
packets or GFE
waiver request
documentation will
result in removal of
your bid for award
consideration**



Questions?



BDISBO Contact Info

Bureau of Diversity, Inclusion and Small Business Opportunities

North Office Building
401 North Street, Room 611
Harrisburg, PA 17120-0500
717.783.3119

GS-BDISBO@pa.gov

