

Fulfilling your SDP Commitment

Serving Public Buyers and Vendors of the Commonwealth of Massachusetts



Outcomes

How to Fulfill your SDP Commitment by:

- ❑ Understanding Key Concepts about the Supplier Diversity Program
- ❑ Locating SDP Partners
- ❑ Utilizing OSD Resources
- ❑ Building SDP Partner Relationships



What is SDP?

Mission: promote equity and opportunity in state contracting

Administered by the Supplier Diversity Office at the OSD

How it works:

- Prime Vendors awarded large contracts must spend with certified businesses
- Spending commitments based on percentage of sales earned from the state contract.
- SDP spending is reported quarterly



Key Points for Bidders and Prime Vendors

Statewide Contracts or Dept. Contracts over \$150,000

- All prime vendors are required to have SDP partners even if your individual sales are under 150k.
- All prime vendors are required to have SDP partners even if your company is certified
- SDP Partners must be listed in the SDO directories of certified businesses at www.mass.gov/sdp
- Your SDP Partners can be changed at any time with other certified businesses

Qualified SDP Partners

Categories	Meaning . . .
MBE	Minority Business Enterprise
M/NPO	Minority Non-Profit Organization
WBE	Woman Business Enterprise
W/NPO	Women Non-Profit Organization
VBE	Veteran Business Enterprise
SDVOBE	Service-Disabled Veteran-Owned Business Enterprise
DOBE*	Disability-Owned Business Enterprise
LGBTBE*	Lesbian, Gay, Bisexual, Transgender Business Enterprise

NEW

NEW

Qualified SDP Spend

Subcontracting

General Business Expenses

Partner Growth and
Development

Supporting Certified
Non-Profits



Spend with SDP Partners

B2B Relationship Type: Subcontracting



For example: A contractor who provides uniforms under a statewide contract may subcontract a Woman Owned Business who manufactures buttons for the uniforms. This spending would count toward the prime contractor's SDP Commitment.

Spend with SDP Partners

B2B Relationship Type: Daily Business Operations

- ✓ Janitorial
- ✓ Catering
- ✓ Accounting Services

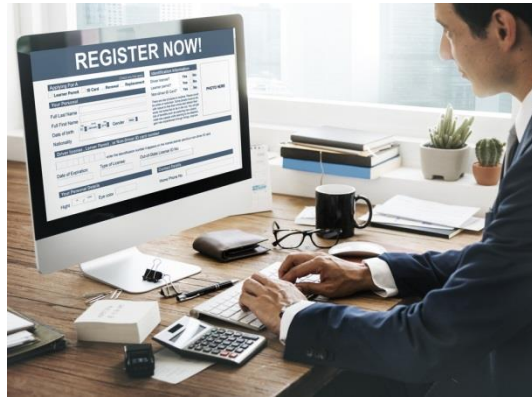


❖ **One Time Expenditures Qualify Too!**



Spend with SDP Partners

B2B Relationship Type: Growth and Development



- . Some examples of this would be:
- Providing or sponsoring a booth for your SDP partner at a trade show.
- Paying for your SDP partner's chamber of commerce membership.
- Underwriting your SDP partner's staff training.



Spend with SDP Partners

B2B relationships Type: Supporting Non- Profit Organizations

SDO may recognize in-kind donations to certified minority and women nonprofit organizations. Your in-kind donation of products or services to these certified organizations, or your company staff volunteer time may count toward meeting your SDP commitment. the specific arrangement and monetary value needs to be approved by the contract manager.



Finding Eligible Certified Partners

- 🔍 Survey your current business partners and suppliers
- 🔍 SDO database and lists
- 🔍 Networking Events



The Power of Partnership

- 2000 prime vendors
- 3000 State certified businesses
- 15,000+ other eligible businesses



Finding Eligible Certified Partners

**Are your suppliers
Currently SDO Certified?**

**If not , are they eligible
for certification?**

**Free certification
self-assessment**



www.mass.gov/sdo/start

Popular SDP Partnerships



Finding Partners

Online Directory of Certified Businesses

Learn about the Supplier Diversity Program (SDP)

The SDP encourages the award of state contracts in a way that strengthens and increases business opportunities for diverse companies.

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- ▼ How does the SDP work for Purchase of Services Providers (POS)?
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- ▼ Program Resources for Bidders and Contractors
- ▼ Contact

www.mass.gov/sdp

Which businesses are eligible to serve as SDP Partners?

Businesses appearing on the following lists are eligible to serve as SDP Partners:

- MBEs, WBEs, VBEs, SDVOBES, DOBES and LGBTBEs as well as Minority and Women Nonprofit Organizations (M/NPO and W/NPO) certified or recognized by the [Operational Services Division's Supplier Diversity Office](#)
- Additional LGBTBEs located in [New England and New York](#) recognized by the Operational Services Division's Supplier Diversity Office
- Veteran and Service-Disabled Veteran-Owned Small Businesses certified by the VetBiz/U.S. Department of Veterans Affairs [Office of Small and Disadvantaged Business Utilization \(OSDBU\)](#)

Finding Partners

Online Directory of Certified Businesses

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- Additional LGBTBEs located in New England and New York recognized by the Operational Services Division's Supplier Diversity Office
- Veteran and Service-Disabled Veteran-Owned Small Businesses certified by the VetBiz/U.S. Department of Veterans Affairs Office of Small and Disadvantaged Business Utilization (OSDBU)

Finding Partners



So what if you can not find your certified partner on the list?

Report the spending anyway and ask for an exception. SDO will work with you to qualify that spending towards your commitment.

Be sure to check the databases on a regular basis as new certified businesses are continuously added.

Review



Resources and Contact Info



Supplier Diversity Program

- Website: www.mass.gov/sdp
- SDP Help Desk: sdp@mass.gov

SDO Certification Help Desk

- Email: Webmaster.SDO@mass.gov

Operational Services Division

- Website: www.mass.gov/osd

COMMBUYS Help Desk

- Phone: 617-720-3197
- Toll-free: 888-627-8283
- Email: commbuys@mass.gov

OSD Training

- Phone: 617-720-3300
- Email: osdtraining@mass.gov

Online Learning Tools

- [Webcasts](#)
- [Job Aids](#)
- [Vendor Training Overview](#)