DELAWARE PROCUREMENT RESOURCES

To become more connected with the State of Delaware for access to opportunities for networking, business development, and contracting you are invited to consider the following:

Learn "How To Do Business With The State Of Delaware": Government Support Services (GSS) Contracting Unit and OSD offer a free "Vendor Day" education, to assist vendors to learn how to do business with the State of Delaware. We cover the above as well as categories of procurement, spending thresholds, transparent business intelligence, access to opportunity points, the state's checkbook and Procurement card spend sites, and more. All to help you determine if you might wish to bid on future contacts. We also explain the unadvertised below-threshold opportunities. Review the information: https://mymarketplace.delaware.gov/documents/vendor-day.pdf?ver=1215

Search for Delaware Contracts: Delaware's transparent procurement portal is: https://mymarketplace.delaware.gov/. You may search current and archived contracts and see: pricing for central contracts, expiration dates, originating solicitations, Awarded Vendors, which businesses submitted proposals, and for central contracts by GSS you can review historical spend reporting. These contracts are for formal procurement activities and the information available may vary based upon the agency initiating the solicitation and controlling the contract.

Register for Formal Contracting Opportunity Notifications & Search Open Solicitations: sign up for a free service that allows you to receive an email notification when a bid posts for an area you have expressed interest in. Access and a step-by-step guide can be found at https://bids.delaware.gov/.

Attend "Contacts To Watch": the GSS Contracting Unit offers a "Contracts to Watch" informal meeting to facilitate the gathering and sharing of industry information related to contracts approaching a critical decision point. Parties interested in sharing information on the efficiencies of the existing contract(s) or trends in related market sectors may participate. The list of contracts for discussion and the registration link are shared prior to each meeting on the Contracting Unit Blog: https://contracting.blogs.delaware.gov/ and the OSD List Serve (see OSD List Serve below).

Seek New Opportunities to Do Business with Schools, Fire Departments, and Municipalities: Not all entities are required by Delaware Code to utilize State contracts, but they may choose to or may contract on their own. Excluded entities are: schools, fire departments, and municipalities. Therefore, you are eligible to market directly to these groups. To help you identify whom to contact GSS maintains a list of those procurement officers at: http://mymarketplace.delaware.gov/procurement-contacts.shtml

Review the Results: of our outreach to the vendor community, contract spending with the business community, how many vendors are engaged with us, the certified community of diverse and small businesses, and much more you can view the "Economic Development" and "Government & Finance" tiles within Open Data: https://data.delaware.gov/ and the "Results Delaware" tile within https://mymarketplace.delaware.gov/.

Join the OSD List Serve: to Engage with the Business Community. To receive notice of various business networking events, development workshops, and other business engagement throughout the state and region, join the free OSD List Serve: http://directory.osd.gss.omb.delaware.gov/self-registration.shtml. Consider attending an "Open for Business" free event where the various Business Resource Partners come together to meet and assist you; they are offered in each county. Each email subject line will start with "OSD is Sharing:_____".

Inclusion of the entire community of traditional, diverse, and small businesses is how we ALL work together.

Government Support Services
100 Enterprise Place, Suite 4
Dover, Delaware 19904
GSS fax 302.739.3779
OSD fax 302.677.7086
Procurement Portal **MyMarketplace.Delaware.gov**
OSD website: **gss.omb.delaware.gov/osd**