

# Doing Business with the State of Georgia Government!



Department of Administrative Services  
Improving efficiency, compliance and workforce performance

State Purchasing Division

November 10, 2022





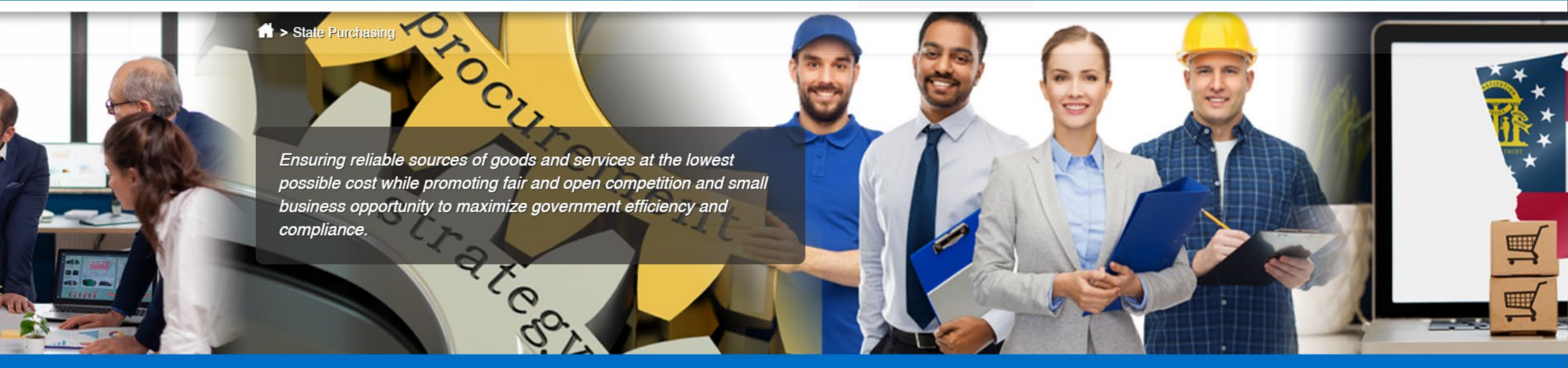
**Julian Andrea Bailey, MBA, PCM®**  
Small Business and Supplier Diversity  
Manager

[Julian.Bailey@doas.ga.gov](mailto:Julian.Bailey@doas.ga.gov)

- Almost 10 year with Georgia DOAS, State Purchasing Division
- Recently named Small Business and Supplier Diversity Manager
- Bachelor of Arts in Public Relations, Howard University
- MBA in Management, Troy University
- Professional Certified Marketer (PCM®)



# Georgia DOAS State Purchasing Division



State Purchasing is responsible for the purchase of more than \$4.5 billion of goods and services each year for state entities, colleges and universities.

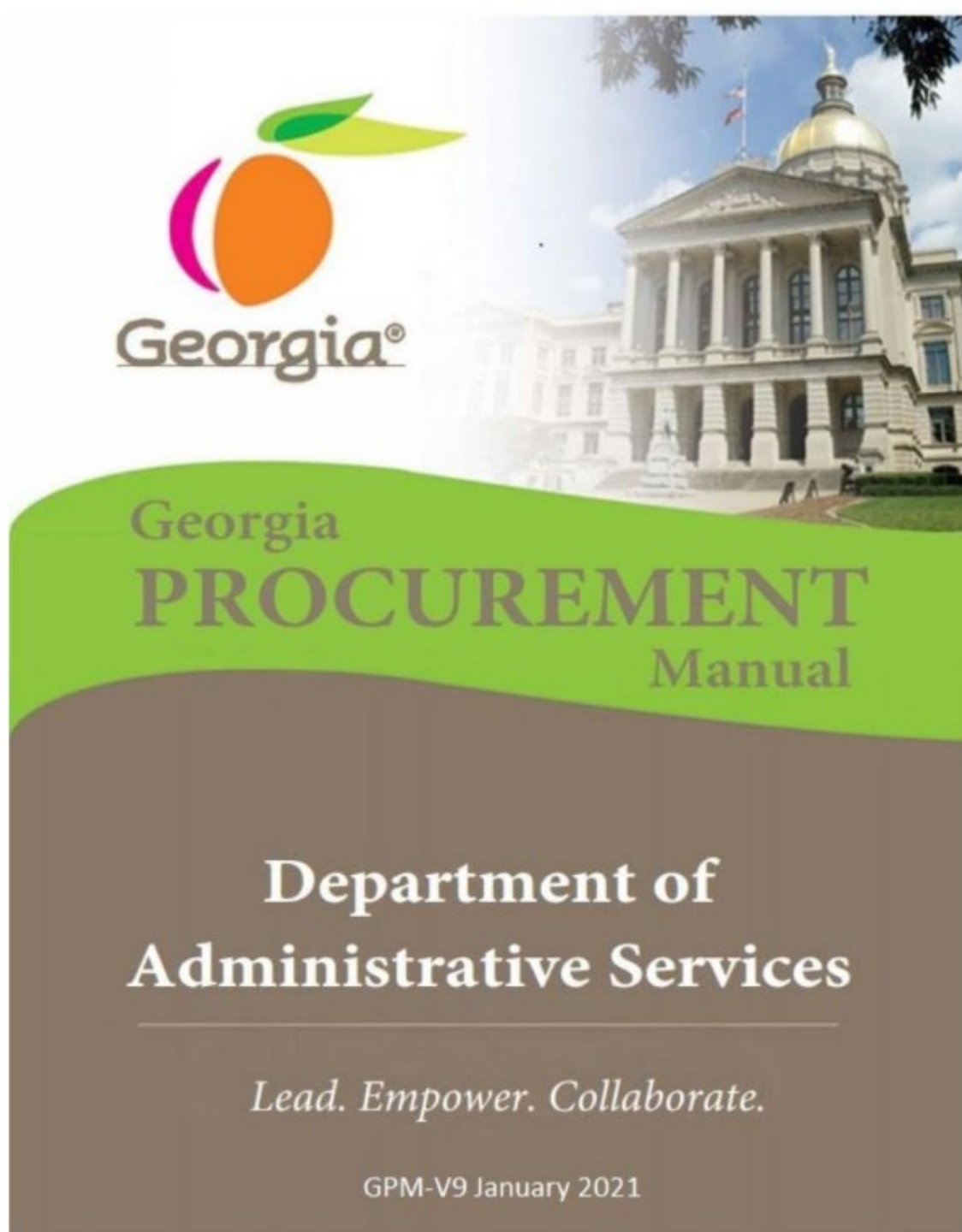
[www.doas.ga.gov](http://www.doas.ga.gov)

# Georgia Procurement Manual

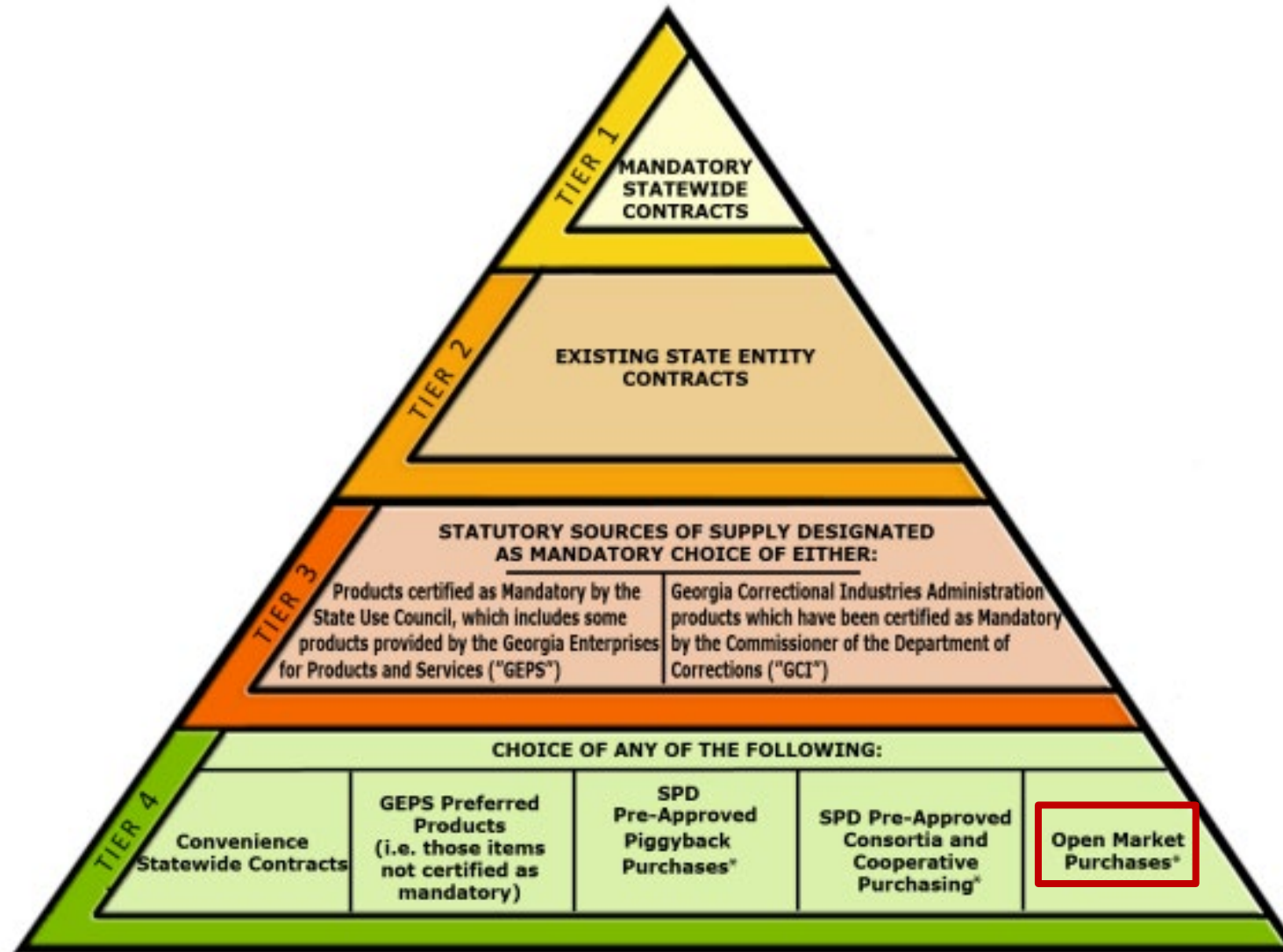
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Access the Georgia Procurement Manual to obtain information on procurement in the State of Georgia!

Available in print and online at:  
[www.doas.ga.gov](http://www.doas.ga.gov)



# Georgia Procurement Manual – Order of Precedence



Any procurement staff requesting the purchase of a service and/or product must first check the Order of Precedence for purchasing

Only after checking first 3 tiers, can we procure from the **Open Market**



# Competitive Bidding Requirements

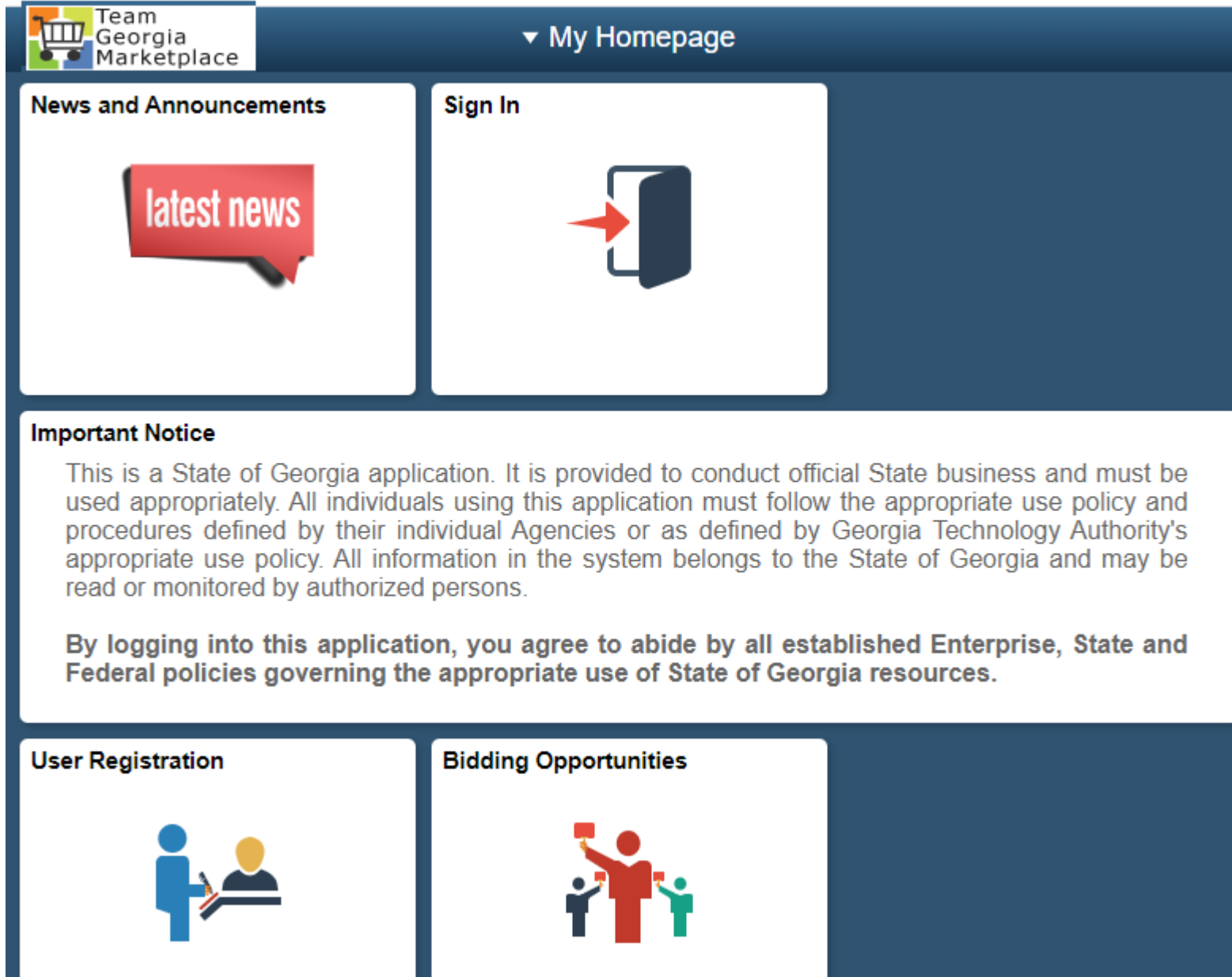
< \$25,000 No bidding required

≥ \$25,000 Requires a bidding process

- Bids are posted on the Georgia Procurement Registry
- Sourcing methods include RFQ, RFP, RFI, RFQC
  - RFI and RFQC do not end in award
- Sourcing tools include Team Georgia Marketplace™ and eSource

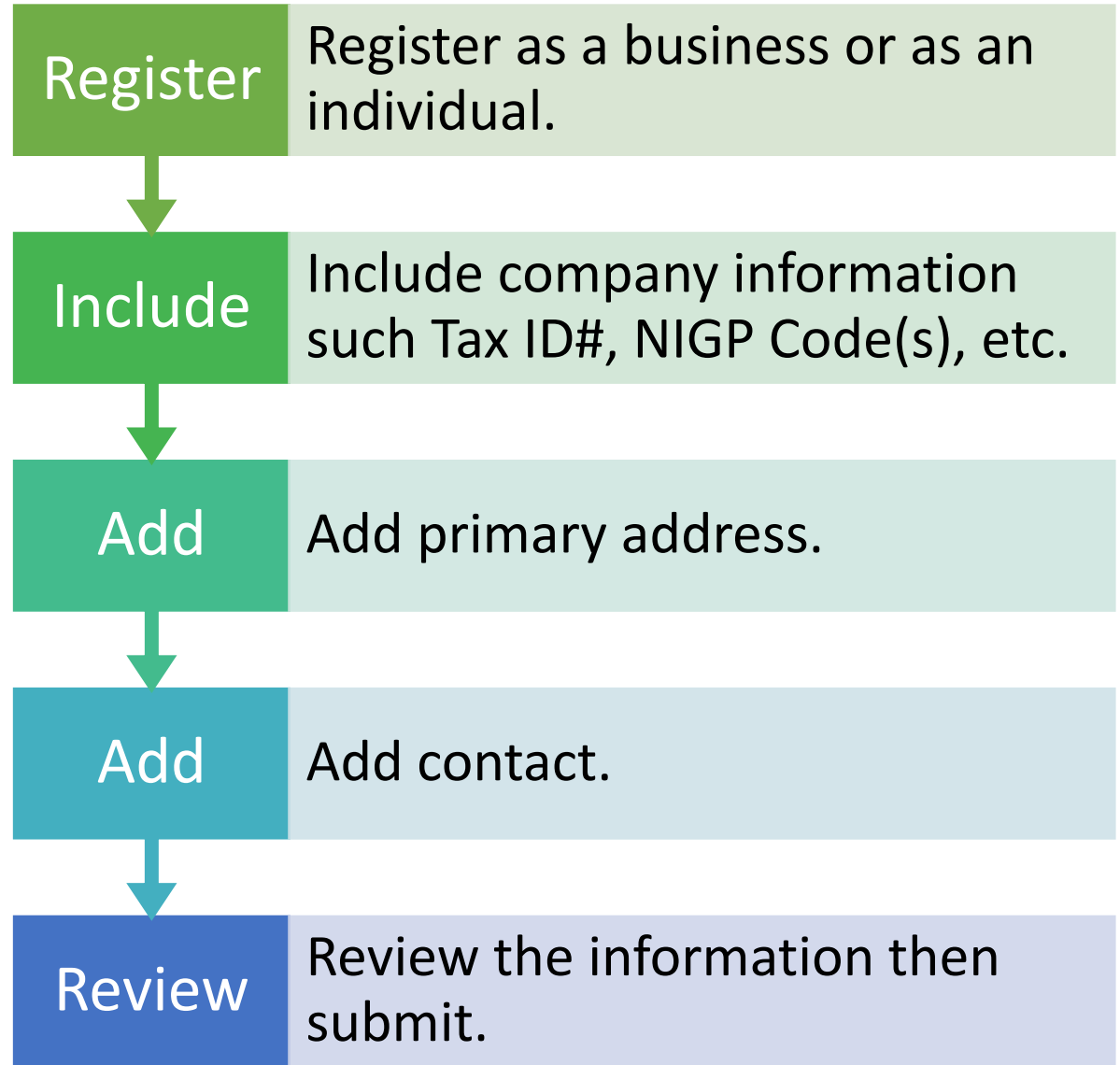


# Team Georgia Marketplace™



First step in  
doing business  
with the State of  
Georgia!

# TGM 5-Step Registration Process





# Georgia Procurement Registry (GPR) – State Bids

Georgia DOAS

GEORGIA PROCUREMENT REGISTRY

Team Georgia Marketplace

Quick Links

Bidding Event Search

Supplier Search

NIGP Search

Team Georgia Marketplace

- Bidder and Supplier Portal

GPR Buyer Login

References

Find bidding opportunities offered by the State of Georgia. To submit a bid or proposal, you must be registered as a supplier or bidder. To register, [click here](#). To search for a bidding event, use a keyword or any combination of criteria. Events will be displayed in the search results.

Event Search Criteria

Type of Response

All

Search Keyword

Enter Event ID or Title

Government Type

All

All

County Governments

Health Boards / Water Sheds / Others

Municipalities / Cities

School Boards / K-12

State Government

Government Entity

All

Event Date Range

--- Select ---

MM/DD/YYYY

MM/DD/YYYY

Reset

Search

Local Government is required to post bids \$100K and more!

State Government is required to post bids \$25K and more!

Georgia Department of Administrative Services

# Jaggaer Sourcing Director

Bidding tool used by the University System of Georgia and its state colleges and universities





# How to Locate the Event

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ssl.doas.state.ga.us/gpr/

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Inbox (5) - astovero...

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 **GEORGIA PROCUREMENT REGISTRY**

 **Team Georgia Marketplace**

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★ Quick Links

📅 Bidding Event Search

🔍 Supplier Search

🔍 NIGP Search

🛒 Team Georgia Marketplace  
- Bidder and Supplier Portal

👤 GPR Buyer Login

🔗 References

OPEN Events

Show 

50

 entries

Previous

1

2

Next

	Event ID	Event Title	Government Entity	Start Date (ET)	End Date (ET)	Ends In	Status
	<a href="#">2023-IFB-INTECH-0049</a>	Salesforce Licenses	Georgia Institute Of Technology	Oct 21, 2022 @ 02:26 PM	Nov 07, 2022 @ 10:00 AM	Ending soon 0hrs,20 mins	Open
	<a href="#">GWCCA101822-EC</a>	Waste Management Services	Georgia World Congress Center Authority	Oct 25, 2022 @ 12:54 PM	Nov 07, 2022 @ 10:00 AM	Ending soon 0hrs,20 mins	Open
E	<a href="#">46600-DPS0000293</a>	MSA G1 SCBA 4500 Systems	Public Safety, Department Of	Nov 02, 2022 @ 01:53 PM	Nov 07, 2022 @ 01:00 PM	Ending soon 3hrs,20 mins	Open
E	<a href="#">92100-GCI0000773</a>	Canned Ketchup	Georgia Correctional Industries Administrati	Nov 01, 2022 @ 12:49 PM	Nov 07, 2022 @ 02:00 PM	Ending soon 4hrs,20 mins	Open
	<a href="#">RFQ-484-DesignTIA-11</a>	Engineering Design Svcs for TIA Projects Batch 11	Transportation-2, Department Of	Oct 03, 2022 @ 11:46 AM	Nov 07, 2022 @ 02:00 PM	Ending soon 4hrs,20 mins	Open
	<a href="#">TCSG-396-PM</a>	PM Svcs - Quick Start EV Industry Training Centers	Georgia State Financing And Investment Commi	Oct 13, 2022 @ 02:40 PM	Nov 07, 2022 @ 02:00 PM	Ending soon 4hrs,20 mins	Open
E	<a href="#">48400-DOT0002695</a>	Aggregate Statewide	Transportation, Department Of	Oct 17, 2022 @ 09:31 AM	Nov 08, 2022 @ 02:00 PM	1 days	Open
E	<a href="#">50900-eRFQ-000000438-2023</a>	GSU - SB Roll Towel	Georgia State University	Oct 11, 2022 @ 04:00 PM	Nov 08, 2022 @ 02:00 PM	1 days	Open
E	<a href="#">92100-GCI0000775</a>	Macaroni	Georgia Correctional Industries Administrati	Nov 02, 2022 @ 10:41 AM	Nov 08, 2022 @ 02:00 PM	1 days	Open
E	<a href="#">92100-GCI0000774</a>	Salad Oil	Georgia Correctional Industries Administrati	Nov 01, 2022 @ 02:35 PM	Nov 08, 2022 @ 02:00 PM	1 days	Open
	<a href="#">07-00005-</a>	Camford Hall Watermain	University Of West Georgia	Oct 20, 2022 @	Nov 02, 2022 @	4 days	Open

11

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# MBE Certification Program

The Minority Business Enterprise (MBE) program is a collaborative effort between the Georgia Department of Administrative Services (DOAS) and the Georgia Department of Transportation (GDOT) and provides a joint process for Disadvantaged and Minority Business (DBE/MBE) certification.

“Minority” classification includes individuals from the following groups:

- African Americans
- Asian Americans
- Latinos/Hispanics
- Native Americans
- Pacific Islanders

Visit our website for information: [www.doas.ga.gov](http://www.doas.ga.gov)

# Supplier Training

Training includes web-based videos, quick reference guides, webinars, and face-to-face training and workshops across the State!

<https://doas.ga.gov/state-purchasing>

## SUPPLIER TRAINING

### Supplier Orientations

Supplier orientation sessions feature information on how to register your company to be on the state's supplier list and establish your eligibility to receive bid notices. At these sessions, general information will be given about the purchasing process and the various kinds of purchases that are made by government entities.

[Click here to Register](#) for a Supplier Orientation.

### Supplier Webinars

During these sessions, companies are shown the steps to respond to bids in Team Georgia Marketplace and eSource. They will learn how to search the Georgia Procurement Registry for open and awarded solicitations, and download and attach required documents. They will also be shown important things to remember as they navigate through the state's procurement process. If information is needed about specific events, Suppliers are encouraged to contact the associated Buyer for said solicitation.

Visit the supplier training [calendar](#) for all scheduled Orientation and Webinar sessions.

### Pre-Recorded Training Webinars

Real-time training for suppliers is listed below. Companies can view pre-recorded training webinars or review quick reference guides for assistance with Team Georgia Marketplace and eSource functions.

- [Georgia Procurement Manual \(GPM\) for Suppliers](#)
- [Register as a Sourcing Bidder](#)
- [Maintain Bidder Information](#)
- [Register as a Supplier](#)
- [Maintain Supplier Information](#)
- [Manage Purchase Orders](#)
- [Manage Payment Information](#)
- [Responding to a Request for Proposal in eSource](#)
- [Responding to a Request for Quote in eSource](#)
- [Responding to a Request for Qualified Contractors in eSource](#)

## CONTACT

**Supplier Training**  
Procurement Help Desk

Phone  
404-657-6000

Email  
[procurementhelp@doas.ga.gov](mailto:procurementhelp@doas.ga.gov)

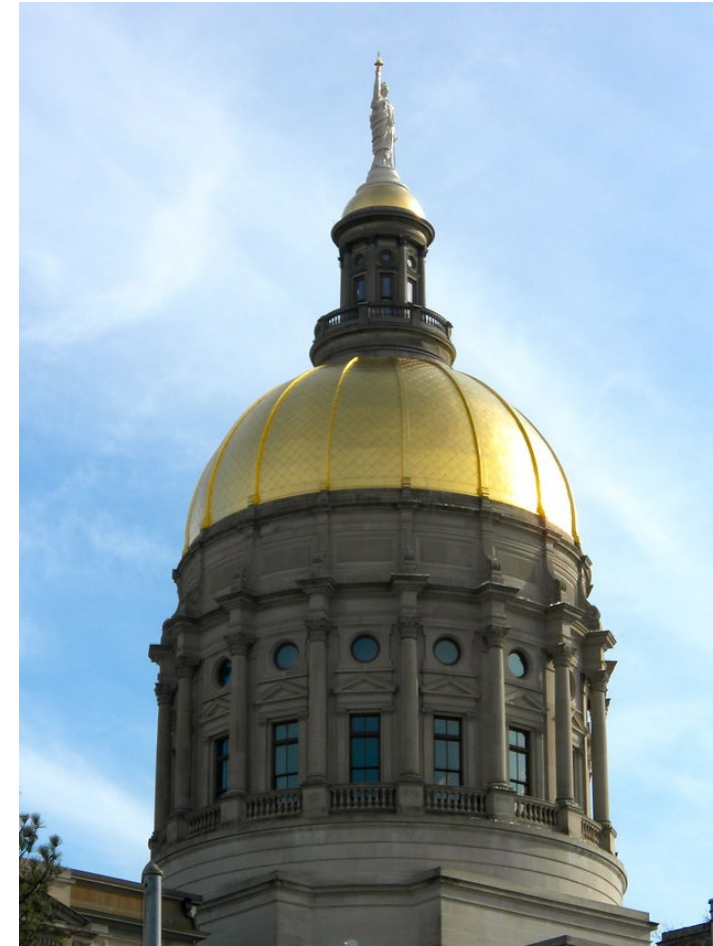
[View All Division Contacts](#)



# Small Business and Supplier Diversity Initiative

## Governor's Executive Order – July 13, 2022

- Create the position of Small Business & Supplier Diversity Manager
- Increase outreach to small business community with focus on minority-owned, woman-owned and veteran-owned businesses
- Identify challenges faced by small businesses in the state procurement process
- Prepare recommendations to make state procurement process more easily accessible
- Collaborate with Georgia Department of Economic Development and UGA SBDC Multicultural Business Division
- Report due October 31, 2022





# Top Three Challenges

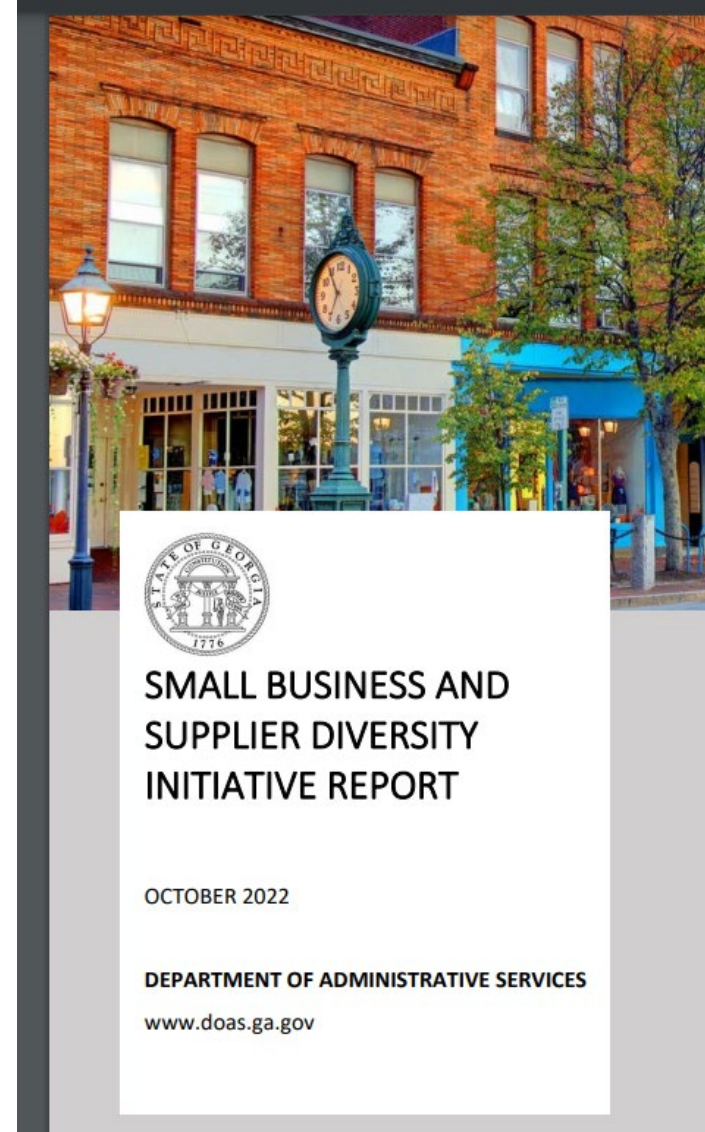
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- Satisfying State Requirements
- Bid Opportunity Identification
- Readiness to Bid



# Recommendations

1. Designate small business liaisons at each state entity, college and university subject to the Department's procurement authority;
2. Expand the minority business enterprise certification program;
3. Pilot an informal bidding process;
4. Revise the state's bidding and contracting requirements for certain projects;
5. Improved promotion of the Department's procurement systems trainings;
6. Expand matchmaking opportunities for small businesses;
7. Increased outreach, training and additional support to small businesses;
8. Expand business-to-business mentorship opportunities for small businesses; and,
9. Facilitate information sharing on access to capital resources.



# Support and Contact Information

- **Supplier Services Website –**

- Georgia Procurement Manual
- Team Georgia Marketplace
- Georgia Procurement Registry
- Jaggaer Sourcing Director

- **Supplier Orientation**

- **Supplier Webinar**

- **Supplier Outreach & Communications**

- Julian A. Bailey, [julian.bailey@doas.ga.gov](mailto:julian.bailey@doas.ga.gov)
- Lanique Bradley, [Lanique.bradley@doas.ga.gov](mailto:Lanique.bradley@doas.ga.gov)

- **State Purchasing Contact Center Help Desk**

- Email – [procurementhelp@doas.ga.gov](mailto:procurementhelp@doas.ga.gov)
- State Purchasing Contact Center Help Desk – 404-657-6000





