Julian Andrea Bailey, MBA, PCM®
Small Business and Supplier Diversity Manager
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• 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®)
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
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
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
First step in doing business with the State of Georgia!
TGM 5-Step Registration Process

Register
- Register as a business or as an individual.

Include
- Include company information such as Tax ID#, NIGP Code(s), etc.

Add
- Add primary address.

Add
- Add contact.

Review
- Review the information then submit.
Georgia Procurement Registry (GPR) – State Bids

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

State Government is required to post bids $25K and more!
Jaggaer Sourcing Director

Bidding tool used by the University System of Georgia and its state colleges and universities
How to Locate the Event

<table>
<thead>
<tr>
<th>Event ID</th>
<th>Event Title</th>
<th>Government Entity</th>
<th>Start Date (ET)</th>
<th>End Date (ET)</th>
<th>Ends In</th>
<th>Status</th>
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<td>Georgia Institute Of Technology</td>
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<td>Georgia World Congress Center Authority</td>
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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
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
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

• 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
  ➢ Lanique Bradley, Lanique.bradley@doas.ga.gov

• **State Purchasing Contact Center Help Desk**
  ➢ Email – procurementhelp@doas.ga.gov
  ➢ State Purchasing Contact Center Help Desk – 404-657-6000