Doing Business with the State of Georgia Government





Welcome!





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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. The division:

- Sets the procurement rules and regulations
- Manages procurement systems and platforms
- Issues and regulates statewide contracts
- Promotes equal access and competition among suppliers

For more information, visit our web site: www.doas.ga.gov

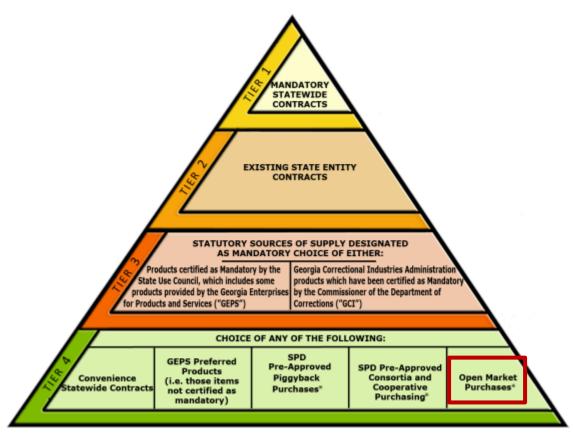
Georgia Procurement Manual



The GPM is available online and in print format from our website. You can access both formats at any time.

Georgia Procurement Manual

Order of Precedence



- Any employee 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

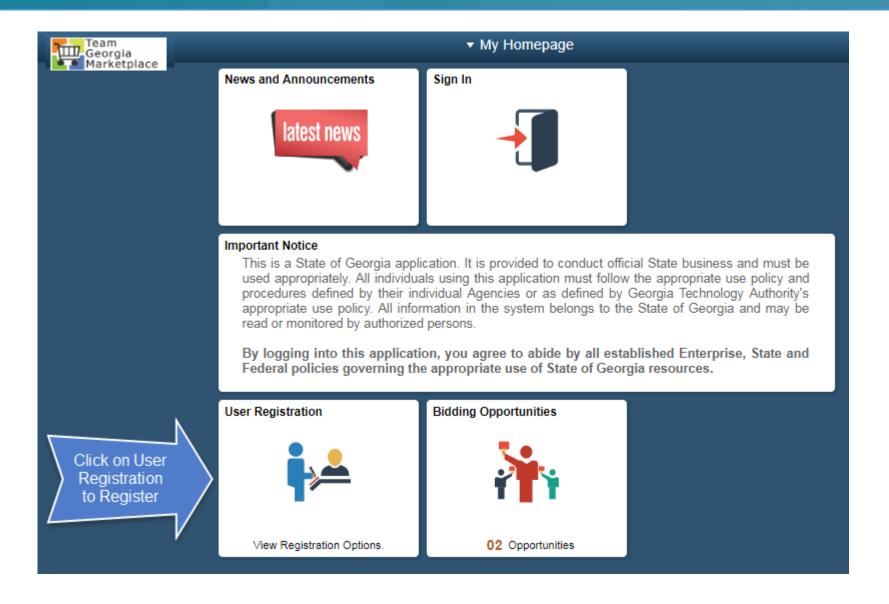
Georgia Procurement Manual



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

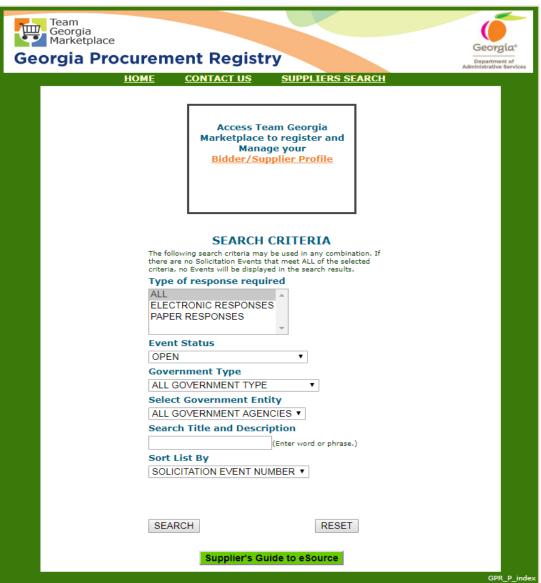
Team Georgia Marketplace™



Georgia Procurement Registry

Under the Search Criteria you can:

- Search for Open, Awarded, Under Evaluation, Closed and other solicitations
- Search several government entities
 - State Government
 - Municipalities
 - County Government
 - K-12 Public School Districts
- Search by Title and Description
- Sort List by Solicitation Event Number



eSource

eSource is a procurement sourcing and solicitation tool that enables purchasing agents of the state to electronically solicit bid opportunities. Essentially, eSource replaces the use of fax or processing paper-based solicitations.

- In order to bid on an eSource, you must have received an email invitation to bid
- Contains eSource-specific
 User ID and Password
- Can only be used for that eSource
- Not the same User ID/Password combination as used for Team Georgia Marketplace
- eSource pre-recorded training webinars



State of Georgia Business Definitions

Georgia Resident Business: Any business that regularly maintains a place from which business is physically conducted in Georgia for at least one year prior to any bid or proposal to the state, or;

A new business that is domiciled in Georgia and which regularly maintains a place from which business is physically conducted in Georgia, however, that place from which business is conducted shall not include a post office box, a leased private mailbox, site trailer, or temporary structure (OCGA 50-5-121, 50-5-122).

Small Business: A business which is independently owned and operated with either fewer than 300 employees or less than \$30M in gross receipts per year (OCGA 50-5-121, 50-5-122).

Georgia Resident Small Business: A business which meets criteria for both Georgia Resident Business and Small Business.



Business Status Considerations

Minority-Owned Business

Any business that is 51% owned and controlled by one or more minorities and is authorized to do and is doing business under the laws of the state of Georgia, paying all taxes duly assessed and domiciled within this state (OCGA 50-5-131).

• The state of Georgia recognizes five minority groups: Asian American, Native American, African American, Hispanic/Latino and Pacific Islander.

Certified Minority Business Enterprise

The process for certifying as a Minority Business Enterprise (MBE) pursuant to OCGA 50-5-130 and as a Minority Subcontractor pursuant to OCGA 48-7-38 with the Georgia Department of Administrative Services (DOAS) is streamlined.

It involves using the Georgia Department of Transportation's (GDOT) Uniform Certification application and personal net worth affidavit for Disadvantaged Business Enterprises (DBEs) as the central certification forms. This will result in dual certification with both GDOT DBE and DOAS MBE.

 Georgia law permits an income tax adjustment on the state tax return of any company that subcontracts with a certified minority-owned firm to furnish goods, property or services to the state of Georgia.

Bidders' Conferences

- Public meetings that occur prior to the closing date of the solicitation to distribute information
- Pre-bid/Bidders'/Offerors' conferences may be conducted for the purpose of allowing suppliers to participate in a site visit to the physical location
- The solicitation must identify any such public meeting and define whether or not a supplier's attendance at such public meeting is mandatory
- If it is mandatory, you MUST attend to participate in solicitation!

There is 100% chance the winner of the contract is in the room for Mandatory Conferences!

Supplier Training

Training includes web-based videos, quick reference guides, webinars, and classroom-based **Orientations and Seminars** across the State!



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

procurementhelp@doas.ga.gov

View All Division Contacts





Support & Assistance

- Supplier Services Website
 - ➤ Georgia Procurement Manual
 - ➤ Team Georgia Marketplace Training
 - ➤ eSource Supplier's Guide
 - ➤ eSource Supplier's Training (online)
- Supplier Orientation
- Supplier Webinar
- Supplier Outreach & Communications
 - ► Julian A. Bailey, <u>julian.bailey@doas.ga.gov</u> 404-651-9704
 - ➤ State Purchasing Contact Center Help Desk Email procurementhelp@doas.ga.gov
- State Purchasing Contact Center Help Desk 404-657-6000

