

New York State's Technology Sector
MWBE Infielder
Leveling the Playing Field in the Tech Sector



CIO/OFT Announces 20% MWBE Participation Goal for 2010 Achieved Ahead of Schedule

A Tech Sector MWBE Forum held on November 16, co-hosted by the Division of Minority and Women Business Development (DMWBD) of Empire State Development (ESD) and New York State Chief Information Officer/Office for Technology (CIO/OFT), shared recent accomplishments of the state's IT Supplier Diversity Program. CIO/OFT exceeded its goal, ahead of schedule, to increase the number of woman and minority-owned businesses participating in state technology procurements to 20% by the end of 2010.

CIO/OFT worked with the corporate technology sector and state agencies to increase MWBE participation levels in state technology procurements. In 2007, CIO/OFT set the 20% MWBE participation goal to be reached by 2010, starting with less than 1% in 2007. For the quarter ending September 30, 2010, CIO/OFT's MWBE participation rate reached 20.58%.

"I am extremely pleased we exceeded our challenging goal. Promoting supplier diversity in state technology contracts has been a top priority of the Governor's Administration and CIO/OFT," said Dr. Mayberry-Stewart. "I thank our global IT MWBE Champions and our state agency CIO Champions who helped us make solid progress to significantly increase MWBE participation on state IT contracts. Reaching our 20% goal in time is the result of valuable public/private partnerships."

Dr. Mayberry-Stewart detailed additional accomplishments of CIO/OFT's IT Supplier Diversity Program including:

- Co-hosting, with DMWBD, technology sector MWBE Jumpstart events and

match-making sessions

- Requiring prime contractors to meet MWBE subcontracting goals or exhibit "best efforts" for all IT procurements;
- Cultivating the importance of supplier diversity by integrating the topic into all employee orientation trainings;
- Launching the MWBE Infielder newsletter to reflect successes and best practices achieved through MWBE programs, shared resources, future opportunities, and upcoming events to more than 1,100 MWBE and IT companies; and
- Collaborating with DMWBD to develop and launch, www.nylovesmwbe.ny.gov, to



Mary Ginty, CIO/OFT Chief Procurement Officer (left) talks with MWBE firms during the MWBE Forum on November 16.

help companies become certified MWBEs.

Michael Jones-Bey, Executive Director of DMWBD, highlighted results of the Disparity Study released in May 2010. The Study, "The State of Minority and Woman Owned Business Enterprise: Evidence from New York," describes disparity of minority and MWBEs in state contracts. The Study found evidence of business discrimination against MWBEs in the private sector of New York State. The findings support the state's initiatives aimed at creating more business opportunities for the MWBE community as a valid pursuit.

CIO/OFT worked closely with New York's top IT vendors to establish corporate MWBE participation goals. Eleven global IT Corporate MWBE Lead Champions met or exceeded their 20% IT supplier diversity goal. Also, Dr. Mayberry-Stewart recog-

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Dr. Melodie Mayberry-Stewart recognizes Brian Scott, CIO for the NYS Department of Health, for being a state agency "Lead Champion" of MWBEs.

Upcoming Events

Developing your Core Value Proposition

December 2, 6:00pm--8:00pm

Location: New York, NY

Contact Info: (646)312-4790, sbdc@baruch.cuny.edu

Accounting and Information Building

December 6, 6:00pm 9:00pm

Location: Utica, NY

Contact Info: (315)792-7547, sbdc@sunyit.edu

Women in Networking

December 9, 11:30am-1:00 pm

Location: Jamestown, NY 14701

Contact Info: (716)338-1024,
irenedobies@mail.sunyjc.edu

To learn about additional events, please visit:

<http://www.nylovesmwbe.ny.gov/Events%20Calender/Event.htm>

Spotlight On An MWBE Success

The Digital Divide Partnership (DDP) Adds Thousands to Its Community Broadband LifeLine Network in Underserved Areas of New York City

The Digital Divide Partnership (DDP), spearheaded by Urban Communications Transport (an MWBE) and its Co-chairmen, Douglas Frazier and Stuart Reid, introduced over 25,000 new users to their "Smart Net" Community Broadband LifeLine Network in the last 9 months. The *Smart Net* service utilizes Wi-Fi Cloud Corridors with multiple access points to provide broadband service across a radius of numerous city blocks. The project deployment is likely to surpass any previous NY state effort in reaching the greatest number of underserved citizens with affordable broadband service.

At the invitation of Columbia University and the New York City Housing Authority (NYCHA), the DDP recently activated Riverbank State Park in Manhattan with Wi-Fi Internet service for NYCHA's *Senior Benefit & Entitlement Fair*, whose main event featured a broadband *Technology Exhibit*. Over 2,000 NYCHA senior citizens spent the day being informed and interacting with various broadband technologies, including signing up for free e-mail accounts, Internet searching for healthcare and social service information, and reviewing aspects of the DDP's *Safe & Smart* program that permits individual apartment viewing of lobbies, entrances and courtyards via broadband.

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nized two state agency CIOs as Lead Champions, Brian Scott from the Department of Health, and Daniel Chan, Ph.D., from the Office of Temporary Disability Assistance.

A webcast of the meeting is available for 30 days at the following link: <http://www.cio.ny.gov/OFT/webcast.htm>.

To view New York State's Disparity Study visit: <http://www.esd.ny.gov/MWBE.html>.

Urban's DDP partner City College radio station WHCR broadcast the event live and streamed both

the audio and video of the *Technology Exhibit* activities over the Internet.

The DDP believes it is important to build partnerships with leading civic institutions in underserved communities to ensure the future use and growth of this emerging Community Broadband LifeLine Network, a critically important economic and social initiative. Now thousands of underserved citizens in the Bronx, Harlem and Brooklyn have access to the digital information and resources needed to improve their job, healthcare and educational opportunities, via the DDP's *Smart Net*.

In October, Federal Communications Commission (FCC) Commissioner Mignon Clyburn visited Harlem for a presentation sponsored by the Harlem Consumer Educational Council, the New York Public Library, and Congressman Charles Rangel on broadband and the federal government for New York City's underserved communities. Urban Communications and the DDP were active participants with Commissioner Clyburn in the discussion.

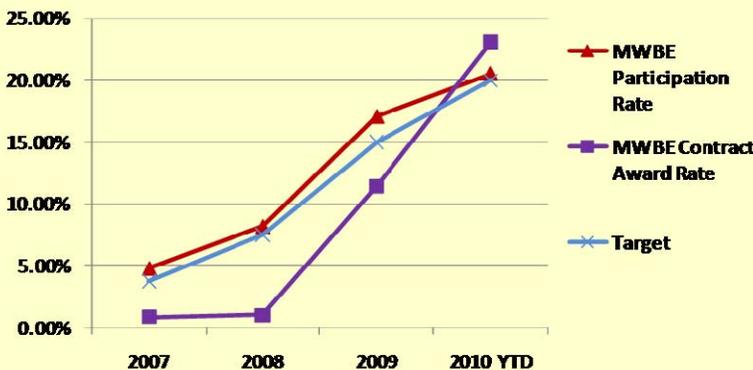
Several forums are scheduled with state and federal officials in December and January. Visit the DDP website at www.ddpusa.org to obtain the latest meeting and other information about DDP activities.



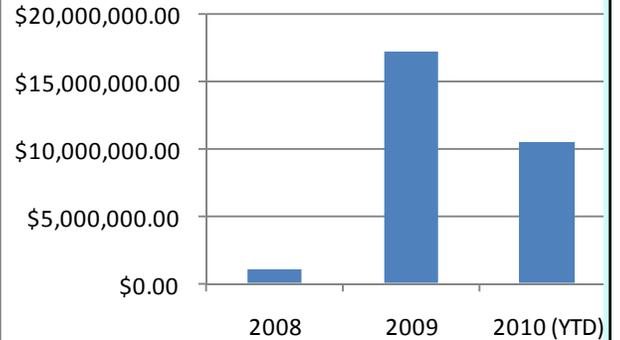
Stuart Reid, Urban Communications Co-chairman and DDP member, and FCC Commissioner Mignon L. Clyburn.

CIO/OFT MWBE Performance Dashboard (as of September 30, 2010)

MWBE Contract Award and Participation Rates (9/30/2010)



MWBE IT Contract Award Value



(YTD = Year to Date)

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Empire State Plaza
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