

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



IT Staff Augmentation Company Commits to 24% MWBE Participation

On February 1, 2010 representatives from the New York State Chief Information Officer and Office for Technology (CIO/OFT) met with Tapfin Process Solutions (TAPFIN) senior management team to discuss next steps in contract negotiations for the IT Staff Augmentation contract.



CIO/OFT and TAPFIN Process Solutions executives during the IT Staff Augmentation Kick-off meeting.

During her introductory remarks, Dr. Melodie Mayberry-Stewart, NYS CIO and Director of the Office for Technology emphasized the state's commitment to ensure the success of the program and to stimulate New York's economy through the use of small and MWBEs as subcontractors.

Dr. Mayberry-Stewart stated, "Our goals for this contract are multifaceted. We will seek to reduce the cost to the State for IT staff augmentation services and increase the efficiency of the process for obtaining these services. Most importantly we will seek to stimulate the economy of the State by growing New York's small, minority, and women owned business enterprises."

To meet the requirements of the original Request for Proposal's MWBE goals, TAPFIN has committed to utilize at least 24 percent of New York certified minority and women owned businesses as subcontractors.

"TAPFIN is committed to providing maximum participation for the NY small business community and NY certified MWBE companies. TAPFIN will continuously monitor performance, provide feedback and mentor firms to

maximize opportunities for small and MWBE staffing companies to place consultants," said Kip Wright, TAPFIN President.

TAPFIN's proposed subcontractor network listing contains 29 certified MWBE firms. In addition, TAPFIN has contacted more than 100 certified MWBE firms regarding participating in their subcontractor network. Currently, TAPFIN has formal commitments from more than 600 subcontractors located in New York State. Small and MWBEs interested in additional information on joining TAPFIN's subcontractor network can email TAPFIN at suppliers@tapfin.com with the phrase "Vendor Program" in the subject line .

Following the kick-off meeting, CIO/OFT began contract negotiations with TAPFIN. The resulting proposed contract must be approved by the Offices of the Attorney General and State Comptroller before it is fully executed.

Upcoming Events

How to Cost Effectively Develop a Website

March 2, 3:00 - 5:00 pm,
 Contact: smallbiz@camba.org

Making Money Online

March 9, 3:00 - 5:00 pm,
 Contact: smallbiz@camba.org

Developing the Business Plan

March 16, 3:00 pm - 5:00 pm
 Contact: smallbiz@camba.org

All Options to Finance Your Business

March 23, 3:00 pm - 5:00 pm
 Contact: smallbiz@camba.org

To learn more or about these and additional events, please visit:

www.nylovesmwbe.ny.gov/Events%20Calendar/Event.htm

Government Technology featured CIO/OFT in an article about the contract award to TAPFIN Process Solutions to save the state money and increase diversity in tech sector staff augmentation. Read the article: <http://www.govtech.com/gt/articles/744629>

Contract Reporter is Now Free

The New York State Contract Reporter, an online publication that provides access to the most current bid opportunities from state agencies, public authorities and public benefit corporations, is now free of charge for general access.

The NYS Contract Reporter is the official weekly newsletter for announcements of contracting opportunities in the estimated amount of \$15,000 or more with state entities (e.g., agencies, departments, boards, bureaus, commissions divisions, offices, councils, committees and public benefit corporations and public authorities). It also contains announcements for the State University of New York and the City University of New York for contracts of \$20,000 or more.



Announcements of bidding opportunities of more than \$5,000 but less than \$15,000 with State agencies and

with the State University and the City University of New York in amounts over \$10,000 but less than \$20,000 are published on a quarterly basis. Projected procurements of \$200,000 or more are announced on a semi-annual basis.

Individuals or organizations must first register to view open solicitations, search open solicitations, and search the archived solicitations. To do so, please visit: <http://www.nyscr.org/>

For additional information on IT contract opportunities, you may also find information on the following web page: <http://www.oft.state.ny.us/Contract/contract.htm>

MWBE Success Stories

CAC Finds Camaraderie as a Certified MWBE

As a small, minority-owned engineering firm, Controls & Automation Consultants (CAC) faced some challenges in understanding the marketplace and how to successfully crossover from serving the private sector into serving state and federal organizations.

However, being located in NY and NJ, CAC was able to attend state sponsored MWBE networking and informational events. "Through [these] events our potential clientele get to see, listen to, and interact with me, something that would be difficult to do had I simply mailed them some literature," said Clarence Hines, President and CEO of CAC.

Additionally, Mr. Hines explained, the environment at the events for certified MWBEs, emits a sense of camaraderie. "Our certification eased my boyish reluctance to walk over to a perfect stranger to get answers to some of my questions," he said.

For more information about Controls & Automation Consultants, contact Saan Corley, VP of Marketing and Business Development, at scorley@controls-automation.com or visit <http://controls-automation.com/>.

Suggestion For Success

Stay focused on your long term visions and become familiar with the various services and opportunities that will come your way. Some opportunities may not be usable now, but can definitely be of use to your company in the future.

—Clarence Hines
President and CEO
Controls & Automation
Consultants



Clarence Hines, CAC CEO (left), and Neal Jurns Sr., CAC Electrical Controls Engineer (right)

Sun Microsystems and ServerWare Corp Team Up to Help Fight Against H1N1 Virus

With the sheer volume of data essential to catalog H1N1 vaccinations, the demographics and possible side effects, added to the need for the high availability of the IT systems, New York State turned to Sun Microsystems for help.

Sun then called on one of their principal partners, ServerWare Corp, an MWBE and backdrop services contract provider to architect and implement a clustered server solution with a technology refresh to increase the performance of their current server environment. Utilizing the existing database software and hardware, ServerWare implemented a highly available, clustered environment to provide the speed, reliability and increased performance from the data center.

"ServerWare and Sun Microsystems are always looking for ways of stretching the performance and the budget of New York State Departments and Agencies and we are both very happy we could assist in the battle against H1N1," said Sandra Kegelmeyer, CEO of Serverware Corp.

Sun Microsystems continues to promote the business development of MWBEs through education, outreach to agencies and MWBEs. Sun strongly supports the NYS CIO/OFT goals and continues to work aggressively to increase IT MWBE participation.



Sandra Kegelmeyer, CEO of Serverware Corp., a NYS Certified MWBE.

CIO/OFT MWBE Performance Progress: (As of Jan. 31, 2010)

