

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

inFIELDER
 CIO/OFT MWBE Tech Sector Newsletter

NEW YORK STATE
 Empire State Development

TAPFIN Announces Call for Temporary IT Staffing Suppliers for New York State Staff Augmentation Project

State Certified Minority and Women Owned and Small Business Enterprises Encouraged to Apply

On June 16, TAPFIN, a Manpower company, announced a formal invitation for IT staff augmentation providers to register for the New York State (NYS) Chief Information Officer and Office for Technology (CIO/OFT) IT staff augmentation services program currently underway. Through this program, TAPFIN will manage a network of subcontractor staff augmentation providers to deliver IT consulting services to New York State agencies.

In anticipation of finalization of the contract award, TAPFIN has begun initial deployment activities, with a focus on registering eligible subcontracting suppliers, and will soon commence full program implementation activities, including formal vendor enrollment. At that time, all registered subcontractors will receive the relevant communications and documents. To register for additional information, please visit <http://vmp.tapfin.com/tapfinnys/index.html>, complete the NYS Supplier Registration Form, and click "Submit" to finalize registration.

Subcontractors eligible to register as a NYS Certified Minority/Women Owned Busi-



ness are particularly encouraged to apply. If NYS Certification as a Minority Owned Business Enterprise, Woman Owned Business Enterprise, or Minority and Women Owned Business Enterprise eligibility is met, TAPFIN recommends subcontractors begin the certification process immediately.

Firms who qualify as a NYS Small Business need to identify themselves as a small business on the NYS Supplier Registration Form located at the TAPFIN website address referenced above.

Upcoming Events

Understanding Intellectual Property Rights and Protecting Your Ideas

July 13, 6:00-8:00 pm

Contact:

sbdc@citytech.cuny.edu or
(718)797-0187

Learn what a trademark, copyright and patent are; how they are established; and your rights under the patent laws.

Developing a Marketing Plan

July 15, 1:30 -3:30 pm

Contact:

sbdc@niagaracc.suny.edu or
(716)434-3815

Learn who will buy and how to reach customers.

To learn about additional events, please visit:

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

Filling in the Legal Puzzle



In October 2009, Albany Law School's Center for Law & Innovation released *the Legal Handbook for Early Stage Business*. The handbook was created to assist entrepreneurs and start-up companies with legal issues that may arise in the early stages of business formation.

Created to be approachable for anyone in business, the 200-plus page publication is written in straight forward language and avoids intense legal jargon. The handbook covers many of the traditional legal topics that are relevant to new businesses, including business formation, financing, working with employees and independent contractors, understanding intellectual property, managing agreements, and working with universities and government.

Susan E. Beaudoin, CIO/OFT Counsel, assisted with the development of the "Working with Government" chapter. This section provides important law-related information for businesses opening in New York State. There are even specific segments on Small, MWBE, and Disadvantaged Businesses. "I was honored that Albany Law School approached me to help with this project. The handbook is well organized, easy to use, and should be a valuable tool for anyone wanting to start a business in New York State. My work on it continued CIO/OFT's effort to support New York's certified minority and women owned business and small business communities."

To view an excerpt of the *Legal Handbook*, which includes the Introduction and Table of Contents, or to sign up to view or download the full document please visit the following link:

http://www.albanylaw.edu/sub.php?navigation_id=1786

MWBE Success Stories

MWBE Champion Hewlett Packard Recognized for Work with Affinity Enterprises

Hewlett Packard (HP) was one of the MWBE Champions recognized at the Technology Sector MWBE Champions Forum in May for their partnership with New York State to reach CIO/OFT's 20% participation goal by the end of 2010.



Since participating in the first MWBE Jumpstart event in Albany in June 2008, HP committed to utilizing certified MWBEs in their work with New York State. Recently, HP partnered with Affinity Enterprises, LLC (a New York State certified MWBE) to provide a switch connection solution to the Office of Mental Retardation and Developmental Disabilities (OMRDD). The solution was purchased in December 2009 and has been up and running for over 2 months.

Mutually Beneficial Partnership between Infrastructure and Trightec Recognized



Daniel Pickett, President and CEO of Infrastructure, and Dr. Alex Marsal, Trightec CEO

At the Technology Sector MWBE Champions Forum in May, companies were asked to highlight a success story with an MWBE company.

Daniel Pickett, President and CEO of Infrastructure, a longtime supporter of MWBEs, shared his company's experiences with Trightec, a New York State certified MBE.

"Our relationship began over five years ago and has been mutually rewarding as we've shared insight and together learned to be focused in target products and markets," said Pickett.

Dr. Alex Marsal, CEO of Trightec reiterated the rewarding nature of his company's relationship with Infrastructure, saying "Infrastructure has taken the time to learn about our company, provide intellectual capital, relationship capital and funding for Trightec to pursue our dreams."

SAVE THE DATE Free Event!

Sixth Annual Business to Buyer Procurement Matchmaker Event
& New York State Green Energy Conference*
Thursday, July 15, 8:30am- 2:00pm

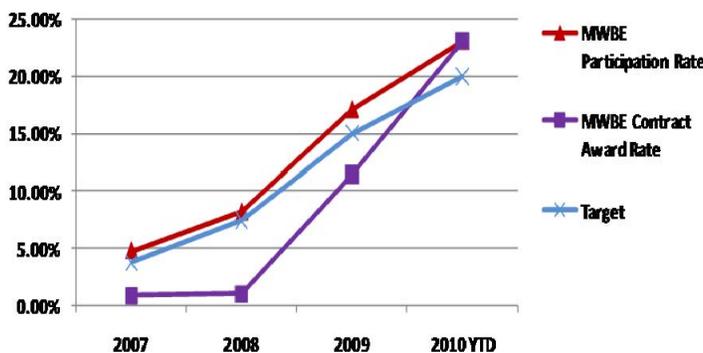
26 Federal Plaza, 6th Floor
GSA Conference Tech Center
New York, NY 10278

To register for the event or find out more, please visit: <http://tinyurl.com/32yl3e8>

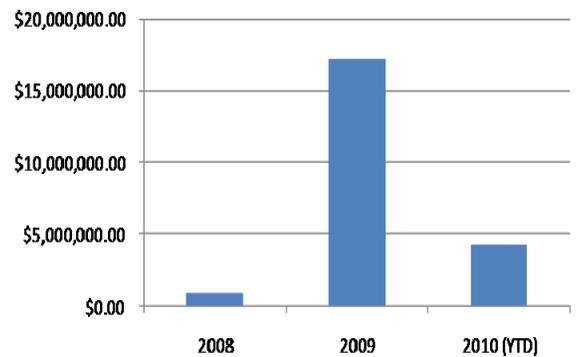
*Hosted by the U.S. Department of Commerce / Minority Business Development Agency

CIO/OFT MWBE Performance Dashboard: (As Of May 31, 2010)

MWBE Contract Award and Participation Rates



MWBE IT Contract Award Value



YTD = Year to Date

State Capitol
Empire State Plaza
P.O. Box 2062
Albany, NY 12220
Customer.relations@cio.ny.gov



30 South Pearl Street
Albany, NY 12245
esd@empire.state.ny.us