



Matchmaker 2018

Save the Date!

Agency Snow Removal

Contracts

It was that time of year again on Thursday, June 14 for small businesses/prime vendors to speed date their way through the annual CT Business Matchmaker event at the newly renovated Student Union at the University of Hartford!

CT Business Matchmaker introduces small businesses to some of the state's highest quality project partners available in the industry today. Once again this event was sold out!



From Left to Right: DAS Procurement staff Ada Rivera, Pam Anderson, Lori Coleman, Stan Kenton, Janet Delgreco-Olsen, and Marisol Rivera work the DAS booth at Matchmaker 2018.

As was in years past, small business representatives met with prime vendors, contractors, and government agencies that subcontract services and/or supplies during a series of 10-minute one-on-one interviews. When the 10 minute bell rang they moved on to the next appointment - filling the day with valuable meetings and introductions that make business in Connecticut happen.

Deputy Commissioner Toni Fatone was there on behalf of Commissioner Currey addressing the crowd with some opening remarks, "This Matchmaker event has brought together dozens of large Prime government vendors and hundreds of Connecticut small businesses to discuss business opportunities of mutual interest. In addition, over 20 government and non-profit business resources are available to educate small business representatives on how to access opportunities in the public marketplace.

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▶ **Bid Notice Postings**

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This event gives DAS the opportunity to put small and minority owned businesses in direct contact with large state and federal contractors who could potentially use their services. This helps these small Connecticut based companies get work while assisting the contractors in meeting their small and minority business set-aside goals.”

Wendell G. Davis, Regional Administrator Region 1 – New England, U.S. Small Business Administration, had this to say in his address:

“According to the May survey of the NFIB (National Federation of Independent Businesses) small business optimism is, and this is their quote, “On stratospheric trajectory thanks to the recent tax cuts and regulatory reforms. Compensation increases have hit a 45-year high, positive earnings trends reached a survey high; positive sales trends are at the highest levels since 1995, and expansion plans are the most robust in survey history.”



DAS’ David Barkin, Deputy Commissioner Toni Fatone and Program Manager of Supplier Diversity Meg Yetishefsky.

“I was just down in East Hartford, CT a couple of weeks back and United Technologies just announced that they will be hiring 35,000 employees, spending \$15 billion on R&D and infrastructure/equipment improvements and \$75 billion on their supply chain - an estimated \$20 billion going to small manufacturing businesses.”

“Small business owners are continuing an 18-month streak of unprecedented optimism which is leading to more hiring and raising wages,” says NFIB Chief Economist Bill Dunkelberg. “While they continue to face challenges in hiring qualified workers, they now have more resources to commit to attracting candidates.”

Once again CT Business Matchmaker was a huge success!

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Save the Date! DAS Procurement's Education and Vendor Show is Coming

Procurement Education & Vendor Show
October 18-19, 2018
Mystic, CT

October 18: Education day for procurement professionals (\$410 per person)
October 19: Vendor show (No Cost)
Hilton Mystic, 20 Coogan Blvd., Mystic, CT

The Public Purchasing Association of CT and the Connecticut Department of Administrative Services, Procurement Division, invite you to save the date for our first jointly hosted Education and Vendor Show.

On October 18, we will offer the choice of two full-day classes for State and Municipal Procurement staff to choose from: Practical Specification Writing and Procurement Challenges: A Solutions Seminar.

On October 19, we expect over 200 public purchasing professionals and 50 vendors to attend our Vendor Show, with abundant opportunity to connect with your current customers and meet new customers.

There will also be breakout sessions on various Procurement Program topics.

This event will be in beautiful Mystic, CT, near scenic views, walking distance to the Mystic Aquarium and the Mystic Seaport, close to wonderful restaurants and shops, and a short drive to the Mohegan Sun and Foxwoods Casinos.

Registration will be available soon!

Read future issues of BUYLINES for more information.



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Contracts Awarded over the last 14 Days

Click on the category to see the contract
Adobe Acrobat Required

18PSX0063 GROUNDS MAINTENANCE AND LANDSCAPING SERVICES FOR DESPP TROOP C AND TROOP D

18PSX0156 CONSTRUCTION OF TIE-INS TO CAPITOL AREA SYSTEM (CAS) AT SUPREME COURT/RUSS ST.

18PSX0082 GROUNDS MAINTENANCE & LANDSCAPING SERVICES FOR DDS SOUTH REGION LOCATIONS

Don't forget DAS' Small and Minority Owned Companies

The DAS Supplier Diversity Program, also known as the Set-Aside Program, assists Connecticut Small And Minority Businesses (SBE/MBE) to identify business opportunities for improved economic growth. The Program is also charged with establishing and administering the process for certification of Connecticut SBE/MBE companies.

To Search our database of SBE/MBE companies, use this link: <https://biznet.ct.gov/SDSearch/SDSearch.aspx>

State Agencies - Get Ahead of Snow Removal this Winter!

Does your agency require snow removal in the winter? Of course it does!

It's important to contact DAS Procurement NOW to make sure your snow removal and landscaping company is on state contract and that your agency won't be left in a snow bank after one of our famous Nor'easters.

Having a vendor that has been properly vetted through the procurement process is important and reduces the state's exposure to liability.

Contact Michael.Baczewski@ct.gov in DAS Procurement to make sure your agency's landscaping and snow removal company is on state contract.