



CERTIFYING YOUR SMALL BUSINESS  
WITH THE STATE OF FLORIDA



# Agenda

1 OSD:What We Do

2 **Grow Your Business** Opportunities and Resources

3 Benefits: Certifying and How to Certify

4 Doing Business with Florida: Vendor Resources and Certified Vendor Directory

5 Next Steps

# OSD Outreach Events

Welcome to OSD's  
Supplier Diversity  
Workshops



# What We Do



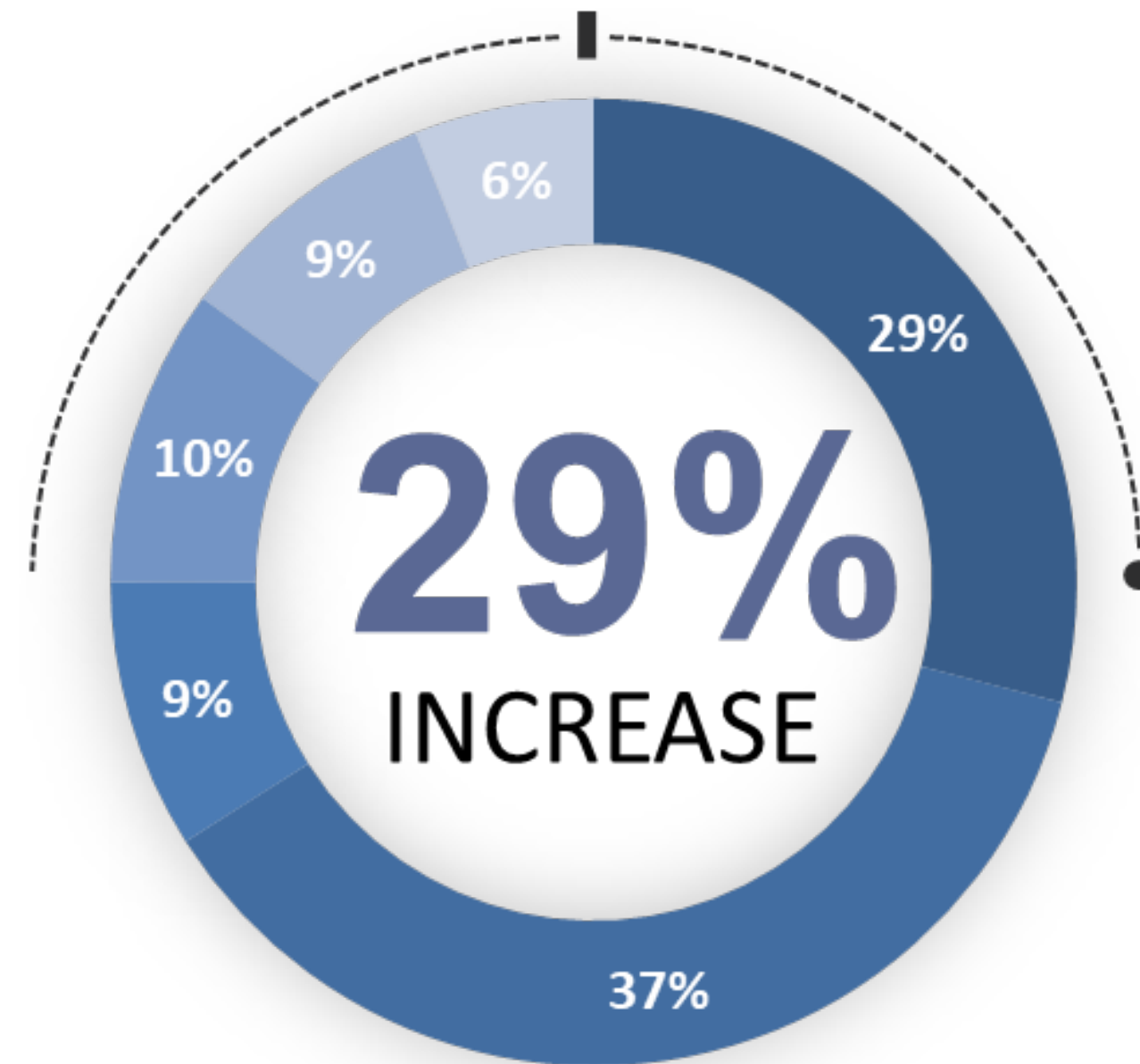
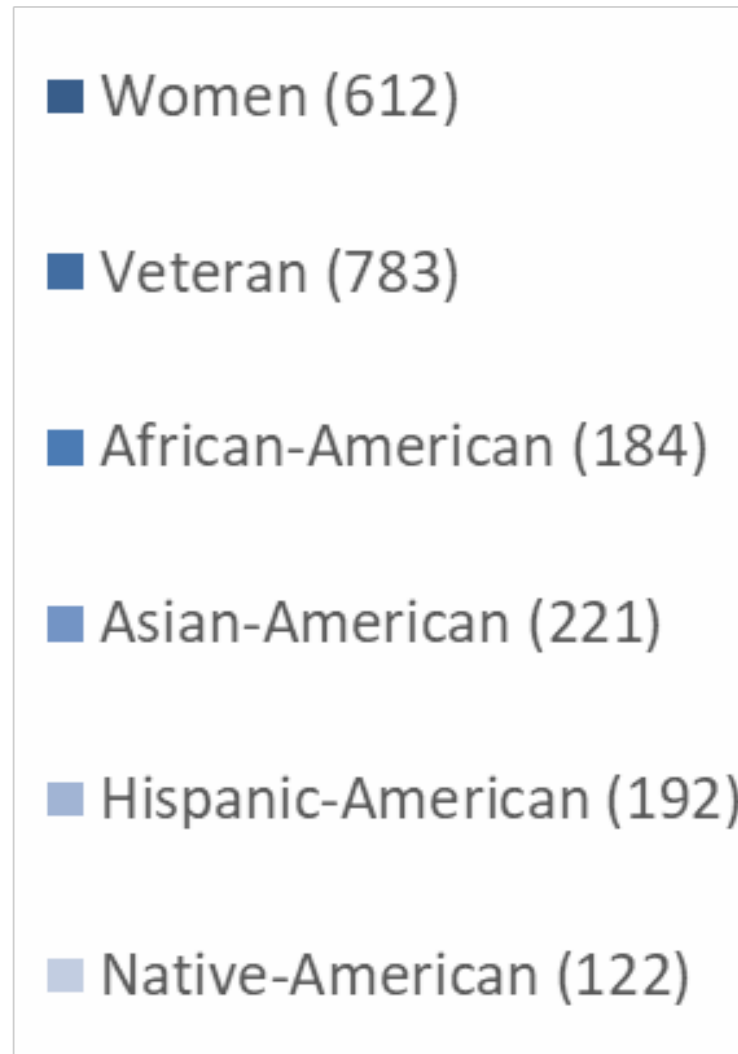
**1,500+**

Since March 2020, OSD certified more than 1,500 Florida-based Woman-, Veteran-, and Minority-owned businesses.

**\$600M**

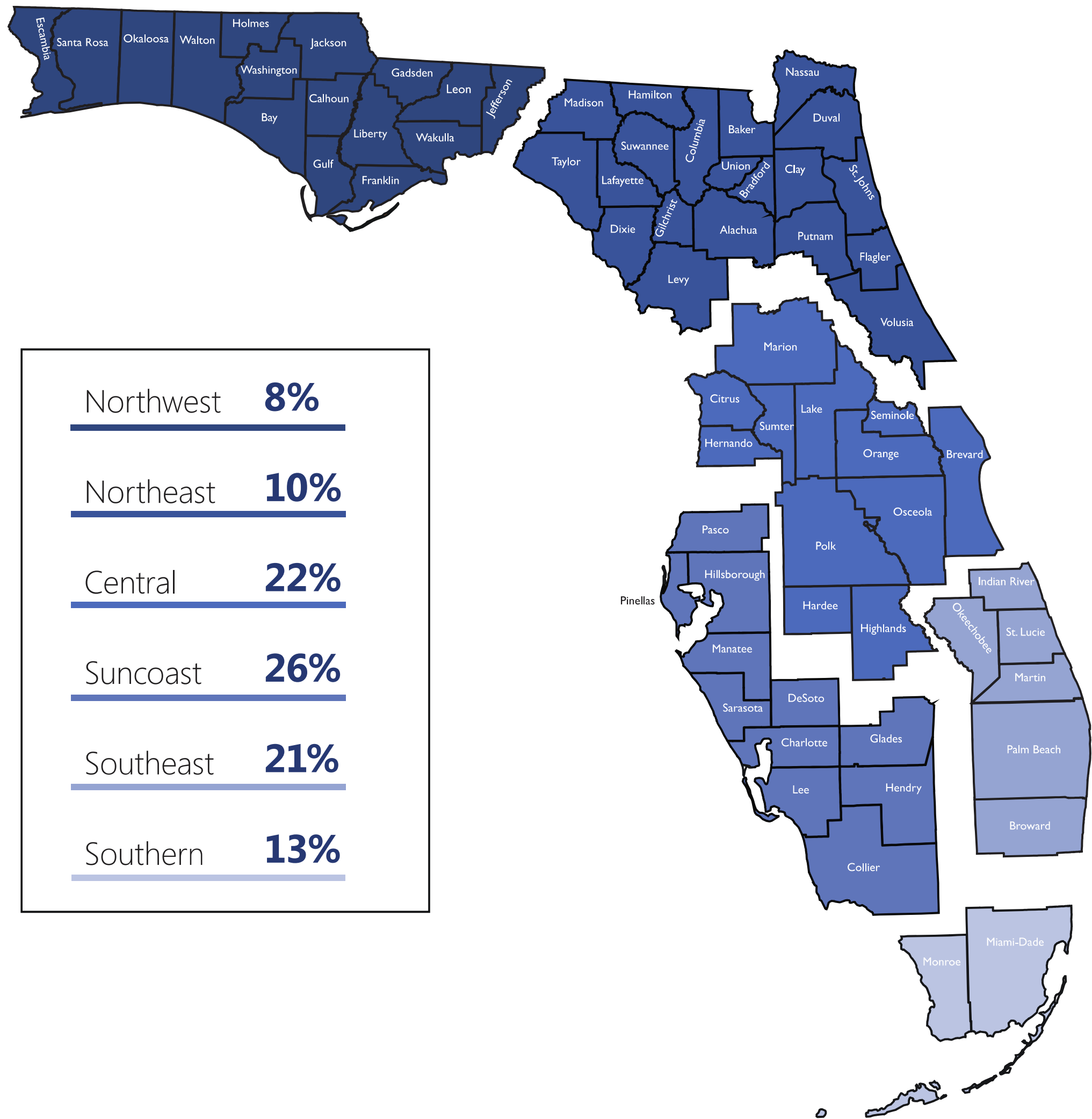
Nearly \$600 million in total spend with certified business enterprises in FY 2019-2020.

# What We Do



## **New Certifications for Fiscal Year 2019-20**

During Fiscal Year 2019-20, 1,166 firms were newly certified as woman-, veteran-, and/or minority-owned businesses. This represents a 29 percent increase in total new certifications since Fiscal Year 2018-19.



# What We Do

## Certified Business Enterprises by Region





## Orlando Supplier Diversity Exchange

July 31, 2019 • 29 organizations • 145 attendees

Partnered with UCF Procurement

89% of attendees agreed that participating in the event was beneficial

*"I left the event very hopeful and motivated. It was exciting to see first-hand that as a small business we have support and a great community to reach out to. Thanks!"*



## Broward Supplier Diversity Day

August 22, 2019 • 27 organizations • 225 attendees

Partnered with Broward College

90% of attendees agreed that participating in the event was beneficial

*"The best event to attend for Minority Businesses, even if you are a just start-up."*



## Tampa Supplier Diversity Day

October 3, 2019 • 72 organizations • 273 registered attendees

Partnered with USF Office of Supplier Diversity

In addition to OSD attending and speaking at the event, OSD recruited 10 state agencies to participate in the event's Expo. This participation allowed the event's participants to meet with state agencies and gain a better understanding of how to engage with state government procurement.





## Tallahassee Supplier Diversity Exchange

October 23, 2019 • 34 organizations • 88 attendees

Partnered with Big Bend MED Week

81% of attendees agreed that participating in the event was beneficial

*"I am highly appreciative of how well this was put together. Very informative on the becoming a vendor process, but only with the pertinent information to keep it within the time restraints. The event was run very well."*



## Pensacola Supplier Diversity Exchange

February 4, 2020 • 33 organizations • 133 attendees

Partnered with City of Pensacola and the Gulf Coast

Minority Chamber of Commerce

95% of attendees agreed that participating in the event was beneficial

*"Excellent program with clear objectives. Well worth attending. Great job!"*



## Gainesville Supplier Diversity Exchange

March 5, 2020 • 26 organizations • 130 attendees

Partnered with UF's Small Business & Vendor Diversity Relations Division

84% of attendees agreed that participating in the event was beneficial

*"The event gives small business a chance to meet companies that normally wouldn't."*





# Opportunities



Contract Opportunities



Networking Opportunities



Business Development Opportunities

# Benefits of Certification

## Referrals

Referrals to state agencies and other public and private entities.

## Online Directory

Listing in Online Directory provided to state purchasing directors and used by cities, counties, and private sector companies.

## Targeted Communications

Targeted communications, including contract opportunities, special events, networking activities, technical assistance, and training.

## Networking Opportunities

Participation and networking opportunities at regional events.

## Guidance

Opportunities for business development and guidance from established corporations.

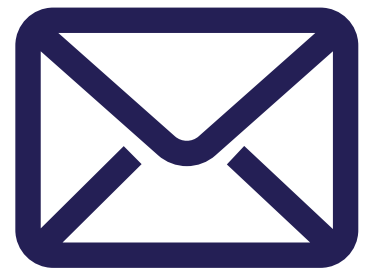


3  
steps

Register as a vendor in MyFloridaMarketPlace, fill out the proper paperwork, and send it in.

15  
days

Approximately 15 business days to process when all requested documents are received by OSD



If certified, a certificate will be emailed to the email address on file with MFMP.

2  
years

Certifications are good for two years.

# Certification Process

# Thank You!

## Contact

Office of Supplier Diversity

850-487-0915

4050 Esplanade Way, Suite 380

Tallahassee, Florida 32399

[dms.myflorida.com/osd](https://dms.myflorida.com/osd)

[osdinfo@dms.myflorida.com](mailto:osdinfo@dms.myflorida.com)

