

OSD Link



Connecting Minority Vendors with Government Spenders

Striving For OSD 2010: Highlighting Success Stories

I am pleased to extend greetings to all certified women- and minority-owned business enterprises in the State of Florida as I reflect on our 2007-08 success stories. In that time we increased customer service, improved communication and most importantly, created more opportunities for women- and minority-owned business enterprises. With the support of a talented staff and other stakeholders, operations are more efficient. Here are some highlights and major improvements we accomplished together:

- Supported minority-owned print and radio media around the state increasing awareness of opportunities and events in communities near you.
- Increased the number of certified business enterprises to more than 3,800 firms.
- Executed the largest annual MatchMaker to date, where Governor Crist addressed more than 1,500 women- and minority-owned business enterprises.
- Revamped the Mentor-Protégé Program to enhance business relationships and potential opportunities between private corporations and women- and minority-owned business enterprises.

Moving forward, we plan to continue this success. This year we will advocate expanding certification status from one year to two years, along with other initiatives that directly impact you. As we reflect on fiscal year 2007-08, we saw much progress and we hope to continue this success. Thank you for your continued support of our office. Enjoy the July issue of *OSD Link* and please let us know what we can do to increase its value for you.

Torey L. Alston
Director



Here's to Your Success: Seven Ways to Grow Your Business

Turning a small startup into a multimillion-dollar enterprise is an entrepreneur's dream come true. So what are the secrets to growing a successful company?

1. Establish and maintain a strong sense of purpose.

Answer these questions: Why are you doing what you are doing? What is your company trying to accomplish? Defining your overall purpose is the first step toward growth.

2. Thoroughly understand the marketplace.

To grow a business, you need to recognize what customers want and respond to it. Read industry magazines and trade journals to better understand your market. Join associations and trade groups to stay informed and share information.

3. Build an effective growth planning system.

Tap into employees, managers and outside observers to help develop a good growth plan. Prioritize growth planning every day.

4. Develop customer-driven processes.

Define everything you do from a customer's perspective, and look for ways to improve that every single day. Look for ways technology can improve your customer acquisition and retention.

5. Put the power of technology to work.

Educate yourself and become an expert on how technology impacts your business and industry. Identify technology experts who can propose ways to save you money and automate your business processes.

6. Attract and keep the best and the brightest.

A small business owner needs to continually find, train and retain superior people to achieve sustainable growth. Recognize the importance of purpose for your employees.

7. See the future more clearly.

Find ways to record and measure signs of change within your organization. Gather information about emerging issues and consider the importance of these trends to your business. Finally, develop an action plan to respond to these forces of change.

Source: Unknown

Important Links to Remember

MyFloridaMarket Place

Register as a vendor and update your listing in the certified minority business enterprise directory.

<http://dms.MyFlorida.com/mfmp>

Vendor Bid System

Register to receive solicitations from the state for business.

http://vbs.dms.state.fl.us/vbs/main_menu

Office of Supplier Diversity

Important information for minority- and women-owned small businesses.

<http://osd.dms.MyFlorida.state.fl.us>

Florida Small Business Development Center

Assistance to start, grow and succeed as a business in Florida.

<http://floridasbdc.org/>

Tips for Success

- Are you a certified minority- or woman-owned business available to provide services or commodities to government buyers before or after a natural disaster? If you are, join the 2008 list of emergency suppliers at http://dms.myflorida.com/business_operations/state_purchasing/florida_emergency_network. For more information, please e-mail FLEmergencyNet@dms.MyFlorida.com.
- Do you need a duplicate copy of your certification certificate? E-mail us at OSDHelp@dms.state.fl.us to request a copy of your CMBE certificate. Within 24 hours a duplicate certificate will be e-mailed to your address listed in MyFloridaMarketPlace.com. For more information contact the Office of Supplier Diversity at (850) 487-0915.
- As a registered state vendor, you can receive electronic notification of solicitations and purchasing opportunities in the State of Florida. All you need is a working e-mail address to receive the updates. Please visit: http://vbs.dms.state.fl.us/vbs/main_menu
- Serve To Preserve: Go Green! Learn more about environmentally preferred purchasing products, Florida Green Standards, or general information on Florida's efforts to reduce climate change, at: www.MyFloridaClimate.com

Bid Opportunities

City of Palm Coast is requesting qualifications (RFQ) for the Development of a Preliminary Design Report for the Coquina Coast Seawater Desalination Alternative Water Supply Project. The deadline for submitting a letter of interest is July 30. For more information visit www.ci.palm-coast.fl.us.

The **Department of Corrections** is requesting bids for furnishing and installing a roof fall protection system for the death row food service building at Union Correctional Institution in Raiford. For more information visit the Vendor Bid System Web site (link on page one) and review advertisement number 07-UNION-7985.

The **Agency for Persons with Disabilities** is requesting bids to provide bread and bread products for the Agency for Persons with Disabilities at Tacachale Food Service Department in Gainesville. For more information visit the Vendor Bid System Web site (link on page one) and review advertisement number ITB APD/TAC2007-21MT.

The **Department of Education** is requesting an invitation to negotiate for the "Florida Partnership for Minority and Underrepresented Students" program. The program provides a coordinated series of programs, services and activities geared to the specific needs of targeted students and teachers, to increase academic rigor in Florida's middle schools and high schools. The deadline for Intent to Submit Reply is July 8. Please visit the Vendor Bid System Web site (link on page one) and review advertisement number ITN 2008-18.

MatchMaker Conference

Click on icon to visit Web site.

DATES TO REMEMBER

August 13-16, 2008

25th Annual Florida Minority Supplier Development Council Conference
Disney's Contemporary Resort, Lake Buena Vista
www.fmsdc.com

August 27-28, 2008

16th Annual Florida Governmental Purchasing Conference and Products Exposition
Tallahassee Leon County Civic Center
Hosted by the Tallahassee chapter of National Institute of Governmental Purchasing
www.tacnigp.com • (888) 352-6447

September 24, 2008

2008 Palm Beach Partners Business Matchmaker Conference & Expo
Palm Beach County Convention Center
www.pbmatchmaker.com

November 19-21, 2008

2008 MatchMaker Conference and Trade Fair
Gaylord Palms Resort and Convention Center, Orlando
www.FLMatchMaker.com • (850) 487-0915

Include your event in the next issue of OSD Link

More than 4,100 certified minority and women business enterprises receive *OSD Link* each month. If you want your event published in *OSD Link*, e-mail details to: Carla.Pierre@dms.MyFlorida.com.

MatchMaker Alert!



Be part of **MatchMaker 2008**. Contact our office today to become an event partner. Torey.Alston@dms.MyFlorida.com or (850) 487-0915.

(L-R) Florida Public Service Commission Chairman Matthew Carter III, DMS Secretary Linda South and Legislative Black Caucus Chairman Rep. Joe Gibbons, D-Hallendale Beach at MatchMaker 2007.