

# OSD Link



CONNECTING MINORITY VENDORS WITH GOVERNMENT SPENDERS

## 2008 MatchMaker Conference and Trade Show



Greetings to all certified women-, service-disabled veteran- and minority-owned business enterprises! As you know, we are gearing up for the 2008 MatchMaker Conference and Trade Show in Orlando. Recently, we've planned innovative workshops and initiated one-on-one appointments for registered attendees. Our staff worked hard to create another premier educational experience for you along with innovative workshops on business development, green initiatives, financing, and doing business with government and private corporations. This week we received confirmation from several high-profile leaders and plan to announce more as the event nears.

We are proud to have the support of our state agencies, universities, local municipalities and private corporations. Through these partnerships, we will host the most successful MatchMaker Conference to date. Again, I want to personally encourage you to take advantage of this year's conference. Here are my suggestions: be prepared with first-class marketing materials to promote your business, do your homework on the government and private corporations confirmed for the event, and follow-up with all contacts you make there.

As we move forward, we want to hear from you! We continue to seek input, listen to your suggestions and adjust our operations to better serve you. Thank you for your continued support of our office. Enjoy this issue and we look forward to seeing you at MatchMaker!

Sincerely,

Torey L. Alston  
Executive Director

## Gap Financing

One of the major challenges facing many companies is attracting sufficient debt and equity capital to fund their growth requirements. As these firms become more successful in obtaining government and commercial contracts, the less able they are to finance them internally. Many firms, while still growing, have not reached the credit-worthy stage traditional financing institutions usually require. Others, having already used their existing credit lines, find their banks unwilling to extend them further, even to perform on a government contract. Efforts to raise capital from existing shareholders are often unsuccessful. As a result, they need a financing facility somewhere between a loan company and a commercial bank.

Gap financing provides the financial resources companies need between contract award and receipt of payment from the agency to fulfill the contract. Invoice payments are sent directly to the lender on the contractor's behalf, which serves as collateral. This helps minimize the payment risk, and enables the lender to provide funding in advance.

Depending on when the funding is required there are several options available for gap financing. They range from mobilization funding on the front end to accounts receivable financing on the bank end.

To qualify for gap financing you must have a contract from a credit-worthy customer and be able to do the work. Your credit strength is not measured. For more information on gap financing visit [www.TOICLC.com](http://www.TOICLC.com) or call (888) 636-0444.

Source: Gerald C. Watson, Trans Ocean Investment Services

## News Alert

### Service-Disabled Veteran Business Enterprise

Starting November 11, 2008, the Office of Supplier Diversity adds Service-Disabled Veteran Business Enterprise (SDVBE) as a new designation for certified business enterprises. For more information on the SDVBE certification, please review Florida Statute section 295.187 or visit [www.dms.MyFlorida.com/OSD](http://www.dms.MyFlorida.com/OSD).

DATES TO  
REMEMBER



### 2008 MatchMaker Conference and Trade Show

November 19-21, 2008 in Orlando at the Gaylord Palms Resort and Convention Center.

For more information visit [www.FLMatchMaker.com](http://www.FLMatchMaker.com) or call (850) 487-0915.

Contact Torey Alston today to be an event partner.  
[Torey.Alston@dms.MyFlorida.com](mailto:Torey.Alston@dms.MyFlorida.com) • (850) 487-0915.

## Tips for Success

### MFMP Error Message:

If you visited your MyFloridaMarketPlace account lately, to update your contact information or to insure your business designation had not changed, you may have found the following error at the top of the page:

*Error: Your CMBE Classification has been previously selected by a member of your organization or has been updated by an Administrator from the Office of Supplier Diversity. For changes or questions, please contact the OSD at (850) 487-0915.*

Do not be alarmed. This message is generated once you select your CMBE designation and log out of your account. After that you need to contact the Office of Supplier Diversity to update the status of your CMBE designation. Please call us at (850) 487-0915 and we will walk you through the next step.

Do you need a **duplicate copy** of your certification certificate? Contact the Office of Supplier Diversity at [OSDHelp@dms.state.fl.us](mailto:OSDHelp@dms.state.fl.us) to request a copy of your CMBE certificate and within 24 hours a duplicate certificate will be e-mailed to the address listed in [MyFloridaMarketPlace.com](http://MyFloridaMarketPlace.com). For more information contact the Office of Supplier Diversity at (850) 487-0915.

Have you recently moved, changed your telephone number, or wanted to change the e-mail address where your certificate is sent? Please remember to **update your contact information** and commodity codes at <https://vendor.myfloridamarketplace.com>. For assistance please contact the MFMP Helpdesk at (866) 352-3776.

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](http://vbs.dms.state.fl.us/vbs/main_menu)

Are you a certified minority-, service-disabled veteran- 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 by visiting [http://dms.myflorida.com/business\\_operations/state\\_purchasing/florida\\_emergency\\_network](http://dms.myflorida.com/business_operations/state_purchasing/florida_emergency_network) or for more information, please e-mail [flemergencynet@dms.myflorida.com](mailto:flemergencynet@dms.myflorida.com).

**Join us in Orlando Nov. 19-21!  
Don't miss MatchMaker 2008**



## Bid Opportunities

The Florida Department of Juvenile Justice (DJJ) requests proposals for a community based intervention program for 140 youths. The successful provider shall provide services as specified in the Request for Proposal (RFP). This is an existing program in Circuit 7 that provides non-residential services to youth 24 hours a day, seven days a week. For more information concerning this RFP please visit [http://vbs.dms.state.fl.us/vbs/main\\_menu](http://vbs.dms.state.fl.us/vbs/main_menu) or call Terrance Bolde at (850) 414-2489.

The Florida Department of Citrus seeks proposals from firms to perform pilot medical research to study the effects of the consumption of orange juice on various markers of skin health in healthy middle-aged individuals. For more information concerning this Invitation to Bid please visit [http://vbs.dms.state.fl.us/vbs/main\\_menu](http://vbs.dms.state.fl.us/vbs/main_menu) or call Dianne Screws at (863) 499-2499

The Florida Atlantic University Athletics Department seeks proposals from qualified sports marketing firms to sell naming rights, advertising, sponsorships and premium seating related to the new football stadium projected to open on the campus of FAU in Boca Raton. The stadium will host FAU football games and other events including: high school postseason and all-star football games, community events and possibly minor/major league soccer. For more information on this proposal request visit [http://vbs.dms.state.fl.us/vbs/main\\_menu](http://vbs.dms.state.fl.us/vbs/main_menu) or call Nicholas Toropainen at (561)297-3087



## MBE Spotlight

**TGS Telemangement Group, Inc.**

The TGS Telemangement Group, Inc. is a Florida based African American-owned company that has been in business for 10 years. TGS provides voice, data and audio/visual communications consulting services to state agencies, public and private businesses. For more information on TGS Telemangement Group, Inc. please contact owner Gregory Stallworth at (813) 690-3400 or [telemangement1@gmail.com](mailto:telemangement1@gmail.com).

### State Offices Closed

The Office of Supplier Diversity will be closed for:  
Veterans Day – November 11, 2008  
Thanksgiving Holiday – November 27-28, 2008

## Important Links to Remember

### MyFloridaMarketPlace

Register as a vendor and update your listing in the certified minority business enterprise directory. <http://vendor.MyFloridaMarketPlace.com/>

### Vendor Bid System

Register to receive solicitations from the state for business. [http://vbs.dms.state.fl.us/vbs/main\\_menu](http://vbs.dms.state.fl.us/vbs/main_menu)

### U.S. Department of Commerce Minority Business Development Agency

MBDA serves minority entrepreneurs across America who are building and growing their enterprises. <http://www.mbda.gov/>

### Florida Small Business Development Center

Assistance to start, grow and succeed, as a business in Florida. <http://floridasbdc.org/>