

The State of Indiana Department of Administration



Indiana Veteran–Owned Small Businesses (IVOSB) Annual Report

FISCAL YEAR 2019-2020

Indiana Veteran-Owned Small Business Enterprises Program Overview

On July 1, 2013 Senate Enrolled Act 564, which was effective July 1, 2013¹ allowing veteran-owned small businesses to cross-certify in the State of Indiana using their federal certification. This codified Executive Order 13-04. Then, beginning July 1, 2016, the State of Indiana established a system to certify veteran-owned small businesses independently of the federal process, in addition to the cross-certification option available, expanded the definition of "Veteran" to honor those still serving and those in the National Guard and removed other barriers to certification.²

In November 2018, IVOSB certification program was housed in the Indiana Department of Administration (IDOA) Division of Supplier Diversity (DSD). Previously, the DSD was only responsible for certifying Minority and Women Business Enterprises (MBE/WBE), since November 2018, per IDOA Commissioner's decision, DSD resumed the responsibility for certifying IVOSBs as well.

Governor's Commission on Supplier Diversity

Effective July 1, 2020, the name of the "Governor's Commission on Minority and Women's Business Enterprises" changed to the "Governor's Commission on Supplier Diversity" through the legislation amendment of HB 1081. With this change, together with the MBE/WBE program, IDOA DSD reports the IVOSB program measures and implementation to the Commission.

The Governor's Commission on Supplier Diversity held four (4) quarterly meetings in 2020 on February 28, June 8, September 14. The 4th Commission meeting was held on December 14, 2020. Detailed utilization numbers of the MBE/WBE and IVOSB vendors were provided in the Commission meeting minutes that were published on DSD's [webpage](#) after the Commission adopted them.

Indiana Veteran-Owned Small Business (IVOSB) Program Update

Electronic Certification: On January 23, 2020, the IDOA DSD presented the electronic certification charter to the Peoplesoft Enterprise Steering Committee (ESC). ESC approved the IDOA Charter on e-certification, which envisions the Indiana Office of Technology (IO) to be utilized to upgrade the existing PeopleSoft database of MBE/WBE and IVOSB firms, called the Repository. DSD and

¹ IC 5-22-14-11(a)(1)

² IC 5-22-14-3.5(a)(b); IC 5-22-14-2.5; length of Indiana residency requirement removed

Government Management Information Systems (GMIS) teams worked together on the electronic certification application all year around and developed the effective e-certification system.

The electronic certification system will launch February 27, 2021 and the last day to submit a paper application to the IDOA DSD is March 31, 2021. DSD has been actively promoting the e-certification project to the vendor community via social media, electronic blasting system and through partners. DSD posted training materials and tutorials to help businesses transition from paper to electronic application smoothly and efficiently.

Disparity Study: In September 2019, the IDOA commissioned BBC Research & Consulting (BBC) to conduct a Disparity Study to assess whether MBE, WBE and IVOSB businesses face any barriers as part of the State of Indiana’s contracting processes. Information from the Study helps IDOA assess its efforts to encourage the participation of MBE/WBE/IVOSB businesses on State and SEI contracts and inform any refinements that IDOA might make to its implementation of the State’s supplier diversity program or state contracting policies.

The Disparity Study focused on construction; professional services; and goods and supplies contracts and procurements that state agencies and State Educational Institutions awarded between July 1, 2013 and June 30, 2018. BBC initiated the Disparity Study in September 2019 and completed it in December 2020.

Indiana Veteran-Owned Small Business (IVOSB) Program Update

Certification: During the 2020 Fiscal Year (July 1, 2019 – June 30, 2020), a total of 115 firms were certified by the State of Indiana as Veteran-Owned Small Businesses bringing the current total of certified entities to 230.

Contract Compliance: The Contract Compliance team advocates for MBE/WBE/IVOSB subcontractors on State of Indiana contracts who cannot resolve with prime vendors. The team must ensure that prime percentage obligations are met according to the MBE/WBE/IVOSB sections of the signed contract clauses. DSD is the final approval authority on requests to change subcontractor participation plan, so the vendor education, whether it is the primary contractor or the subcontractor, is crucial.

DSD contract compliance team continues to proactively audit state contacts with the MBE/WBE and IVOSB subcontractor utilization. In 2020, there have been total of 125 compliance reviews, most of them with the subcontractor participation plan change and the Good Faith Effort (GFE) reviews. DSD Contract Compliance Managers attended 33 pre-proposal meetings and presented the information on the tier two MBE/WBE and IVOSB utilization

Business Development & Outreach: IDOA DSD is committed to providing high quality educational resources and a platform across the State of Indiana to connect minority-, women- and veteran-owned businesses with decision- makers and information to help businesses achieve success. The DSD is working with partners from across the state to create a level playing field for our diverse businesses and a climate for economic growth and development.

IDOA DSD doubled their outreach efforts in 2020 during the pandemic. DSD could not hold in-person outreach events and business conferences due to COVID-19 but it soon transitioned its outreach efforts to a digital platform. Seeing the Big Picture, the theme of 2020 business Conference season, was the new weekly/bi-weekly web series that featured information from different partner organizations to provide diverse suppliers with access to resources on a digital platform.

Instead of a one-day business conference that would normally be held in different cities of Indiana, the DSD held a week-long online 12th Annual Division of Supplier Diversity Business Conference from October 5-9, 2020. The conference also featured a new organization, Progression Partners, that highlighted the best practices for businesses to consider as they developed their contingency plans during the COVID-19 pandemic. DSD began the webinar series in the beginning of May and concluded with our final session on August 27, 2020. During 12 weeks, DSD hosted 27 panelists, with 423 participants. In 2020, IDOA DSD reached total of 4,068 recipients.

Indiana Veteran Owned Small Business (IVOSB) Utilization

The success of the IVOSB program is measured similarly to the State's other Supplier Diversity programs with the 3% goal applying to subcontracting opportunities. The Indiana Department of Administration Division of Supplier Diversity tracks the activity of veteran businesses as prime contractors as an indicator of additional success.

Prime Awards: During this past Fiscal Year (July 2019 through June 2020), the State awarded over \$2.8 million in contracts to veteran business enterprises as prime contractors.

Subcontracting Awards: From July 2019 through June 2020, the Indiana Department of Administration conducted solicitations cumulatively valued above \$737 million, which resulted in approximately \$26.4 million committed to veteran business enterprises.

Contract Value	3% Goal Target	Actual Committed Dollars to IVOSB	Achieved Committed % (Goal 3%)
\$737,634,511.75	\$22,129,035.35	\$26,432,289.67	3.58%

Total Awards – Prime Awards and Subcontracting Awards: In total, the State spent over \$11 million with State-certified IVOSBs.

Time Frame	% Achieved	Subcontracting Committed Award Dollars	Prime Awarded Dollars	Grand Total of Awarded Dollars to IVOSB
July 1, 2019 – June 30, 2020	3.97%	\$26,432,289.67	\$2,885,760.00	\$29,318,049.67