

**Division of Supplier Diversity  
2022 Outreach  
Summary Report**



**INDIANA DEPARTMENT OF  

---

ADMINISTRATION**

**[WWW.IN.GOV/IDOA](http://WWW.IN.GOV/IDOA)**

12/12/2022

# DSD Overview

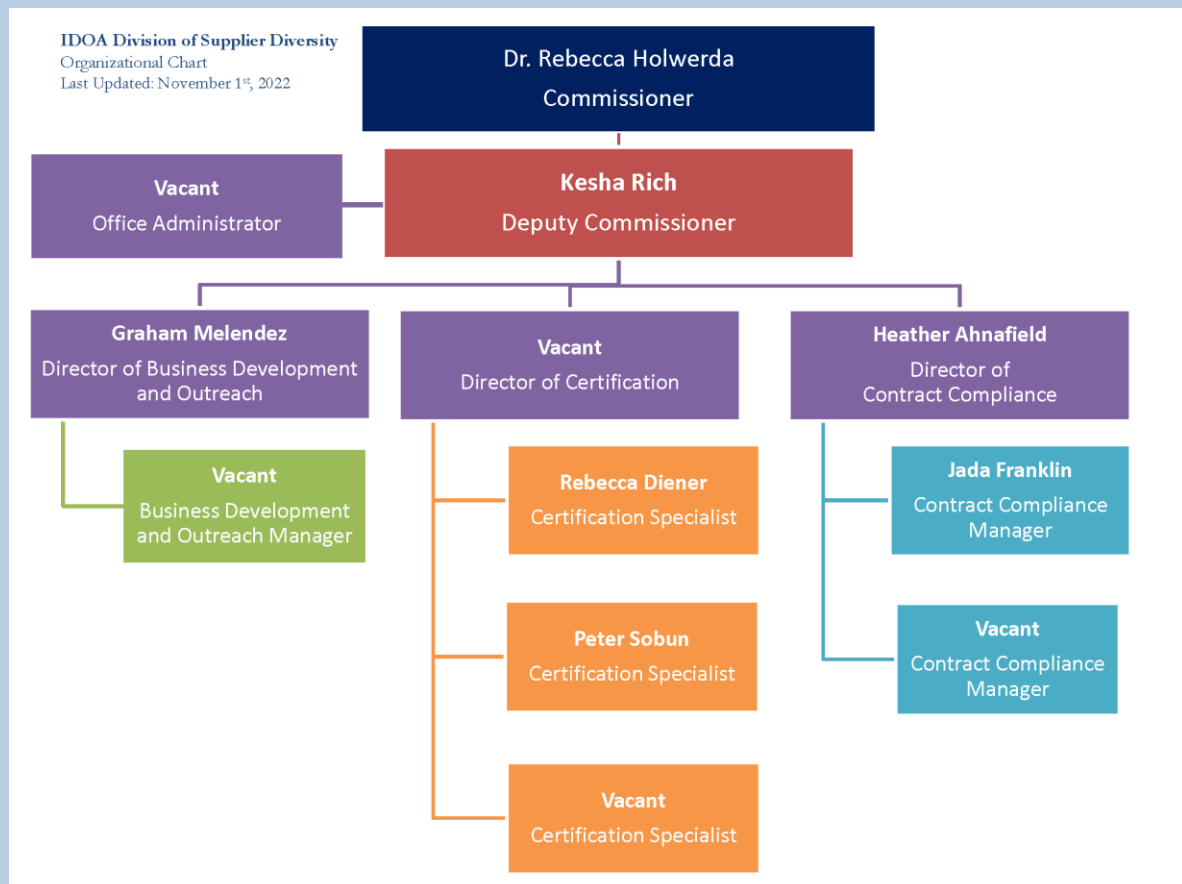
The Indiana Department of Administration (IDOA) Division of Supplier Diversity (DSD), acts on behalf of the State of Indiana to actively promote, monitor, and enforce the standards for certification of minority, women, and now veteran's business enterprises (MBE/WBE/IVOSBs). The Division was established in 1983 by the State of Indiana when Indiana Code 4-13-16.5 became law.

Our mission is to assist minority, women and veteran owned businesses by:

- Creating a fair, competitive, and equitable business environment.
- Providing networking opportunities to clients.
- Working to increase utilization.
- Monitoring and enforcing program compliance.

The Division fulfills its mission by providing knowledge, guidance, and service to clients while protecting the integrity of the program. The commitment pledges high quality customer service that is both efficient and professional, and that demonstrates respect for both clients and colleagues.

## Our Team



# Business Outreach Team

The DSD Business Outreach team designs and organizes events, seminars, and webinars to promote the MBE/WBE and IVOSB certification programs. In addition, the team regularly publicizes procurement and bidding opportunities with the State of Indiana and events from our XBE partners. Special project announcements and procurement opportunities are also sent out. All of this is done through e-blasts on GovDelivery, as well as posted on our website.

The Division is inclusive in its measures to be as accessible as possible. Although we travel across the state to increase business engagement, we also have digital strategies and procedures in place for those who are unable to attend our events. On our website, <https://www.in.gov/idoa/mwbe>, we are able to continue our outreach initiatives, to provide MBE/WBE/IVOSBs with the resources needed to secure contracts, through the consistent and updated promotion of our services and events. The “Business Opportunities” page is updated weekly with new bid postings that are available from government agencies and other external organizations. On our “Events” page, individuals can also access a list of our upcoming events, which include the monthly thematic webinars, partner events, and access to our bi-monthly IDOA certification and pay audit webinars. In addition, all past events are stored on the page for perpetuity purposes. As an additional measure, each week we send out emails to over 4,000 recipients and notify them of subcontracting and other contract opportunities with the State of Indiana and other organizations. The Division is also active on popular social media platforms, such as Facebook and Instagram; businesses can follow us and find out about our community involvement as it is happening.

## Subcontractor & Other Opportunities

### Current State of Indiana Opportunities

Joseph County, IN  
R-34221-A, Road Reconstruction  
[Project Information](#)

**Bids Due: 12/5/22**

**Contact:**  
Milestone Contractors North, Inc.  
See Project Information

Various Counties, IN  
R-44360-A, IDIQ, Patch and Rehab Pavement  
[Project Information](#)

**Bids Due: 12/6/22**

**Contact:**  
Calcar Paving, Inc.  
See Project Information

December 2, 2022

For Public Works project information please visit: [IDOA Public Works Division Projects Currently Bidding](#)

#### Goods & Professional Services

To view the Professional Services opportunities visit the IDOA Procurement Division's Current Opportunities website [here](#).

This is not an exhaustive list. [Click here](#) to view all of the current opportunities from the State of Indiana and our partners.

 SHARE

## December

### 4th Quarter Governor's Commission on Supplier Diversity Meeting

Monday, December 12, 2022  
1:00 p.m. – 3:00 p.m.  
Government Center South - 302 W. Washington Street, Conference Room C, Indianapolis, IN 46204  
Click [here](#) to register for in-person attendance.  
To attend virtually, click [here](#).

## From Our Partners:

### IEDC - 2022 Engage Indiana Indianapolis

Tuesday, December 6  
7:30 a.m. – 10:30 a.m.  
Westin Indianapolis - 241 West Washington Street, Indianapolis, IN 46204.

### 15th Annual OMWBD Year End Forum

Wednesday, December 7  
8:30 a.m. – 3:00 p.m.  
IndyPL Central Branch - 40 East Saint Clair Street Clowes Auditorium Indianapolis, IN 46204

## DSD Past Events:

[14th Annual Business to Business \(B2B\) Showcase](#)

[2022 Business Conference Virtual Series](#)

[13th Annual Division of Supplier Diversity Business Conference](#)

[2020 Seeing the Big Picture Recordings](#)

[12th Annual Division of Supplier Diversity Business Conference Recordings](#)

# Webinars in 2022

In 2022, the Division hosted various events ranging from virtual webinars to in person workshops. Through these efforts alone, we have been able to connect with two-thousand four-hundred sixty-five (2,465) participants both in person and online. This year, the annual business conference which typically takes place for one day containing both workshops and the Business to Business (B2B) showcase was split into two parts with a year-long virtual series and an in person showcase. The Business Conference Virtual Series theme was “From Vision to Action” and garnered panel participation from MBEs, WBEs, IVOSBs, and XBE partners. These are the webinars we hosted in 2022.

## **Preparation Meeting Opportunity: Finding Opportunities**

Each year, the State of Indiana awards millions of dollars in State contracts to meet the needs of government agencies. One of the most frequent questions vendors ask is where to find contracting opportunities. Although the information is publicly available, it is overwhelming to try to find. The purpose of this webinar was to simplify the process, show vendors where to find contracting opportunities, and get them started. This webinar was facilitated by IDOA Division of Supplier Diversity.

## **Preparation Meeting Opportunity: Business Relationships**

This webinar gave vendors an opportunity to hear success stories from MBE/WBE/IVOSB panelists representing both prime contractors and subcontractors. The panelists discussed best practices on researching, attaining, and sustaining contracts with the State of Indiana and the importance of building relationships with each other.

## **Crushing Your 2022 Goals: Running a World Class Company**

Peter Fuller from Catapult.ai led us in an engaging presentation in which our vendors were able to learn the seven (7) core principles of building and running a world class company. He shared that \$23 trillion in business value is coming onto the market and owners that operate their businesses to world class standards will not only attain the highest exit value but also get a grip on growth while saving time and reducing stress.

## **It Takes A Village**

In collaboration with our XBE partners, we hosted a webinar featuring pertinent resource information which MBE/WBE/IVOSBs could benefit from acquiring. Each presentation was an opportunity to learn how to partner with the City of Indianapolis – Office of Minority and Women’s Business Development (OMWBD), Indiana Small Business Development Center (ISBDC), IndyGo, and the Indiana Procurement Technical Assistance Center (PTAC). In addition, during each presentation, the panel gave their contact information to the participants to follow up or have a one-on-one.

# Webinars in 2022

## **Contracts and Relationships**

The Indianapolis Airport Authority (IAA), Indiana Department of Transportation (INDOT), Indiana Procurement Technical Assistance Center (PTAC), and the City of Indianapolis – Office of Minority and Women’s Business Development (OMWBD) came together for a panel discussion centered on how to do business with various corporations, from local to large. In their individual presentations and through the Q&A section, they addressed how to secure a contract or partnership, as well as gave an overview of the procurement process and contracting opportunities within their agencies.

## **Doing Business with SEIs**

In this two-part webinar, seven (7) State Educational Institutions (SEIs) were able to showcase their projects and discuss how vendors can connect and do business with them. Through their presentations, Ball State University (BSU), Ivy Tech Community College of Indiana, Indiana University (IU), Indiana State University (ISU), Purdue University (PU), University of Southern Indiana (USI), and Vincennes University (VU) shared their resources to help M/W/V's achieve success

## **Creating and Maintaining Value**

In collaboration with our partners at Barnes & Thornburg LLP, Periculum Capital Company, and Katz, Supper & Miller’s Transaction Advisory Services Group, we were able to field questions vendors had regarding how to create and maintain value for their business, guidance with financial decisions, business goals, and succession planning.

## **Accessing Capital**

During this webinar, four (4) different entities shared information regarding financial knowledge and the tools necessary to have success in business ventures. During this panel discussion, Regions Bank, US Small Business Administration (SBA), First Financial Bank, and Teacher's Credit Union (TCU) gave presentations and guided MBE/WBE/IVOSBs through the process of accessing capital and the benefits of partnering with traditional and non-traditional lenders.

## **The Building Blocks of Bonding**

This webinar gave vendors the opportunity to address concerns directly to SBA on how to be bondable, obtain bonding, and clear up any myths on the basics of contract bonding. The US Small Business Administration (SBA) was able to answer the questions that vendors have when it comes to bonding.



# 14<sup>th</sup> Annual B2B Showcase

The annual Business to Business Showcase (B2B) took place on Friday, October 14, 2022, from 11:00 a.m. to 3:00 p.m. at the Indiana Government Center South. This in-person event allowed vendors to meet and network with prime contractors, state and local procurement agents, and buyers from private entities.

As a part of the opening ceremony, newly certified vendors were recognized for now being part of the list of certified vendors. In addition, two (2) certified vendors were recognized with our annual awards for their work in the supplier diversity community. The Cassandra Wilson Ignite Award was given to After Action Medical and Dental Supply, because of their willingness to educate and share their experiences as a certified IVOSB. The Ralph W. Adams Jr. Supplier Diversity Trailblazer Award was given to certified WBE, netlogx LLC for being advocates of supplier diversity in the State of Indiana. Congratulations and well deserved!

During the B2B showcase, seventy (70) vendors had a booth space whereby they shared their services and resources with close to four hundred (400) attendees. This gave vendors and participants alike the unique opportunity to network and engage with each other to further enhance their business acumen.

Here is some feedback received after the event:

- "Over the past 26 years, this was the best!" - Daryl Williams-Dotson, WDi Architecture, Inc.
- "Great event and I would make the drive from Brown County Indiana for the next one. Thank you for the invitation." - Andrew Alexander, Indiana Economic Development Corporation
- "The best networking event of the year! I made lots of new connections. Thank you to the IDOA team!" - Heather Rollins, Midwest Printing



# Out in the Field

Throughout 2022, DSD has participated in seventy-four (74) different outreach-based events across the State of Indiana, thirty-two (32) of which were presented by the Division. Our involvement in each partner event has been a presenter, panelist, exhibitor, sponsor, or our support as an attendee.



## Corporate and community partners whose events we have attended in 2022:

- American Council of Engineering Companies (ACEC) Indiana
- Association of Procurement Technical Assistance Centers (APTAC)
- Ball State University (BSU)
- City of Indianapolis – Office of Minority and Women’s Business Development (OMWBD)
- Hispanic Business Council – Indy Chamber
- Indiana Black Expo (IBE)
- Indiana Civil Rights Commission (ICRC)
- Indiana Department of Transportation (INDOT)
- Indiana Latino Expo (ILE)
- Indianapolis Airport Authority (IAA)
- Indianapolis Public Transportation Corporation (IndyGo)
- Indy Black Chamber of Commerce
- Indy Chamber
- Ivy Tech Community College of Indiana
- Latin American Chamber of Commerce
- LUNA Language Services
- National Association of Women Business Owners (NAWBO)
- NASCA TV
- Pepper Construction
- Prospanica Indianapolis
- Purdue University (PU)
- Telemundo Indy
- University of Southern Indiana (USI)
- US Minority Contractor Association (USCMA)
- Vincennes University (VU)
- VIP Center for Businesswomen
- Woman’s Business Enterprise National Council (WBENC)



# Thank You Sponsors

A Huge Thank You to the Division of Supplier Diversity 2022 Contributing Sponsors:



If you would like to become a contributing sponsor or learn more about how your business can directly support the Division of Supplier of Diversity, please email us at [MWBE@idoa.in.gov](mailto:MWBE@idoa.in.gov) or give us a call at 317-232-3061 for more information. Thank you.