

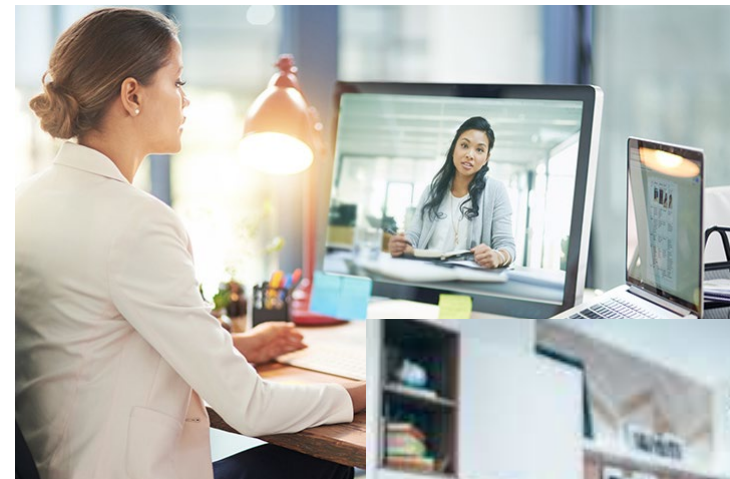


DSS/HRA/DHS Minority- and Women-Owned Business Enterprise Program

M/WBE Program Intro for Human Service Providers, Non-Profits, and Community-Based Organizations

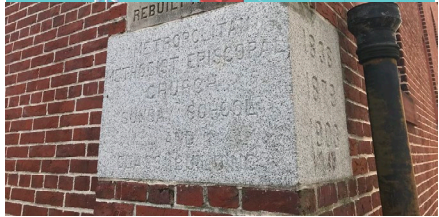
What makes an M/WBE? - Eligibility Requirements

- At least 51% owned, operated and controlled by a U.S. Citizen (s) or U.S. permanent resident(s) that are women and/or members of the following eligible minority groups:
 - Black
 - Hispanic
 - Asian-Indian
 - Asian-Pacific
 - Native American
- Operating for at least 1 year
- Legitimate business structure (Not-for-Profit Organizations are ineligible)
- Legally authorized to transact business in New York State
- Located in the NYC market area or has a verifiable business connection to NYC



If you're working with a firm and believe they are Minority- or Women-owned, but are not certified, reach out and ask them if they're aware of the program or interested in certification. The DSS M/WBE Team will refer them to SBS for support.

What is the NYC Minority- and Women-Owned Business Enterprise (M/WBE) Program?

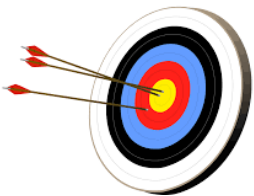


The cornerstone initiative of the City's economic justice and pandemic recovery platform



A constitutionally-backed vendor diversity program focused on correcting for historical disparities in City contracting

GOAL SETTING



Sets goals for M/WBE contract participation on City contracts based on a Disparity Study



Provides tools and resources to help M/WBEs gain access to contracts and build capacity

Why do M/WBEs and diversity, equity, and inclusion in contracting matter?



Social justice is inextricably linked to economic justice.

M/WBEs are more likely to invest back into their communities, to hire locally, as well as to hire minorities, women, and justice-involved individuals.



Your M/WBE spend adds to the City's tax base and helps ensure a ground-up recovery.

M/WBE engagement means Local engagement, connecting City contracts to local communities.



M/WBEs offer unique and valuable experiences and perspectives.

How to partner with M/WBEs

Name or update your M/WBE Liaison [here](#). The M/WBE Liaison should be in a procurement or adjacent role. They are the first point of contact for our agency as well as M/WBEs looking to work with your organization.

Visit the [Online Directory of Certified Businesses](#).

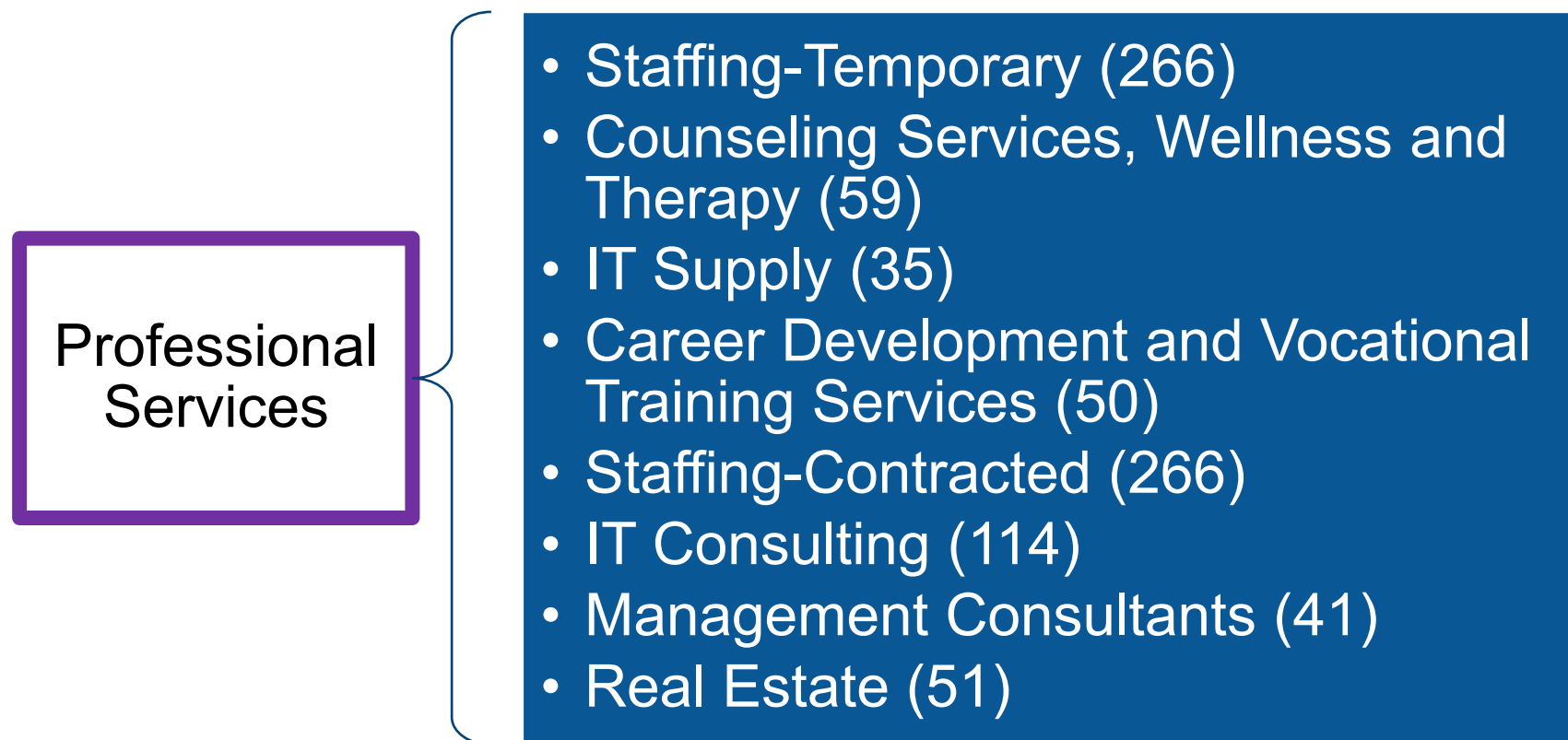
<https://sbsconnect.nyc.gov/certification-directory-search/>

For assistance using the Online Directory of Certified Businesses, [view this helpful tutorial](#).

If you require further assistance, you may reach out to the DSS M/WBE Program Team at mwbe@dss.nyc.gov for support finding M/WBEs to support your contracts. You may also reach out to the Department of Small Business Services' Buyer Services Unit by visiting [here](#).



Fall 2023 Survey Results



There are M/WBEs to support most of the goods and services you need most. Many of them are experienced working with DSS/HRA/DHS, Human Service agencies, and City processes.

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Fall 2023 Survey Results

Maintenance

- Pest Control/Exterminator (57)
- Janitorial and Cleaning Services (104)
- Boiler Maintenance and Repair (15)
- Elevator Maintenance and Repair (7)
- Moving Services (29)
- Duct/Chute Cleaning and Maintenance (261)
- Fire Monitoring/ Maintenance Testing (26)

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Bid and Contract Requirements

Provide M/WBEs with information on what's needed to successfully bid and perform on contracts. Some examples include:


- How to join your organization's prequalification lists
- How to join your bidder's lists
- Insurance requirements
- Bonding requirements
- Certifications and licenses
- Compliance and reporting requirements
- Night differentials and holiday structures



Post-bid debriefs are a valuable resource for M/WBEs seeking to win City contracts.

How do I support M/WBEs who aren't successful with bids?

- Proactively reach out to M/WBEs to offer detailed debriefs.
- If a debrief is requested, set expectations on what information is available at what time and to what level of detail.
- Debriefs should be timely and substantive – consider the questions on the Debrief form pictured and linked [here](#).
- Refer M/WBEs to [Axiom Accelerators](#) for technical assistance from the Department of Small Business Services for help improving their future bid responses.



Questions to Ask During a Debrief

Bidding on government contracts takes dedicated time and effort and you should take every step possible to ensure your response was not for nothing. Once you learn that an opportunity you have bid on has been awarded, you should always request a debrief meeting.

A debrief meeting provides you with valuable feedback on how your proposal was evaluated and perceived. It is also another opportunity to connect with the government agency you want to do business with.

Debrief meetings can help you improve for future proposals and you should always ask for one whether or not you were awarded the contract.

Here are some questions to consider asking during a debrief meeting:

Basic questions:

- Who won?
- How many bids were received?
- What was my overall score?
- Was my score closer to the top or close to the bottom?
- What was the winner's score?
- Did the winner have the lowest price?
- Did the winner have a higher score based on technical factors?

If price was a major factor and you did not win:

- Did I score higher or lower than the winner on technical factors?
- Did I scope the level of effort (number of people/hours) appropriately?
- Was the skill level of my proposed staffing too high?
- Did the winner propose more or less staff/hours? By how much?

If you scored higher on technical factors but you did not win:

- Did I not win because my higher technical score drove up the cost?
- If my price had been the same as the winner, would my proposal have represented the best value?

If you scored lower on technical factors:

- How did my staffing score?
- How did my technical understanding and approach score?
- How did my past performance score?
- Did I have any compliance issues?

Miscellaneous:

- How did the presentation and appearance of my proposal stack up against the competition?
- What differentiated me from the other bids?
- Was my proposal easy to navigate and score?
- Was the appearance of my proposal better, worse, or about the same as my competition?
- Did my proposal contain any unnecessary or imprecise content?
- Is there anything the individual conducting the debrief meeting would recommend for you to improve?

- FMS Subcontractor Reporting Materials: <https://portal.fisa.nycnet/wps/portal>. Access the FISA Applications Portal and navigate to FMS Subcontractor Reporting on the left-hand menu bar.
- PIP Subcontractor Reporting deck:
https://cityshare1.nycnet/html/mocs/downloads/intranet_pdf/PTI/pti_pip.pdf

3rd Annual Event - Thank you to our Participating Human Service Providers

1. AAPCI
2. Broken But Not Destroyed
3. BronxWorks
4. CAMBA
5. Community Access
6. HELP USA
7. Home/Life Services
8. N.A.I.C.A.
9. Services for the Underserved
10. Samaritan Daytop Village
11. The Jewish Board
12. Urban Resource Institute
13. Violence Intervention Program
14. Volunteers of America – Greater New York



14 Unique Providers

34 Provider Representatives

64 M/WBE Firms

400+ Matched Meetings

21% Contract Rate

<https://pix11.com/news/follow-up-friday-boosting-small-businesses-and-getting-housing-repairs/>

Once you've arrived, reach out to us and let us know about your success!



Please let us know if:

- you subcontract with a City-certified M/WBE on a City-funded contract.
- you subcontract with a City-Certified M/WBE for one of your other contracts.
- you host an M/WBE outreach event or other vendor-facing program.

We can be reached at mwbe@dss.nyc.gov. We look forward to celebrating your effort!

Raymond Daniel Medina

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T: 929-221-7314



For support with M/WBE-related matters, reach out to us at mwbe@dss.nyc.gov

Please direct M/WBEs with any questions, or who may need additional resources, to our DSS M/WBE Resource Page at <https://www.nyc.gov/site/hra/business/mwbepage>. You may also reach out to us, or refer M/WBEs, directly to the DSS M/WBE Program Team at mwbe@dss.nyc.gov. We welcome opportunities to collaborate with you in bringing more diversity, equity, and inclusion to our shared work.