Procurement

Doing Business with NY State Certifications and BidLinx

Small Business Development Center
Stony Brook University
Doing Business with NY State

- Get registered in the NY State Contract System
  https://ny.newnycontracts.com/

- NY State Bid and Grant Opportunity search
  https://ny.newnycontracts.com/FrontEnd/General/BidOpportunities1.asp?TN=ny&XID=4676
Welcome to the New York State Contract System!

New York State Works for MWBEs

New York is working harder than ever to make this state the place to do business.

This website is the gateway to attract and grow minority-owned and women-owned businesses.

The system makes the state certification process more user friendly and enables businesses to easily interact with the state agencies and authorities who are responsible for implementing the Minority- and Women-Owned Business Enterprises (MWBE) program.
New York State Bid & Grant Opportunities

State agencies purchase a variety of goods and services from the business community. These links will connect you with the latest bid and grant opportunities from state agencies, authorities and state universities.

- Search bid & grant opportunities over $50,000 in value
- View bid & grant opportunities over $50,000 in value by category
- Search bid & grant opportunities under $50,000 in value
- View quarterly forecast of discretionary purchases under $50,000
- Design and Construction opportunities from NYS Office of General Services

NYS Procurement Information and Resources

- Doing Business with New York State
- NYS Directory of Small Business Programs
- Explore a World of Contract Opportunities e-book
- Procurement Services Group - Term Contracts from Office of General Services (OGS) (updated monthly)
Resources – Selling to NY State

- Doing Business with NY State

- NYS Directory of Small Business Programs
DOING BUSINESS WITH NEW YORK STATE

A Guide to Understanding the State’s Procurement Practices

Press the "Esc" key at any time to return to your regular interface.
New York State Directory of Small Business Programs

UPDATE: Locations and Times for Small Business Outreach Workshop, pg. 39

Press the “Esc” key at any time to return to your regular interface.
Certifications

- Federal – SBA 8(a) – social and economic disadvantaged groups; Service Disabled Veterans.
- Federal - WoSB
- State – Empire State Development MBE, WBE
- Nassau/Suffolk County
- NYC
- Quasi – Governmental Agencies
- Private Certifications
Certification Applications

- Application Questions
- Supplementary Documentation
- On-site visit
Why Get Certified?

- Increased access to government contracts
- Marketing
- Proliferated client base
BidLinx

The New York State Government Contract Bid-Matching Service
What can BidLinx do for my business?

- Identifies and locates government agencies that purchase your commodities or service and finds contract opportunities
How does BidLinx work?

- The service is entirely web-based, and monitors over 2,000 bid sources every day.
- Procurement Opportunities are identified with sources such as:
  - Federal agencies
  - NY State
  - County/Local agencies
  - All 50 states
  - U.S Territories
  - International Government Websites
So BidLinx is great! How do I sign up?

- Set up an appointment at the SBDC
- Once you are signed up you will receive daily email notifications containing links to your “bid leads”.
- The leads will give you all the info you need to contact the appropriate government agency, submit requests, download appropriate documents and begin the bid process
Cost?

- None.
- SBDC Clients receive these services free of charge.
Thank You!

- Questions

- Stony Brook University SBDC
  stonybrook.edu/sbdc
  631.632.9070