Certification Office for Business Inclusion and Diversity

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Who I am, and why you should care

Daniel Jackson,
Certification Specialist

• Seven years with WorkSource Oregon
  • Mid-Valley Area
  • Worked for both the WIB and a contracted provider

• Experience with state contracting and small business outreach
Build Your Tool Bag

• How do businesses judge your interactions?

• What’s in your tool bag?

• Services outside of the Workforce Development field.
Certification is a Business Tool

Certification opens the door to federal, state, and local government contracting opportunities.

Universities, hospitals, and private sector companies also contract with certified firms.
Certifications

Federal Funds
• Disadvantaged Business Enterprise (DBE)
• Airport Concessions Disadvantaged Enterprise (ACDBE)

State Funds
• Minority Business Enterprise Program (MBE)
• Women Business Enterprise Program (WBE)
  • Service Disabled Veteran (SDV)
• Emerging Small Business Program (ESB)
How Would A Business Benefit?

• Government contracting opportunities
• Automated notification of opportunities
• Listed in online public database used by agencies and others
• Business resources and support
• Education
• Marketing
• Networking
Endless Opportunities for Businesses

• Construction Services
• Engineering Services
• Architecture Services
• Building Maintenance/Cleaning
• Metal Fabrication
• Landscaping
• Kitchen Equipment and Cleaning
• Uniforms, First Aide, and Safety Equipment
• Consulting

AND MORE!!!!
How Does A Business Get Certified?

**Online Application - www.orcobid.com**

- Step-by-step application process
- Submission of supporting documents
- Efficient processing time
- Easy access to your certification
  - Updating
  - Scheduling
  - Tutorials
What’s the Catch?

• Certification is FREE of charge in the State of Oregon
• All services provided by COBID are FREE including assistance filling out an application
• Most small business services, with the exception of special trainings, are also FREE
  ▪ Small Business Development Centers (SBDC)
  ▪ Government Contracting Assistance Program (GCAP)
  ▪ Small Business Administration (SBA)
  ▪ Oregon Procurement Information Network (ORPIN), etc.
How to work Certification into Discussions

• When:
  • Partner services
  • Asked about how to expand their business
  • How to do business with government

• How:
  • Hit the high points
  • The Hand-off!
Direct benefits for following up on this information

- The downloadable database
  https://oregon4biz.diversitysoftware.com/
- Expand your business base
- Identify new firms for services
QUESTIONS?

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