



*Certification Office for Business
Inclusion and Diversity*

775 Summer St NE, Suite 200

Salem, OR 97301-1280

503-986-0075 ph.

503-581-5115 fx.

cobid.web@Oregon.gov email

<http://www.orcobid.com> website

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

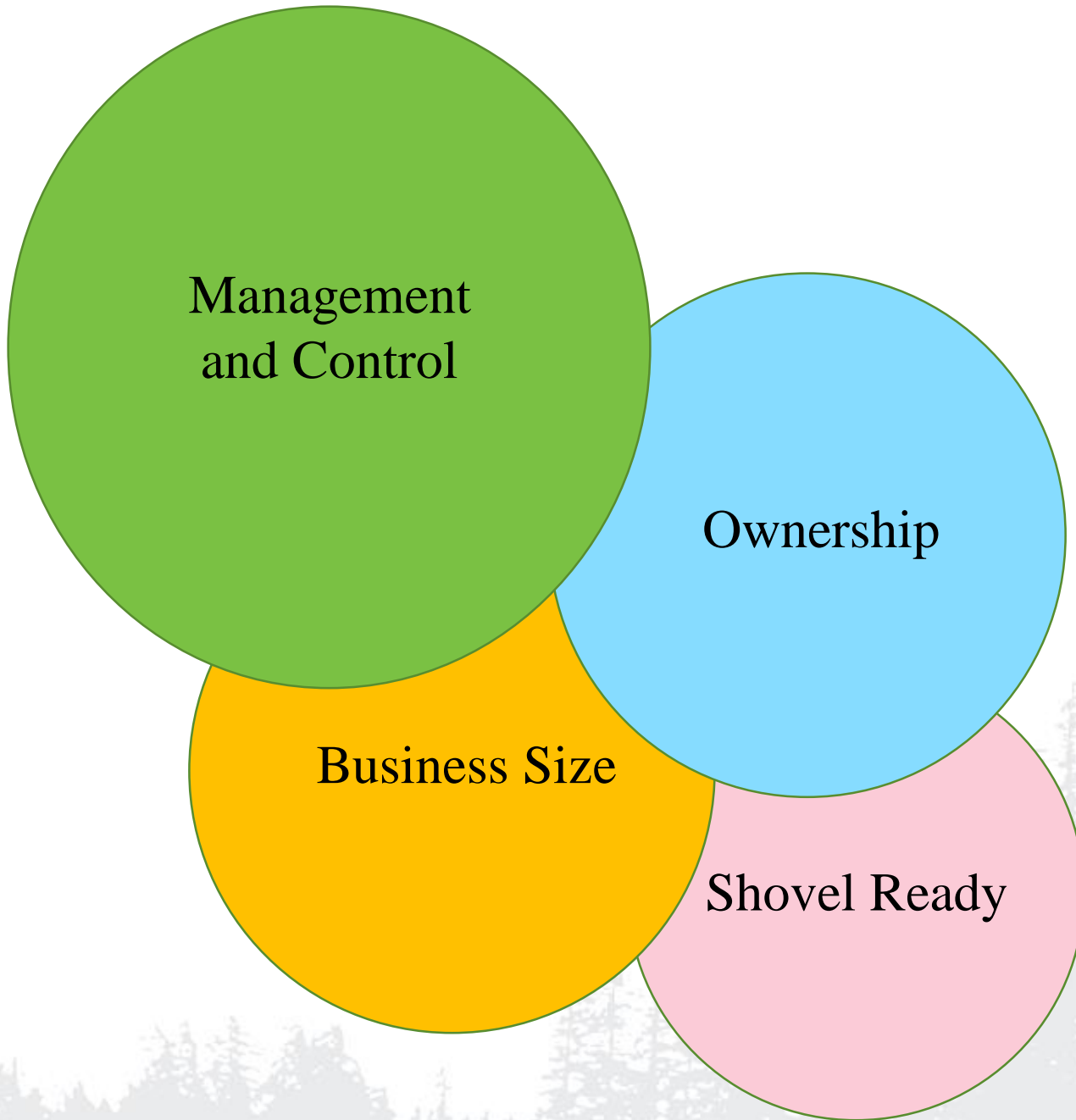
- Construction Services
- Engineering Services
- Architecture Services
- Building Maintenance/Cleaning
- Metal Fabrication
- Landscaping
- Kitchen Equipment and Cleaning
- Uniforms, First Aide, and Safety Equipment
- Consulting

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**

Certification Office for Business Inclusion and Diversity

QUESTIONS?