

# STATE OF WISCONSIN DVB CERTIFICATION

(SERVICE-DISABLED VETERAN-OWNED BUSINESS CERTIFICATION PROGRAM)



## TONDRA DAVIS, DIRECTOR WISCONSIN SUPPLIER DIVERSITY PROGRAM



Tondra Davis began serving as Director of the WI Supplier Diversity Program in October 2019. In this role she seeks to help diverse businesses become certified, so they have better opportunity to do business with the state of Wisconsin.

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State of WI Good & Services

State of WI Construction

FY19 WI General Procurement Spend

FY19 Certified DVB Spend Goal

FY19 Certified DVB Spend Results

DVB Certification

Questions?

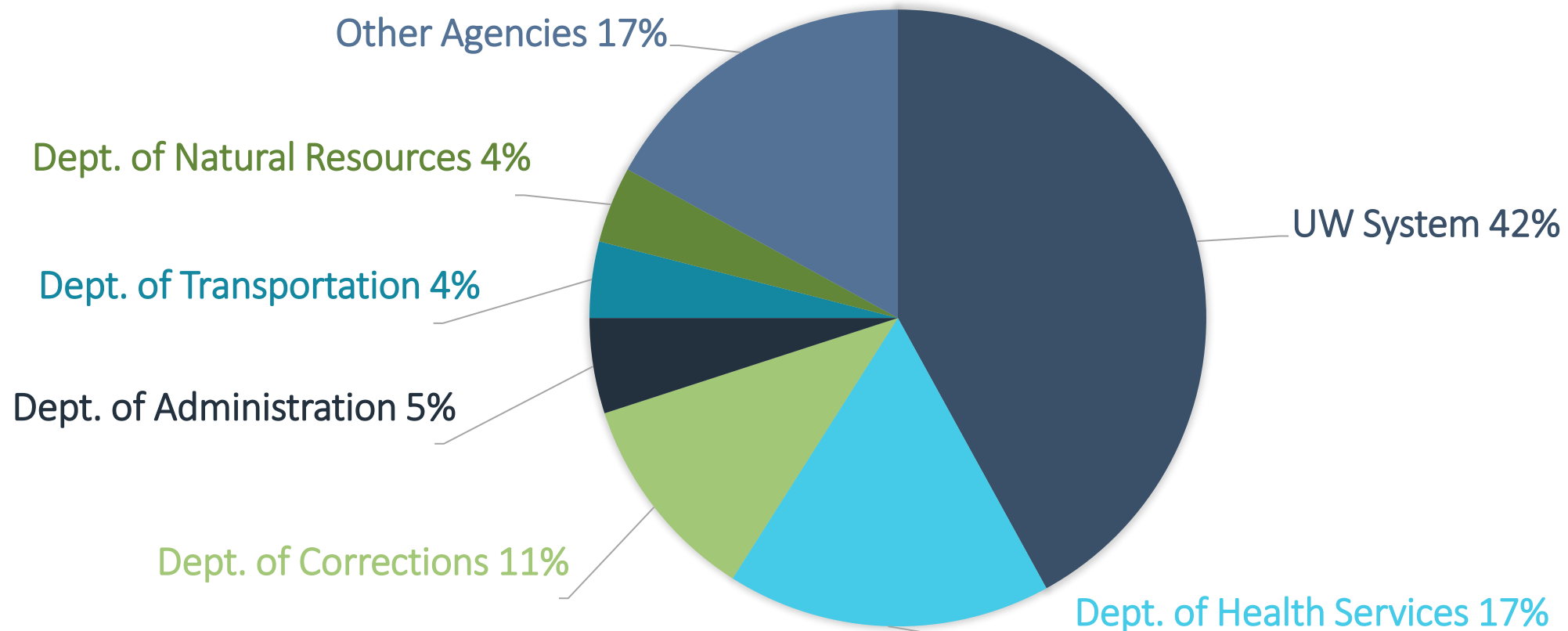
# AGENDA

# WHO'S BUYING?



# OVERVIEW OF STATE AGENCY PURCHASES

State spend in FY19 was \$1,634,092,329 for Goods and Services.



# TOP CATEGORIES OF STATE SPEND

Information  
Technology Services

IT Hardware &  
Software

Social, Medical &  
Client Services

Food & Related  
Services

Pharmaceuticals &  
Chemicals

Vehicles, Accessories,  
Maintenance & Fuel

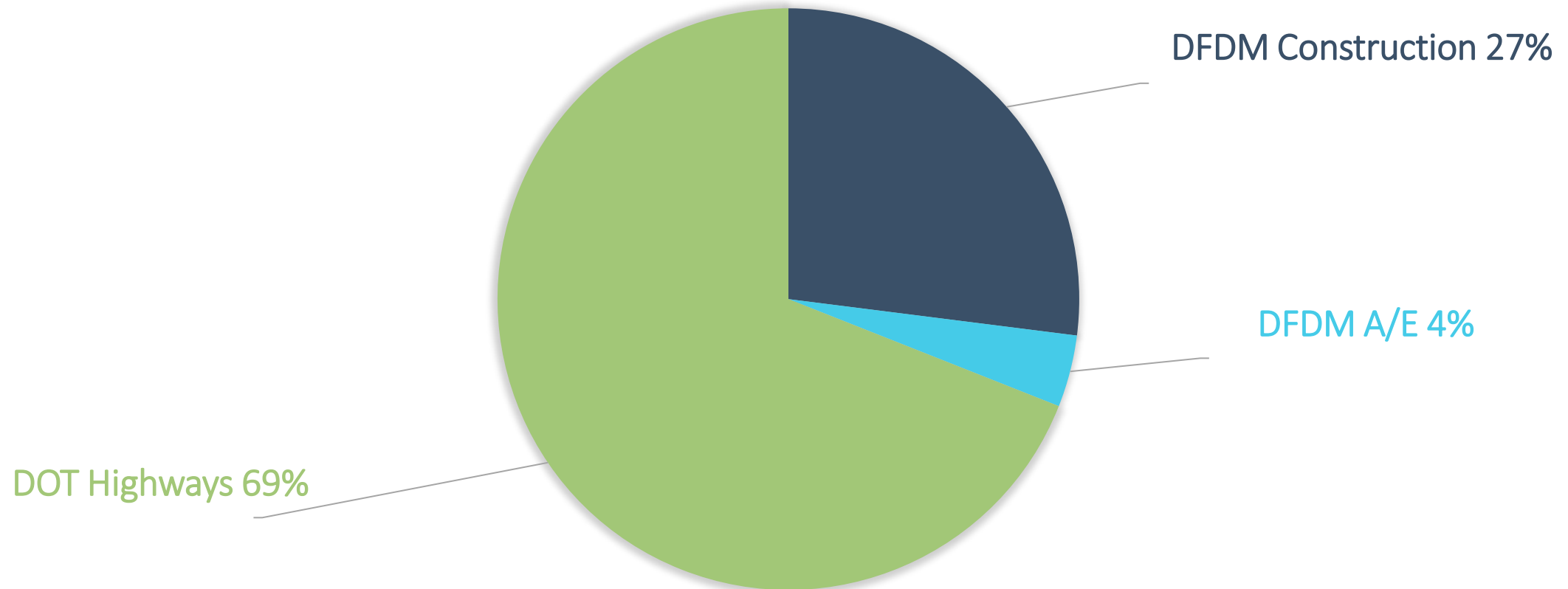
Management  
Consultant & Other  
Professional Services

Facilities  
Maintenance &  
Repair



# OVERVIEW OF STATE CONSTRUCTION SPEND

State spend in FY19 was \$1,475,128,040 for Construction.



# FY19 GENERAL PROCUREMENT SPEND FOR GOODS, SERVICES & CONSTRUCTION

\$3,109,220,369

OR

\$3.1 BILLION



**WISCONSIN  
DIVERSE  
SPEND GOAL**

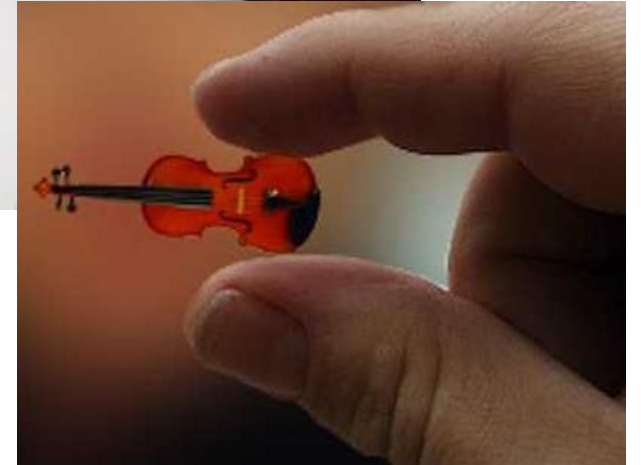
- 1% of General Procurement Spend with Certified DVBs
- 1% of \$3.1B = \$31M
- GOAL, NOT SETASIDE

# FY19 NUMBERS

- WI Spent 0.16% with Certified DVBs for Goods & Services
- Missed goal by 84%

Why?

- ~ 40 DVBs Certified in WI
- ????????



**WE NEED YOU TO CERTIFY!**

**SERVICE-DISABLED VETERAN-OWNED BUSINESSES**



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# BENEFITS

## DVB

# CERTIFICATION

- 
- DVBS receive 5% Preference
    - \$100 EXAMPLE
      - Non-DVB Bidder - \$100, no preference – 5% added, becomes \$105.
      - DVB Bidder - \$102, preference - 5% not added, remains \$102.
      - \$102 DVB bid
  - Database of Certified Suppliers
  - Recognition

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# ELIGIBILITY

## DVB

# CERTIFICATION

- 
- Served in the United States Military
  - Receive Disabled Benefits from Veteran Affairs
  - Have an Enterprise Business with a Useful Business Function
    - 51% Owned by Service-Disabled Veteran
    - Managed
    - Controlled
  - WI – Residence & Business Location

# HOW TO APPLY FOR DVB CERTIFICATION



WISDP.WI.GOV

Register Business

Complete Online Application

Upload Documents From  
Checklist

Submit Affidavit

Mail \$150 Check to DOA



QUESTIONS:

WISDPWEBAPPLICATION@WI.GOV



# BID | WIN | PERFORM

- BID – Look for Opportunities & Bid on Them
  - eSupplier – [eSupplier.wi.gov](https://esupplier.wi.gov)
  - DFDM – <https://doa.wi.gov/Pages/DoingBusiness/StateConstProjs.aspx>
  - DOT – <https://wisconsindot.gov/Pages/doing-bus/contractors/hcci/bid-let.aspx>
- WIN – Competitive or Low Bid
- PERFORM – Communicate, Meet Deadlines, Quality Work, Meet/Exceed Expectations – T.C.O.B.





**QUESTIONS?**

[wisdpWebApplication@wi.gov](mailto:wisdpWebApplication@wi.gov)

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# Thank You!

