



State of Delaware Procurement Resources

To become more connected with the State of Delaware for access to opportunities for networking, business development, and contracting you are invited to consider the following:

State of Delaware Procurement Site: Your guide to the state's procurement practices, please visit <https://mymarketplace.delaware.gov/>.

Learn "How to Do Business with The State of Delaware": Government Support Services (GSS) Contracting Unit offers a free "Vendor Day" training sessions, to educate vendors on how to do business with the State of Delaware. This training covers the above as well as categories of procurement, spending thresholds, transparent business intelligence, access to opportunity points, the state's checkbook and Procurement card spend sites, and more; all to help you determine if you might wish to bid on future contacts. Unadvertised below-threshold opportunities are also explained. Review the information: <https://mymarketplace.delaware.gov/resources/vendor.shtml>

Search for Delaware Contracts: You can search current and archived contracts at <http://contracts.delaware.gov/>. This site includes information on pricing for central contracts, expiration dates, originating solicitations, Awarded Vendors, which businesses submitted proposals, and historical spend reporting for GSS central contracts. These contracts are for formal procurement activities and the information available may vary based upon the agency initiating the solicitation and controlling the contract.

Register for Formal Contracting Opportunity Notifications & Search Open Solicitations: Sign up for a free service that allows you to receive bid notifications for your industry. Access and a step-by-step guide can be found at <http://bids.delaware.gov/>.

Attend "Contracts to Watch": GSS Contracting Unit offers a "Contracts to Watch" informal meeting to facilitate the gathering and sharing of industry information related to contracts approaching a critical decision point. Parties interested in sharing information on the efficiencies of the existing contract(s) or trends in related market sectors may participate. The list of contracts for discussion and the registration link are shared prior to each meeting on the Contracting Unit Blog: <https://contracting.blogs.delaware.gov/> and the OSD List Serv (see OSD List Serv below).

Seek New Opportunities to Do Business with Schools, Fire Departments, and Municipalities: Not all entities are required by Delaware Code to utilize State contracts, but they may choose to or may contract on their own. Excluded entities are schools, fire departments, and municipalities. Therefore, you are eligible to market directly to these groups. To help you identify whom to contact GSS maintains a list of those procurement officers at: <https://mymarketplace.delaware.gov/procurement-contacts.shtml>

Review the Results: of our outreach to the vendor community, contract spending with the business community, how many vendors are engaged with us, the certified community of diverse and small businesses, and much more you can view the "Economic Development" and "Government & Finance" tiles within Open Data: <https://data.delaware.gov/> and the "Results Delaware" tile within <https://mymarketplace.delaware.gov/>.

Join the OSD List Serv: Subscribe to receive notice of various business networking events, development workshops, and other business engagement throughout the state and region. Visit <https://business.delaware.gov/osd-subscribe/> to subscribe. Consider attending an "Open for Business" free event where the various Business Resource Partners come together to meet and assist you; they are offered in each county.

Inclusion of the entire community of traditional, diverse, and small businesses is how we ALL work together.

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