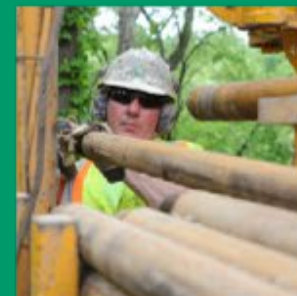
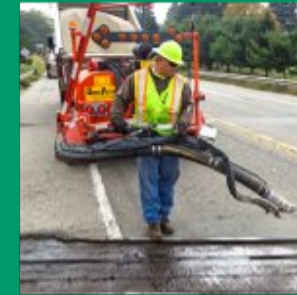


DOING BUSINESS WITH THE OHIO DEPARTMENT OF TRANSPORTATION

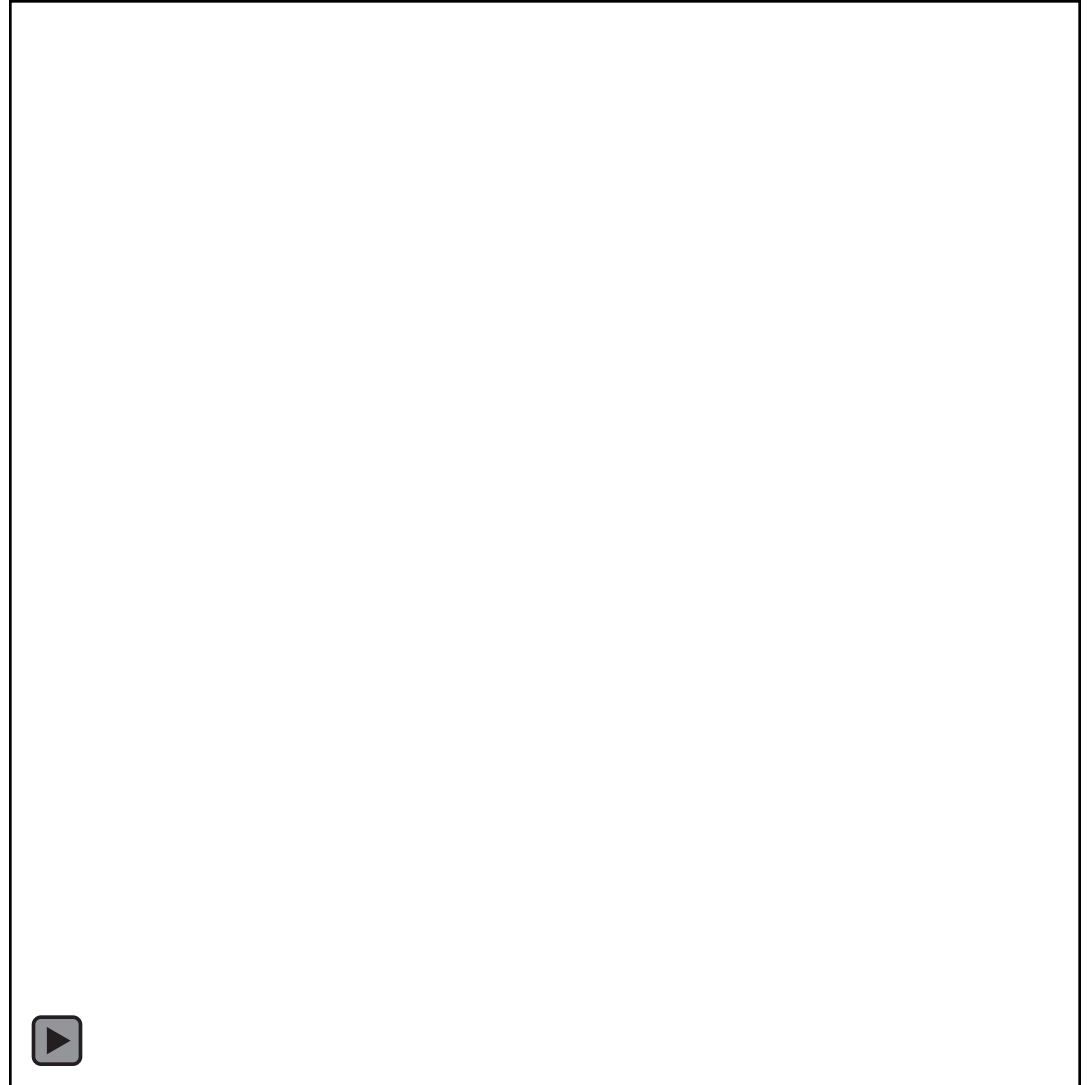
JANUARY 25TH, 2023



OHIO DEPARTMENT OF
TRANSPORTATION

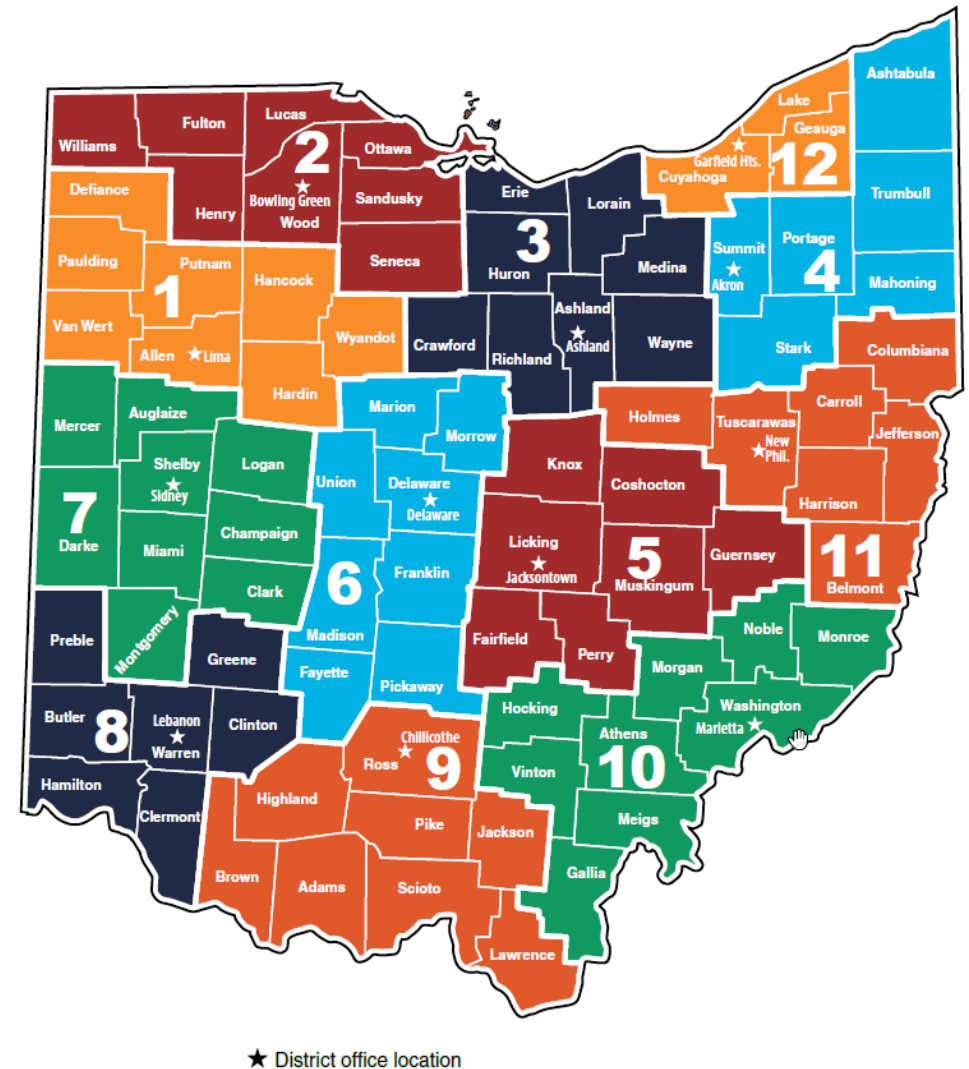
PRESENTATION SUMMARY

- Introduction & Overview of ODOT Purchasing
- Requirements to doing business with the State
- How can businesses approach ODOT (and other state agencies) for contracting opportunities?
- What does ODOT buy? How and when do they buy?



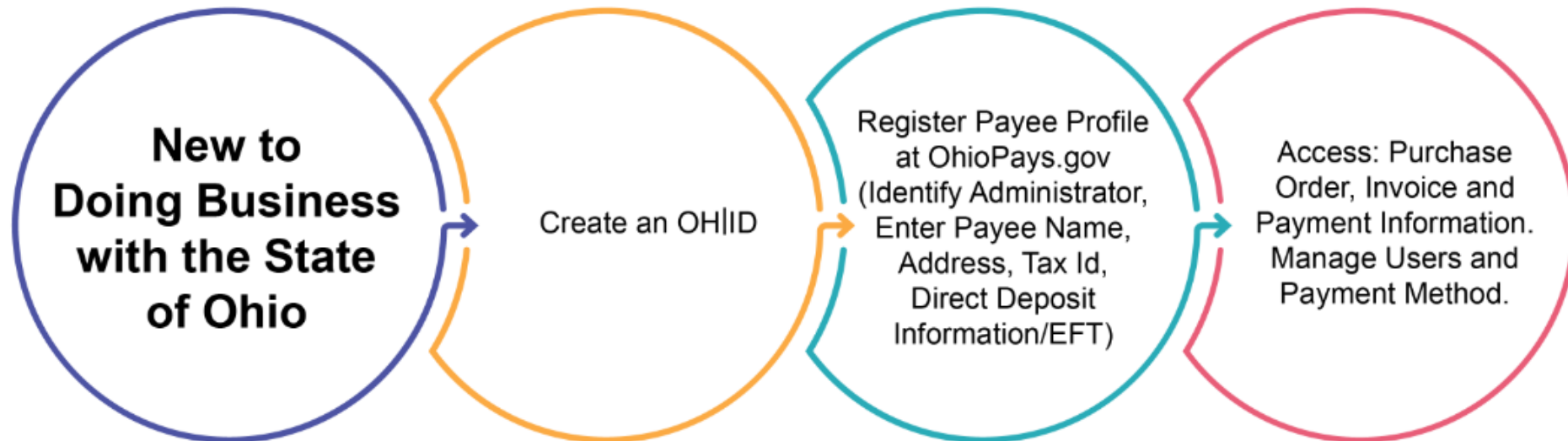
ODOT PURCHASING

- Dan DeNiro, Manager, Office of Accounting
 - Purchasing team focus on operating goods & services
 - DOT.CENPurchasingSupport@dot.ohio.gov
- Central Office & 12 districts
 - Statewide opportunities
 - District purchases and RFQs



REQUIREMENTS

- Must be registered as a State Supplier
 - A Bidder is a business responding to an opportunity to do business with the State but is not a fully-registered State Supplier. They are still able to bid on solicitations
- [OhioPays](#) - System where businesses register as a “Payee”, monitor payments, and update the profile
 - An entity that provides goods or services to a State of Ohio agency



ODOT SOLICITATIONS

Request For Quote - [Ion Wave](#)

- Specific to ODOT, RFQs are posted by Central Office or districts
- **Supplier Registration**
 - Apply more commodity codes to be notified of more RFQs
 - Manage company profile and user profiles
- **Best Practices**
 - Ask questions regarding the RFQ
 - Read Terms and Conditions carefully, acknowledgement is required
 - Provide all required attachments in your response
 - Affirmation & Disclosure, Preference Certification statement
 - Preference Program - provides preference to certified companies that compete to contract with the state to supply the goods or services

ODOT SOLICITATIONS - PREFERENCE PROGRAMS

OAC 123:5-1-06 - Bidders may claim preferences in a procurement solicitation response for any or all of the following:

- Buy America
 - Domestic Source End Product - unmanufactured end product mined or produced in the US, or manufactured in the US, if the cost of its components mined, produced, or manufactured in the United States, exceeds 50%
- Buy Ohio
 - Goods/services being offered are raised, grown, produced, mined, or manufactured in Ohio
 - Bidder has a significant economic presence in Ohio
 - Bidder is from, or goods are mined from a qualifying boarder state
- Veteran-friendly business enterprise (VBE)
 - Bidder has an active veteran-friendly business enterprise certification
 - [Eligibility & Certification Process](#)
- Preferences are calculated at a rate of 5% for the first preference, and 2% each for the second and third preferences

ODOT SOLICITATIONS

ORC 5513 grants ODOT additional contracting and purchasing authority than most other state agencies

- Office of Contracts - [Procurement Opportunities](#)
 - Upcoming Invitations To Bid (ITB)
 - Upcoming Requests for Proposals/Information (RFP & RFI)
 - Current ODOT Contracts, Invitations & Awards

STATEWIDE SOLICITATIONS

Ohio Buys

Connecting Buyers and Suppliers



- Primary platform to conduct procurement activities with the State of Ohio



- Nearly all state cabinet agencies have been onboarded, and there are 30+ Agencies looking to do business

OHIOSBUYS - CONTINUED

- Bidders and Suppliers can provide...

- Accurate contact information
- Responses to quick quotes and public opportunities
- Review and acknowledge purchase orders
- Catalogs can be directly posted & managed

- Supplier Resources

- [OhioBuys Overview](#)
- [Supplier Fact Sheet & Quick Start Guide](#)
- [Supplier Webinar Page](#)
- Recorded [OhioBuys Supplier Training Webinar](#) and corresponding [slide deck](#)



MINORITY BUSINESS ENTERPRISE

MBE Program is designed to assist minority businesses in obtaining state government contracts that do not involve federal funds

- Applies to procurements of goods and services, professional services, and information technology services.
- Certification for the program is managed through the Ohio Department of Development
- ODOT's Goal - 20% set-aside and 5% participation for 100% state-funded purchases of goods and services (e.g., snow plows, aggregate, quick-setting concrete, traffic cones, transcription services)
 - ODOT's set-aside goal exceeds the 15% required by law

QUESTIONS?

