

**ALLIANCE  
NORTHWEST**



**Breakout  
Session**

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**State Contracting  
Opportunities & Open House**



Washington State  
DEPARTMENT OF  
ENTERPRISE SERVICES

# State Contracting Opportunities & Open House

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Business Diversity

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# HOW TO DO BUSINESS WITH THE STATE



Is the state buying what you are selling?



How can your business become visible to state buyers?



Where can you search for contract opportunities?



# WHO WE ARE AND WHAT WE DO

## Goods and services contracts:

- Manage 200 statewide contracts with 1,500+ vendors, resulting in \$2.1B annual sales of goods and services.

## Construction projects:

- Manage 800+ design and construction projects worth \$400M+ each year.

# HOW WE BUY

## **Direct buy:**

- \$40K for large businesses
- \$50K for WA small or veteran-owned businesses
- \$50K-100K for WA small or veteran-owned businesses with three quotes
- No WEBS solicitation

## **Agency contracts:**

- Higher than direct buy amount
- Must be registered in WEBS
- Must be awarded through a competitive process

## **Statewide contracts:**

- \$1M per year (average)
- Multiple awards for one contract possible
- Must be awarded through a competitive process in WEBS

**IS THE STATE BUYING WHAT  
YOU ARE SELLING?**

# EXAMPLES OF WHAT WE BUY

Debt collection

Sign language  
interpreter services

Temporary  
healthcare services

Automotive parts

Data  
communications

Office supplies

Screening services

# REGISTER IN WEBS

- Businesses that want to sell goods or services to the state must register in [Washington's Electronic Business Solution \(WEBS\)](#).
- State purchasers use the WEBS database to search for vendors, even for direct buy purchases.



Washington's  **Electronic Business Solution**  
**WEBS for Vendors**

[Register as a vendor in WEBS to:](#)

- Declare as a Washington state small business
- Select your business commodity codes
- Sign up for notifications on future bid opportunities

Log in below with your registered email and password

Government organizations go to [WEBS for Government](#) to post or manage bid opportunities.

Looking for something else?

- [See all bid opportunities.](#)
- [Search for businesses.](#)
- [Report a small business that does not meet small business requirements.](#)

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email ::  → [Forgot My Password?](#)  
password ::  → [Register Now](#)

**LOGIN** 

Screenshot of the WEBS login

# COMMODITY CODES

- Adding **commodity codes** to your profile will send alerts when government purchasers post matching solicitations.
- Add **commodity codes** for the alerts you want.

## Commodity code examples

- Cement / Concrete: 150-12
- Tires: 863-25
- Housekeeping Services: 952-56
- Automobiles: 071-04

# DO YOU NEED HELP REGISTERING ON WEBS?



[WEBSCustomerService@des.wa.gov](mailto:WEBSCustomerService@des.wa.gov)



360-902-7400



[WEBS Tips and Resources](#)

**BECOME VISIBLE TO STATE  
BUYERS**

# HOW TO BECOME VISIBLE TO STATE BUYERS WITH OMWBE

- Register in WEBS.
- Certify your women, minority, or disadvantaged business with the Office of Minority and Women's Business Enterprises (OMWBE). Certification is **free**.



# BECOME VISIBLE TO STATE BUYERS WITH WDVA

- Register in WEBS.
- Certify your veteran-owned business certified with the [Washington Office of Veterans Affairs \(WDVA\)](#). Certification is **free**.
- Preference points given to WDVA certified businesses.



# WHERE TO FIND CONTRACT OPPORTUNITIES

# WHERE TO FIND STATEWIDE CONTRACTS

## DES.wa.gov website:

- Do business with the state
- Bid opportunities
- Contracts available for bidding:
  - Open contracts
  - Active contracts

[Home](#) > [Do Business With the State](#) > Bid Opportunities

## Bid Opportunities

Find existing contracting opportunities you can bid on and view all upcoming contracting opportunities for vendors who want to work with the state.

## Register as a vendor in WEBS

Washington's Electronic Business Solution (WEBS) application is typically the first stop for vendors who wish to sell their goods and services to the state and bid on contracts. Here you can also explore what contracting opportunities are currently available and see the ones that are coming soon.

Learn how to [register as a vendor in WEBS](#).

## Contracts available for bidding

- [WEBS bid opportunities](#)
- [Statewide contracts](#)
- [Public works bid opportunities](#) [↗](#)
- [Leasing space to Washington government](#)
- [Current and future bid opportunities](#)
- Keep your contact information and commodity codes updated in WEBS and regularly check out our [new and upcoming contract opportunities](#).

# RESOURCES



# SCAN

## State Contracts Assistance Network:

30+ businesses, organizations, and programs giving hands-on assistance.

- **Can help with registration** on WEBS and certification by OMWBE/WDVA.
- **Widespread bid notices** and contracting opportunities reaching targeted businesses.
- **Technical assistance** through workshops, training, and 1:1 meetings leading to statewide contracting.



# RESOURCES FOR BUSINESSES

## Washington APEX Accelerator:

- Technical assistance
- Help with understanding contracts, registrations, and obtaining certifications
- Business trainings
- Calendar of events



# RESOURCES FOR BUSINESSES

## Data.wa.gov website:

- Procurements and contracts
- Statewide contract

### Statewide Contract (Master Contract) Sales Data by Customer, Contract, Vendor Procurements and Contracts

DES is publishing Statewide Contract (Master Contract) spend as data becomes available. The spend is reported by vendors and is reported by contract and customer. Includes OMWBE, Vet and Small Business status as well.

Last Updated  
July 21, 2025

#### About this Dataset

Updated <b>July 21, 2025</b>	<b>Temporal</b>
Data Last Updated July 21, 2025	Period of Time Calendar Year 2015 to current
Metadata Last Updated July 21, 2025	Posting Frequency Quarterly
Date Created July 18, 2016	<b>Topics</b>
Views <b>19.5K</b>	Category Procurements and Contracts
Downloads <b>5,126</b>	Tags <a href="#">master contracts</a> , <a href="#">contracts</a> , <a href="#">procurement</a> , <a href="#">spend</a> , <a href="#">vendor</a> , <a href="#">statewide contract</a>
Data Provided by <i>(none)</i>	Dataset Owner Washington State Department of Enterprise Services Data

# RESOURCES FOR BUSINESSES

## [Business.wa.gov](https://business.wa.gov):

- Small business guides
- Workshops
- Resources
- Checklists

The screenshot displays the Business.wa.gov website interface. At the top, a blue header contains the text "Linking entrepreneurs and small businesses to Washington state resources". Below this header are three icons: "WASHINGTON BIZFAIR" (Learn about BizFair), a calendar icon (Click for Workshops), and a "NEWSLETTER" icon (Click for Newsletter). To the right, a white sidebar lists various business-related questions under the heading "How do I... (see all FAQs)". At the bottom, a blue banner states "Our service is free and we are ready to help." and features four green buttons for contact methods: "Text / SMS (via phone)", "Chat with actual person (via browser)", "Email (via web form)", and "1-800-917-0043 (via phone)".

**Linking entrepreneurs and small businesses to Washington state resources**

Learn about BizFair    Click for Workshops    Click for Newsletter

How do I... (see all FAQs)

- File my Washington state taxes online?
- Register my WA business as a corporate entity (LLC, Corporation, etc.)?
- Renew my business license?
- Set up my business as a Sole Proprietorship?
- Set up payroll accounts as an out-of-state employer?
- Convert my business entity into another type of entity?
- Estimate payroll?
- Find my local minimum wage?
- Report on Beneficial Ownership Information?

Our service is **free** and we are ready to help.

Text / SMS (via phone)    Chat with actual person (via browser)    Email (via web form)    1-800-917-0043 (via phone)


# RESOURCES FOR BUSINESSES

## Evergreen Bizlink:

- Startup
- Growth
- Resources
- Funding

HOME STARTUP ▾ GROWTH ▾ FUNDING ▾ RESOURCES

f X YouTube Instagram



### Connect to Resources

Zip Code\*

Area of Assistance

Industry

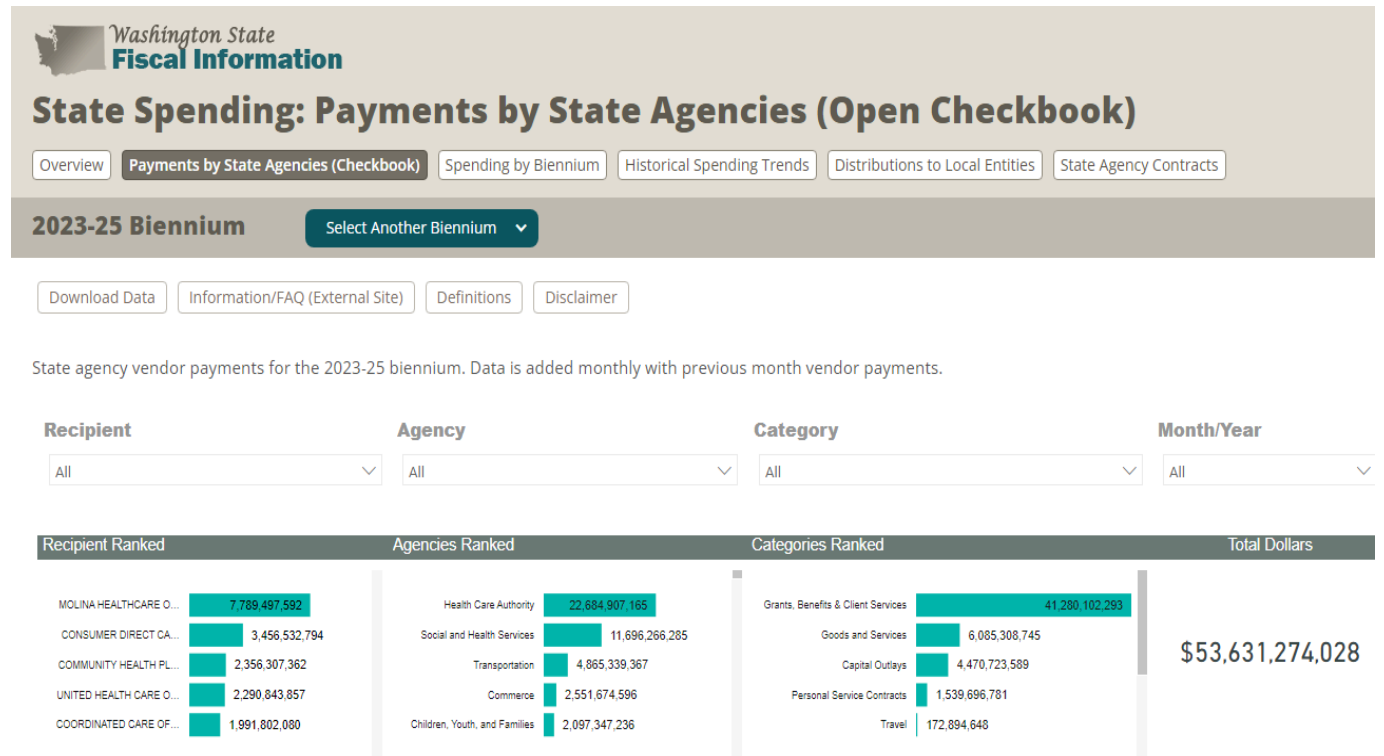
Demographics

Business Stage

Services Requested in a Specific Language

# WA OPEN CHECKBOOK

- Visit [fiscal.wa.gov](https://fiscal.wa.gov)
- View agency spend on goods and services the past two years.
- Are agencies spending money on your competition?



# CONTRACTS & PROCUREMENT

## Upcoming goods and services contract opportunities:

- Plants & Trees SWC: **April 2**
- Nursing Resource Center: **April 10**
- Sign Language Interpreter Services: **April 10**
- Pre-Employment Transition Services: **May 8**
- ESA Medical, Psychological, and Psychiatric Consultative Services: **Feb. 2027**
- UW Catering Pool: **Jan. 2029**

How to work  
with the state



# UPCOMING EVENTS

- [DES State Contracting Opportunities & Open House](#): Next session: **April 16**
- EASC Business Builder Expo (Lynwood): **March 31**
- WaTech IT Forum (Lacey): **April 14**
- AWMB Contractors Day (Tacoma): **April 30**

Sign up for [DES Business Diversity email](#) for more events.



# THANK YOU



[DESPieProgram@des.wa.gov](mailto:DESPieProgram@des.wa.gov)



DES monthly Open House  
registration



[DES.wa.gov](https://des.wa.gov)