



PAVING YOUR ROAD TO  
SUCCESS WITH CALTRANS:



HOW TO MAKE  
YOUR  
CERTIFICATION  
WORK FOR YOU

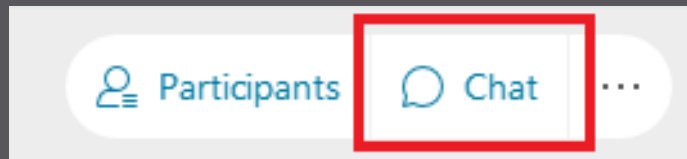




# Using the Chat and Q&A Features in WebEx

## To send a chat message:

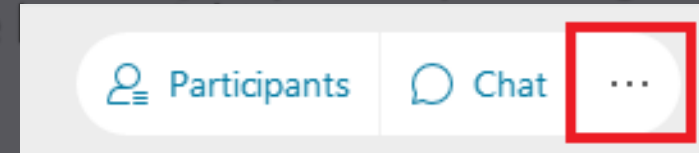
1. Open the Chat panel in the lower right corner:



2. In the Send to or To drop-down list, select the recipient of the message.
3. Enter your message in the chat text box, then press Enter on your keyboard.

## To submit a question via the Q&A Panel:

1. Open the Q&A panel by clicking the "..."



2. Click in the drop-down menu and select "All Cohost" as the recipient of the question.
3. Enter your question in the text box and press Enter on your keyboard.

*\*\* Be sure to indicate if you would prefer to have our moderators ask your question, or if you'd like to be unmuted to ask yourself.*



Title VI of the Civil Rights Act of 1964, prohibits discrimination based upon race, color, and national origin. Specifically, 42 USC 2000d states that “No person in the United States shall, on the ground of race, color, or national origin, be excluded from participation in, be denied the benefits of, or be subjected to discrimination under any program or activity receiving Federal financial assistance.

<https://dot.ca.gov/-/media/dot-media/programs/civil-rights/documents/title-vi/caltrans-non-discrimination-policy-statement-a11y.pdf>



## Department Mission:

Provide a safe and reliable transportation network that serves all people and respects the environment.

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- Over 50,000 miles of state highway & freeway lanes managed, developed, and maintained, connecting local systems and neighborhoods
- Managing major inter-city rail services
- Permitting for over 400 public-use airports & heliports
- The scope of this mission is too great for us to handle alone
- Our department depends on our private contracting partners to fulfill our mission & project goals



# Learning Objectives

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- Utilizing Caltrans resources for your certification needs
- Goals and benefits of certification
- Cal eProcure
- How to network and navigate through Contractors Corner



# UTILIZING CALTRANS RESOURCES FOR YOUR CERTIFICATION NEEDS





## Procurement Technical Assistance Center (PTAC)

- Staffed with counselors experienced in government contracting
- Provide a wide range of services including classes, seminars, and individual counseling
- Easy access to bid opportunities, contract specifications, and procurement histories
- Other information necessary to successfully compete for government contracts.

<https://www.aptac-us.org/find-a-ptac/>



## Small Business Development Center (SBDC)

- Start a business
- Business/Strategic planning
- Disaster response assistance
- Marketing
- Access to capital/funding
- Government contracting
- Technology commercialization

<https://www.californiasbdc.org/>





## Service Corps of Retired Executives (SCORE)

SCORE's mission is to foster vibrant small business communities through mentoring and education.

SCORE's vision to aim to give every person the support they need to thrive as a small business owner.

<https://www.score.org/find-location>



# GOALS AND BENEFITS OF CERTIFICATION





Certifications  
Recognized by  
Caltrans

## State Funded Projects

(When project funding is ONLY state dollars)

Small Business (SB)/Small Business - Public Works  
(SBPW)

**25% Goal**

Disabled Veteran Business Enterprise (DVBE)

**5% Goal**

## Federally Funded Projects

(When projects have ANY AMOUNT of federal dollars)

Disadvantaged Business Enterprise (DBE)

**22.2% Goal**



## Benefits of Small Business Certification

- 5% bid preference on applicable state solicitations
- Prompt payment Act
- Networking Opportunities
- Listing in the Statewide Small Business Database



## 5% SB Bid Preference

Bidder A  
*Not a Certified SB*  
Bids \$100,000

$$\begin{array}{r} \$100,000 \\ \times \quad .05 \text{ (5\%)} \\ \hline \$ \quad 5,000 \end{array}$$

Bidder A Bid = \$100,000

Bidder B  
*Is a Certified SB*  
Bids \$102,000

$$\begin{array}{r} \$102,000 \\ - \quad \$5,000 \\ \hline \$ \quad 97,000 \end{array}$$

Adjusted Bidder B Bid = \$97,000

Bidder B wins the contract for the original amount of \$102,000



## Benefits of Disabled Veteran Business (DVBE) Certification

- Receives same benefits as a certified SB
- SB/DVBE Option



## SB/DVBE Option

Solicitation Thresholds	Minimum	Maximum
Goods, Services, Information Technology	\$5000	\$249,999
Public Works	\$5000	\$333,000



## Benefits of Disadvantaged Business (DBE) Certification

- Certification is recognized by 600 local agencies in California.
- Expands opportunities to participate in federally-funded projects.
- Become accessible to prime contractors needing to fulfill DBE participation goal requirements.
- Listing in official directories such as the DBE database used by prime contractors.
- Increase opportunities to network at events such as procurement fairs and pre-bids
- Eligible for mentor protégé opportunities such as Caltrans' Calmentor programs.

DBE Certification Assistance

(916) 324-1700

[DBE.Certification@dot.ca.gov](mailto:DBE.Certification@dot.ca.gov)





# CAL ePROCURE





## Cal eProcure

Cal eProcure is an online portal designed to provide information and opportunities to businesses selling products and services to the state of California. This website gives businesses access to bidding and contracting resources for all Caltrans districts statewide.



# Bid Opportunities

## Step 1:

Go to <https://caleprocure.ca.gov/pages/index.aspx>, select Start Search

California State Contracts Register (CSCR)  
Search Bid Opportunities

START SEARCH


## Step 2:


Enter 2660 in the “Department” field then press the search button.

California State Contracts Register

Event Name

Event ID

Department    
Department of Transportation

Event Status  

Clear Criteria    Advanced Search Criteria    Search



# HOW TO NETWORK AND NAVIGATE THROUGH CONTRACTORS CORNER





## Contractors Corner

Contractors Corner is an online portal designed to provide construction contract opportunities to businesses in the state of California. This website gives businesses access to advertisements, bidding and contracting resources for all Caltrans districts statewide.

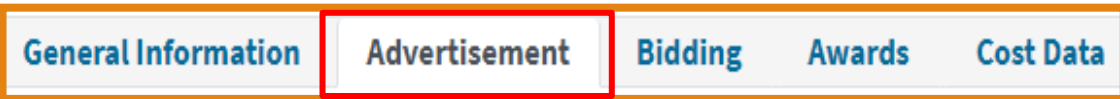


# Navigating Through Contractors Corner

## Step 1:

Go to, select Start Search

<http://ppmoe.dot.ca.gov/des/oe/contractor-info.html>



## Step 2:

Click “Advertised Projects”



## Step 3:

Click “All Advertised Projects” to view projects for each district.

There will be multiple contract to choose from. Review the advertisements and choose a contract advertisement that is best for your firm.





- **Opt-In Program**

- Opt-in is a feature that allows contractors to be considered for subcontractor or supplier bids.
- Prime contractors looking for suppliers will see the information you provide when they search for non-bidding plan holders.
- For more information visit:  
<http://ppmoe.dot.ca.gov/des/oe/planholders/planholders.html>

- **Minor B Contracts**

- Contracts valued at \$333,000 or less.
- District Director Orders valued less than \$333,000 are classified as Minor B contracts.





# FREQUENTLY ASKED QUESTIONS (FAQ)







What's the difference between a Small Business and a Micro Business?

The applicable difference is the limit of employees (less than 10) and \$5,000,000 or less.

Who do I contact if I need assistance with finding upcoming bid opportunities?

Firms can reach out to their designated small business liaison by district, visit Cal eProcure, and/or Contractor's Corner

Who do I contact for DBE certification assistance?

Firms can reach out to their DSBL, or contact the Office of Civil Right's DBE Certification Assistance Office at: (916) 324-1700,

[DBE.Certification@dot.ca.gov](mailto:DBE.Certification@dot.ca.gov)



# CALTRANS RESOURCES





## Firm Developmental Resources

- Cal Mentor Program

<https://dot.ca.gov/caltrans-near-me/district-4/d4-programs/d4-calmentor>

- Construction Mentor Protégé Program:

<https://www.mppdistrict4.com/>



## General Resources

- Caltrans Website

<https://dot.ca.gov/>

- Office of Civil Rights Website

<https://dot.ca.gov/programs/civil%20rights>

- Outreach Events Calendar

<https://dot.ca.gov/programs/civil-rights/caltrans-events-calendar>

- Contractor's Corner

<http://ppmoe.dot.ca.gov/des/oe/contractor-info.html>

- Cal eProcure – California's Online Marketplace

<https://caleprocure.ca.gov/pages/index.aspx>



# Q & A Session





# Districts & Counties

[District-1](#) - Eureka (Del Norte, Humboldt, Lake, and Mendocino)

[District-2](#) - Redding (Lassen, Modoc, Plumas, Shasta, Siskiyou, Tehama, Butte, and Trinity)

[District-3](#) - Marysville/Sacramento (Butte, Colusa, El Dorado, Glenn, Nevada, Placer, Sacramento, Sierra, Sutter, Yolo, and Yuba)

[District-4](#) - Bay Area/Oakland (Sonoma, Napa, Solano, Marin, San Francisco, Contra Costa, Alameda, San Mateo, and Santa Clara)

[District-5](#) - San Luis Obispo/Santa Barbara (Santa Barbara, San Luis Obispo, Monterey, San Benito and Santa Cruz)



[District-6](#) - Fresno/Bakersfield (Madera, Fresno, Tulare, Kings, Kern)

[District-7](#) - Los Angeles (Los Angeles and Ventura)

[District-8](#) - San Bernardino/Riverside (Riverside and San Bernardino)

[District-9](#) - Bishop (Inyo, Mono, and eastern Kern)

[District-10](#) - Stockton (Alpine, Amador, Calaveras, Mariposa, Merced, San Joaquin, Stanislaus and Tuolumne)

[District-11](#) - San Diego (San Diego and Imperial)

[District-12](#) - Santa Ana (Orange)



# District Small Business Liaisons (DSBL)

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DSBL Contact List:

<https://dot.ca.gov/programs/civil-rights/dsbl-contact-list>

**Located in all 12 districts**

**Primary contact for small business-related concerns**

- Information about Small Business (SB), Disabled Veteran Business Enterprise (DVBE), and Disadvantaged Business Enterprise (DBE) certification and programs

**Outreach**

- Community events and activities
- Education regarding how to work with Caltrans
- Provide 1:1 technical assistance to firms

**Advocacy services**

- Concerns and complaints

Thank you!

For questions or additional information, please contact your local DSBL.

