WHO WE ARE

The Office of Equal Opportunity exists to promote diversity within the state workforce and improve the opportunities for minorities and women to access state employment opportunities and state contracts.

WHAT WE DO

We will champion career opportunities for all individuals and encourage utilization of minority and women owned businesses. The Office of Equal Opportunity aims to cultivate a diverse and inclusive environment for all Missourians by centralizing the state’s workforce diversity programs in order to promote a talented workforce that reflects the rich diversity of the citizens of Missouri and enhance the state’s economy.
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AN OEO Holiday Tale

by Tynesha Hardin

One chilly afternoon, Team OEO gathered at the Central Office to do what we do best—WORK. While brainstorming new initiatives for our Supplier Diversity and Workforce Diversity programs, we listened to some lovely holiday music. In a flash, something came over us. If I were to describe it in words, I would call this mysterious feeling...holiday cheer. What resulted was an afternoon of forward thinking mixed with a few delightful holiday games and activities, including holiday-themed charades and an ugly holiday sweater contest. All in all, it was what we needed to end what has been a great year in OEO, and start what will be an even greater one!

The End.
CERTIFIED VENDORS

WHAT IS THE UP2$10K PROGRAM?
The Up2$10k Program is a program created to encourage the usage of State certified Minority- and Women-Owned Businesses (MBE/WBE) and self-certified Service Disabled Veteran Businesses (SDVE). Departments have been delegated the authority by RSMo Section 34.040 to purchase a product or service valued at $10,000 or less (over a fiscal year or twelve-month period) without soliciting competitive bids.

WHAT IS THE PURPOSE OF UP2$10K PROGRAM?
It is to promote using MBE/WBE/SDVE’s for purchasing products and/or services where there is no existing or required contract to use—or where bidding is not necessarily required. When purchasing a product or service that will cost no more than $10K over a 12 month period, competitive bidding is not required.

NEXT STEPS for Certified Vendors

Attend OEO’s virtual workshops and in-person events to learn more about leveraging your certification.

Ask to join the 'Quick List' that procurement officers use that include vendors in high usage/availability categories to encourage further use of MBE/WBE/SDVE businesses.

Build relationships with the State’s procurement officers and share your knowledge of this program and how it can be used to work with your business.

Register and use MissouriBUYS, along with the tools/resources available on the website (Bid Locator Tool, Vendor Registration Checklist, Upcoming Bid Opportunities).

Research! Learn who buys what you sell in state government and build relationships with those agencies.

STANDARD PROCUREMENT AUTHORITY CHART
(per RSMo Section 34.040, Effective August 28, 2019)

<table>
<thead>
<tr>
<th>Estimated Annual Expenditure For Product/Service</th>
<th>Procurement Authority (Department or Purchasing)</th>
<th>Is Bidding Required? (Yes or No)</th>
<th>Are Formal Or Informal Bids Required?</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0 to $10,000</td>
<td>Department</td>
<td>No</td>
<td>None required, but formal or informal bids may be obtained.</td>
</tr>
</tbody>
</table>
Opportunities

Contact Information
purchasing@lincolnlu.edu
Ordering Questions: 573-681-5418
Deliveries/Surplus: 573-681-5419

Lincoln University Purchasing
1002 Chestnut Street
Jefferson City, MO 65102-0029

Upcoming Subcontracting Bid Opportunities

Find subcontracting opportunities with a description of the work, the agency, projected issuance, procurement officer, and the UNSPSC code the work falls under.

Information relative to procurements at Harris-Stowe State University can be sent to the Purchasing Office by email at purchasing@hssu.edu.
Did You Know?
Let’s talk about UNSPSCs. And, let’s meet Missouri PTAC.

UNITED NATIONS STANDARD PRODUCTS AND SERVICES CODE
(UNSPSC)

UNSPSCs are the codes used to classify your business’ commodity or service offerings. Click the links below for more information!

To add or remove UNSPSCs from your certification application, you must do so at the time you are completing an application.

To add or remove UNSPSCs in MissouriBUYS, you can do so at any time by logging into your account!

Need more help understanding UNSPSCs? Click here to download written guidance from MissouriBUYS, the State of Missouri’s eProcurement system, on how to select these codes.

Learn More

Check Out Missouri PTAC

Find information about the resources Missouri Procurement Technical Assistance Centers offer near you. You can subscribe to their newsletter to learn more about their upcoming events and more!
Vendor Spotlight

If you are interested in having your business spotlighted in OEO’s Newsletter, please email oeo@oa.mo.gov.

Company: Montenegro Paper Ltd
Interviewed: Edgar R. Enciso

Vendor Spotlight Q&A

Describe what your firm does.
Montenegro is a supplier of paper, packaging and print. We represent over 25 paper manufacturers through-out the US and Worldwide.

What do you love most about your work?
Our team enjoys being able to find solutions for our clients. Montenegro is able to use its flexibility to accommodate issues that many larger companies cannot provide. We are also big enough that we can handle our client’s larger demands.

When was your company established?
We are celebrating our 25th year in business.

If you could describe your brand using three words, what would they be?
Knowledgeable, flexible, and dependable.

What advice would you give a new business owner that you wish someone had given you when you first started?
Being a MBE business will open doors but it will not win you any business. Find the business that you are an expert in and continue down that road.
How do you see your business growing? Is there anything you are working on specifically that you are excited about?

Montenegro has just purchased our first Digital press. We are looking forward to being able to print many of our client’s needs on our own equipment. This will also allow Montenegro to be certified as a printer. We see this market as a growth market for us.

Are you currently working on a contract with the State of Missouri? How is that experience? What would you say is the most important thing to remember/know when bidding on a state contract?

We are currently a partner with your current supplier to the state lottery. We are supplying paper for the scratch-off tickets. Montenegro believes that partnering with good prime suppliers and the advocacy for diversity inclusion by the State of Missouri are extremely important.

Having a long working relationship with Scientific Games has allowed Montenegro to continue to be part of the business solution for many states. If the State of Missouri did not believe in diversity inclusion, Montenegro might not have been included in the bid process. Over the last 8 years we have become an important partner of SciGames and have become one of their vendors on many different projects.

Is there anything you would like to say to our audience or your supporters?

Thank you for the opportunity that many of our clients have given Montenegro. It is the new opportunities and trust our clients give us, that continue to fuel our growth.

Want to contact Montenegro Paper Ltd?

THANK YOU

If you are interested in being featured, please email us at oeo@oa.mo.gov for more details.
Bi-State Development is committed to maximizing contracting opportunities for small business owned and operated by disadvantage individuals as outlined in 49 CFR Part 26. Bi-State Development’s contracting opportunities include goods and services which support the operation and maintenance of its facilities, vehicles and equipment, professional services and construction. As a recipient of federal financial assistance via Federal Transit Administration, Bi-state Development is required to maintain a Disadvantage Business Enterprise (DBE) Program. The office of Supplier Diversity administers the DBE Program as outline in the U.S. Department of Transportation 49 CFR Part 26 and ensures that DBE firms are afforded viable opportunities to participate on Bi-State Development projects agency-wide.

The Office of Supplier Diversity sets Bi-State Development’s overall three-year goal and monitors progress toward goal attainment; sets contract goals on various construction projects, goods and service contracts; manages the DBE Certification Program, monitors and enforces 49 CFR Part 26 on its projects funded in whole or in part with federal funds and provides various outreach services.

The DBE goal for FFY 2022-2024 is 11.5%.
Follow the State of Missouri on LinkedIn.

Like our page and follow us on Facebook!

Follow OEO on Twitter @MO_OEO

Follow OEO on Instagram! @missouriOEO

Content coming this soon!
Meet the Team

Corey D. Bolton
Director

Danielle Briot
Deputy Director

Austin Kerns
Workforce Diversity Specialist

Tynesha Hardin
Engagement Specialist

Joy Harris-Bird
Minority/Women Certification Coordinator

Bridget Eaton
Office Support Assistant

Click each event for more information.

Upcoming Events

3-5 FEB
THE STATE OF BLACK EDUCATORS SYMPOSIUM

04 FEB
#DIVERSITYHIRE VIRTUAL JOBFAIR

24 FEB
2022 BLACK HISTORY MONTH CELEBRATION

See you next month!

Please email oeo@oa.mo.gov if you have any questions about the information provided in this newsletter.