Madison Area Technical College

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TOPIC: Under-utilized Vendors

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ISSUE: For at least a year now, the details of Madison College procurement bids and Request for Proposals (RFP’s) have been made available to a much broader vendor list, and special effort is made to inform companies owned and operated by minorities, woman and veterans.

Demand Star, a free online procurement contract site, is used to list all Madison College RFP’s and bids over $25,000. With Demand Star any vendor can easily check to review procurement opportunities. Demand Star allows us the ability to track the number of women, minority, veterans and small businesses that access our RFP documents. In Fiscal Year 2009-2010, a total of 66 under-utilized vendors reviewed our bid documents. We estimate this to be a 50% increase over last year.

Examples of successful minority company Madison College bids include:

1. The Snow Removal Request for Bid resulted in a contract award for $26,000 to ASP Services, a minority owned company.
2. The Truax snow removal contract, $217,000, was awarded to a company that employees mostly minorities.
3. Purchasing investigated the State Contract with Software House International (minority owned company) and the result was over $140,000 spent with this company and significant cost savings to the College.
4. Purchasing investigated the GSA contract with Firehouse Medical in response to a purchase order request. The result was changing vendors from the original vendor requested to a purchase with this minority owned company for $38,000 and also savings for the College.

Thus, we are making good progress in informing minority companies of our business needs and have increased our minority contract awards.

We award contracts based on competency and not based on minority quotas or percentage goals. Each vendor that bids on our contracts must be competent of performing the contract services and must be financially stable.

Our under-utilized vendor policy can be summarized as follows:

Madison College strives to inform and encourage all vendors, including under-utilized, (Disadvantaged Business Enterprises (DBE's) and Women Business Enterprises (WBE's)), to bid on our contracts.

Madison College recognizes that public contracting and procurement with under-utilized firms encourages the development and capability of such firms, and such firms shall have maximum opportunity to participate in the performance of contracts and purchases awarded by the College.

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