

# TABOR 100 PRESENTS

## DES Lunch & Learn Series Professional Services



Weekly 1-hour sessions from 12 PM – 1 PM to help walk you through how to do business with Washington State. Real procurements to pilot DES Master Contract for Business Professional Services and DES's agency training procurements.

Register at <http://bit.ly/TaborDESL>



### 03/04/21 FIRST SESSION | DEBRIEF & PROTEST

- Overview of the state procurement process.
- Clarity around your rights tied to state bidding.
- State process to learn where you can improve after an unsuccessful proposal.
- Options to protest a procurement award you disagree with



### 03/25/21 SECOND SESSION | SUBMITTING A RESPONSIVE BID

- Overview of DES typical solicitation sections.
- Clarity around responsive and responsible.
- What makes a bid responsive and responsible.

### 04/01/21 THIRD SESSION | DES OPPORTUNITIES IN BUSINESS PROFESSIONAL SERVICES AND TRAINING

*On-going dialog. Join us on May 27, 2021, to continue this conversation.*

- Overview of DES Contracts in this area.
- DES current planned procurements.
- DES enhancements around sharing past bid information.
- Introduction to public disclosure for the state.
- Dialog around feedback around how DES shares information.



### 04/29/21 FOURTH SESSION | POST-AWARD MEETING

- Learn who won the DES Business Professional Services Contract.
- Review how DES scored bidders by reviewing the score sheet summary.
- Review what made successful bidders successful.
- Recommendations on what others can do to prepare for success for future bids.



### 05/27/21 FIFTH SESSION | DES OPPORTUNITIES IN BUSINESS PROFESSIONAL SERVICES AND TRAINING

*A continuation of our conversations from April 1, 2021*

- DES planned procurements.
- The state transparent data systems.
- Dialog on what is and isn't helpful.