

2024



Breakout Session

How to find HUB Vendors



Breakout Session



How to Find HUB Vendors

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NC Office for Historically Underutilized
Businesses



2024



HUB Overview



The HUB Office



The Office for Historically Underutilized Businesses promotes diversity and inclusion in state government procurement and contracting.

The main roles of the HUB Office include:

- HUB Certification (HUB)
- NC Small Business Enterprise Certification (NCSBE)
- Advocacy and Business Development services
- Compliance & Reporting
- Minority Business Development Agency Business Center



What is a HUB?



- Per NC General Statute [143-128.4](#)
- At least 51% of business is owned by one or more persons who are members of at least one of the groups in 143-128.4 (b).
- The management and daily business operations must be controlled by at least one owner in one of the groups in 143-128.4 (b).
- HUB Certification Categories:
 - Black
 - Hispanic
 - Asian American
 - American Indian
 - Female
 - Disabled
 - Disadvantaged
- Employee Stock Ownership Plan (ESOP – New category)
- Certifications are managed by the HUB Office, and last for 4 years, with ability to recertify.
- NO fee to apply for certification.

HUB Certification Process

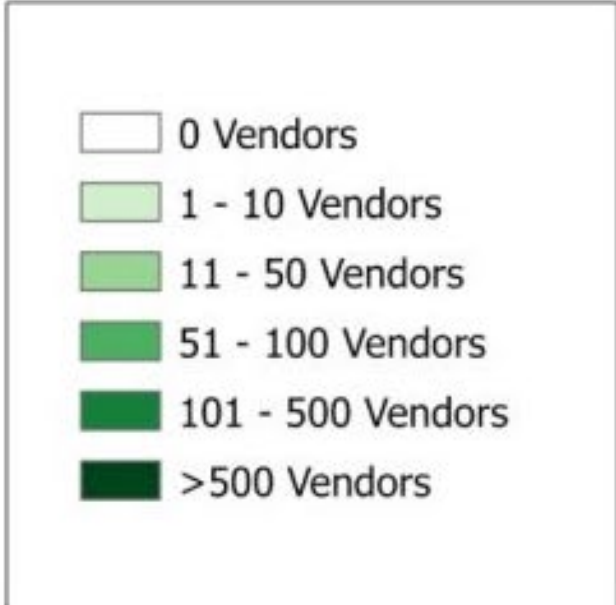
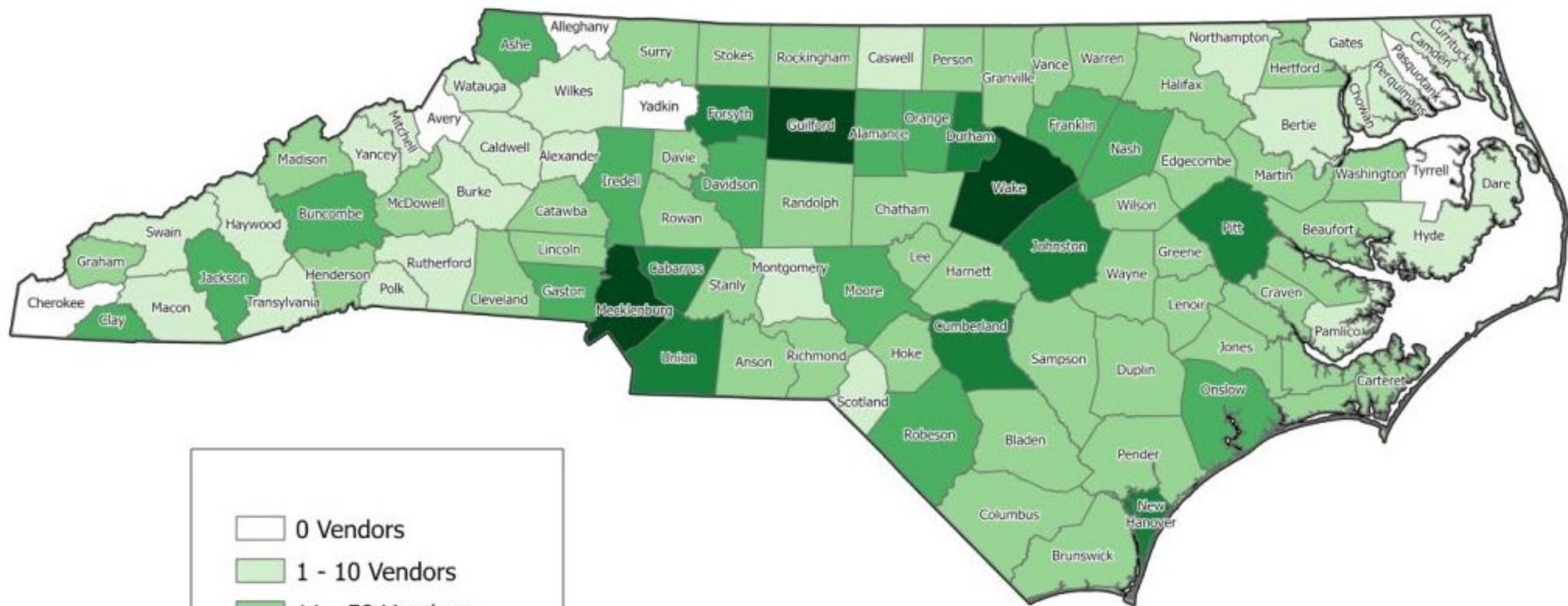


- Certification is valid for 4 years with optional 4 year renewal
- Takes about 45-90 days to get certified
- There is no fee to be certified
- Reciprocity options exist, making it easier to get HUB certified if a firm is already certified in NC or a surrounding state

- **How do firms get help with HUB certification?**
- Visit the HUB Office Certification page: [Certifications | NC DOA](#)
- Contact the HUB Office
 - Phone: 984-236-0130
 - huboffice.doa@doa.nc.gov

Where are HUBs in North Carolina?

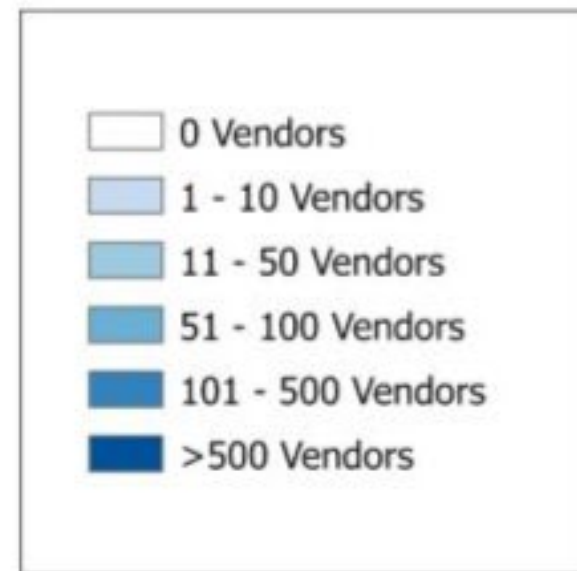
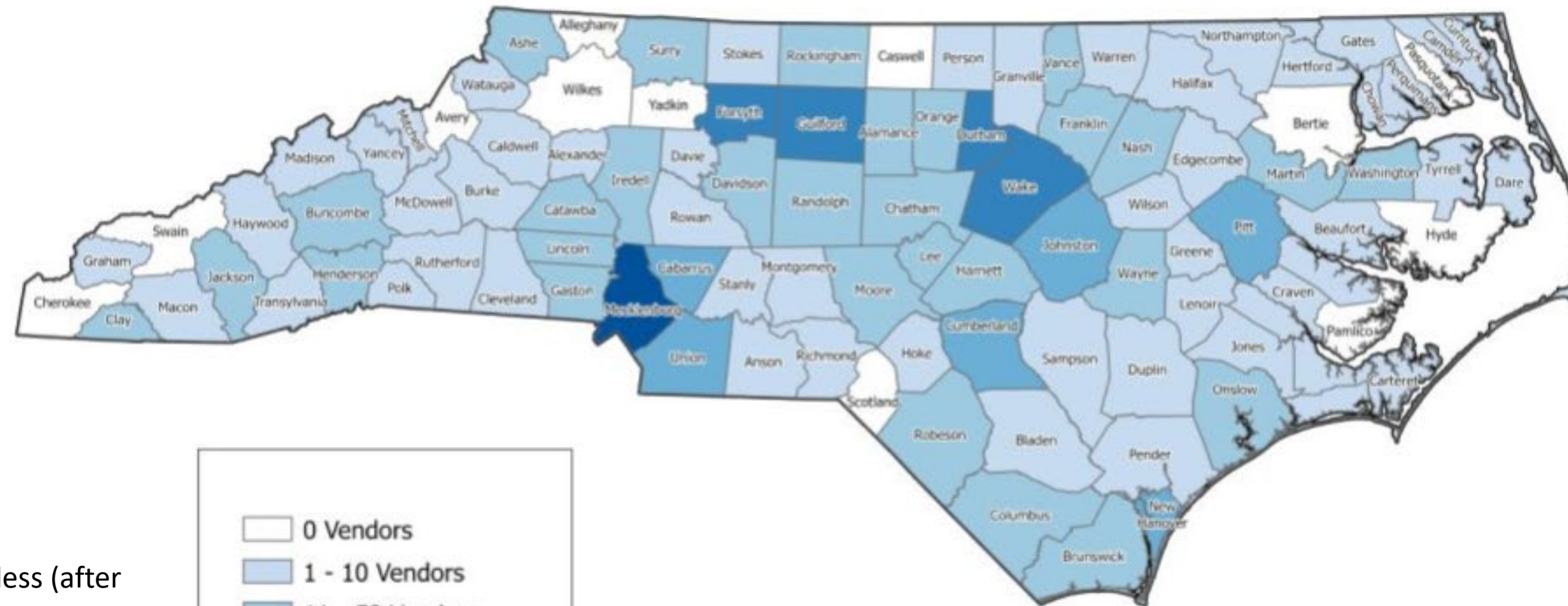
HUB Certifications by County



Total Certified HUBs as of February 13, 2024: 6,977

Where are NCSBEs in North Carolina?

North Carolina Certified Small Business Enterprises by County



Total Certified NCSBEs as of February 13, 2024: 2,579

NCSBE Certification:

- Headquartered in NC
- For Profit
- \$1.5 Million in Annual Revenue or less (after cost of goods sold)
- 100 or fewer employees

Certification managed by the HUB Office.
 Lasts four years.
 Race and Gender Neutral

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Why we look for HUB
Vendors.



Legislative Background



- Goal of 10% established in [Executive Order Number 25](#)
- [NC General Statute 143-48](#)
 - State policy to encourage use of small and Historically Underutilized Businesses
 - Reporting requirements
- [NC General Statute 143-128.4](#): Statewide Uniform Certification
 - Defines Historically Underutilized Business
 - Department of Administration certifies HUBs and maintains database
 - Only Certified HUBs count toward minority business participation

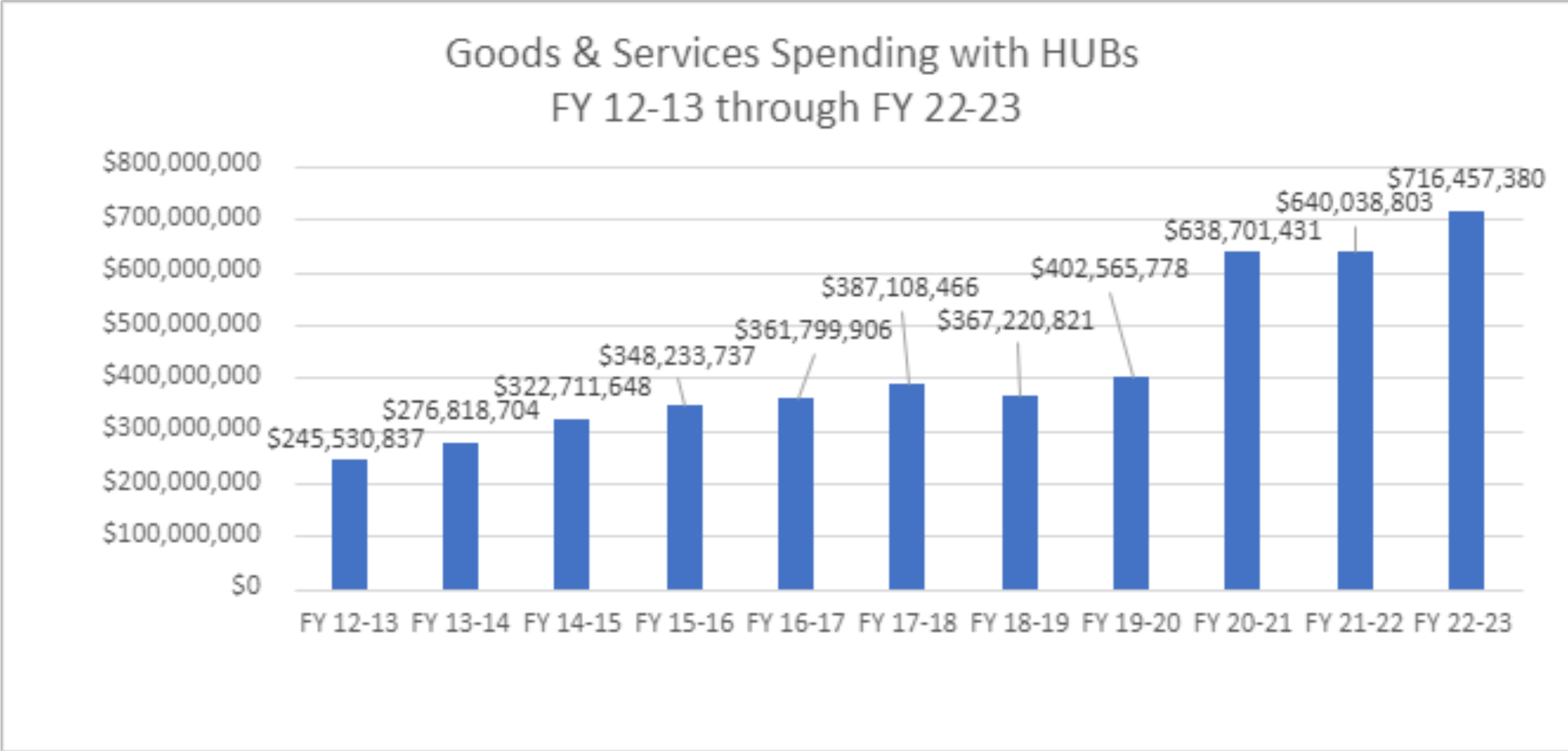
HUB Usage



Goods and Services	Total HUB (\$)	Total Dept. (\$)	Total HUB (%)
Fiscal Year 2022-2023	\$716,457,380	\$10,870,347,485	6.59%
Fiscal Year 2023-2024 (so far)	\$314,227,228	\$3,588,919,710	8.76%

Agency Group	# Reporting	# Reporting 10%+ HUB
Cabinet Agencies	11	5
Community Colleges	58	12
Council of State	9	3
Public Schools	115	21
State Universities	19	2
Supporting Agencies	15	9
Total	227	52

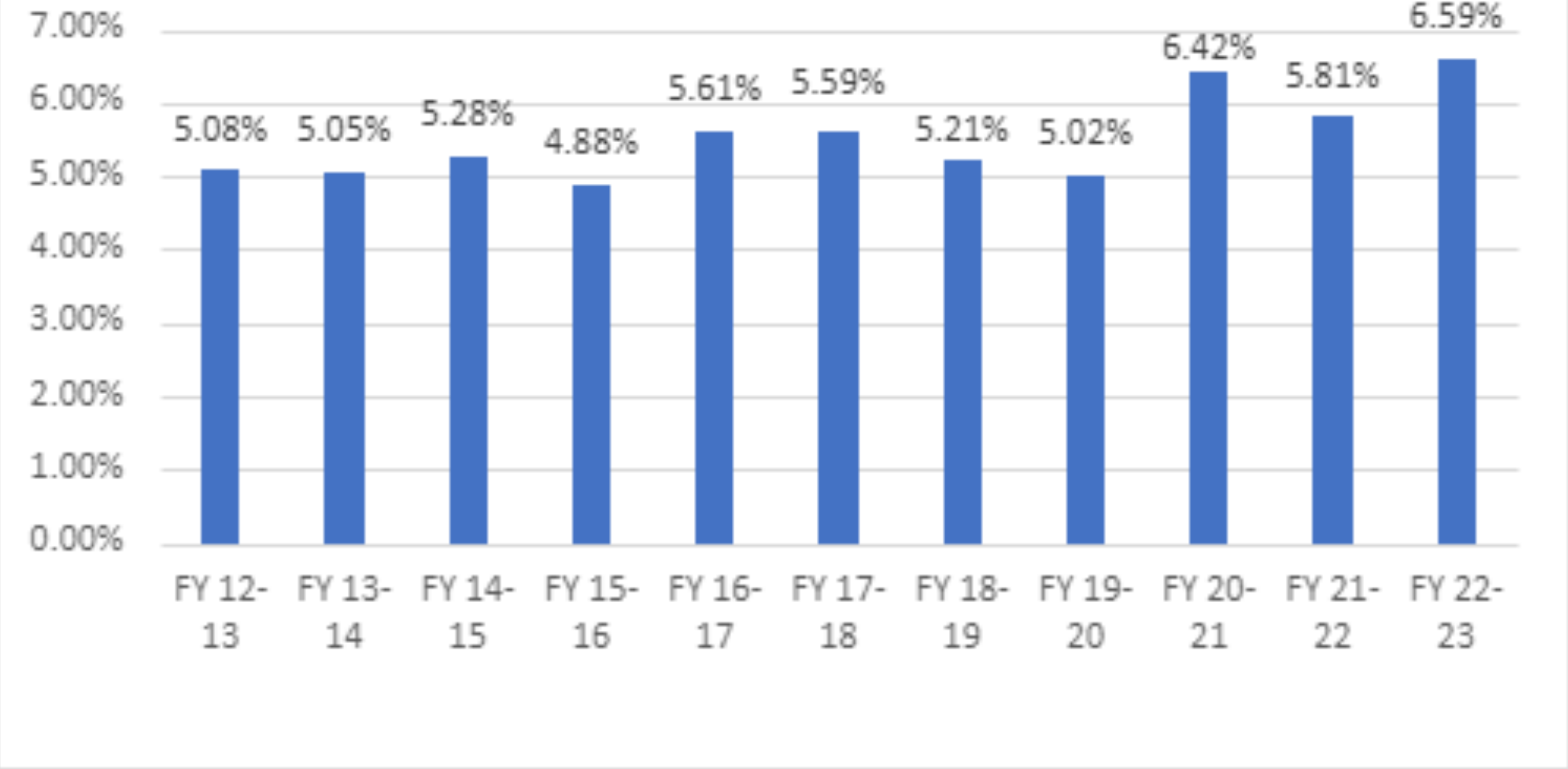
HUB Usage



HUB Usage



HUB Participation Goods and Services FY 12-13 through FY 22-23



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Ways to find HUB Vendors



Ways to find HUB Vendors



- [State Term Contract](#)
- eVP Solicitation Posting (Public Entities only)
- HUB Office Solicitation Posting (Public and Private Entities)
- eVP Vendor Search (Anyone can search)
- [Minority Media Advertising](#)
- Outreach events / Pre-bid meetings
- Meet the Purchaser / Vendor fairs
- **PEAK Conference Vendor Tables (April 8th-9th)**

Statewide Term Contracts



Statewide Term Contracts can be found on the NC P&C website:

<https://ncadmin.nc.gov/government-agencies/procurement/statewide-term-contracts>.

Vendors that are HUB certified are identified on the list.

Statewide Term Contracts with HUB vendors include:

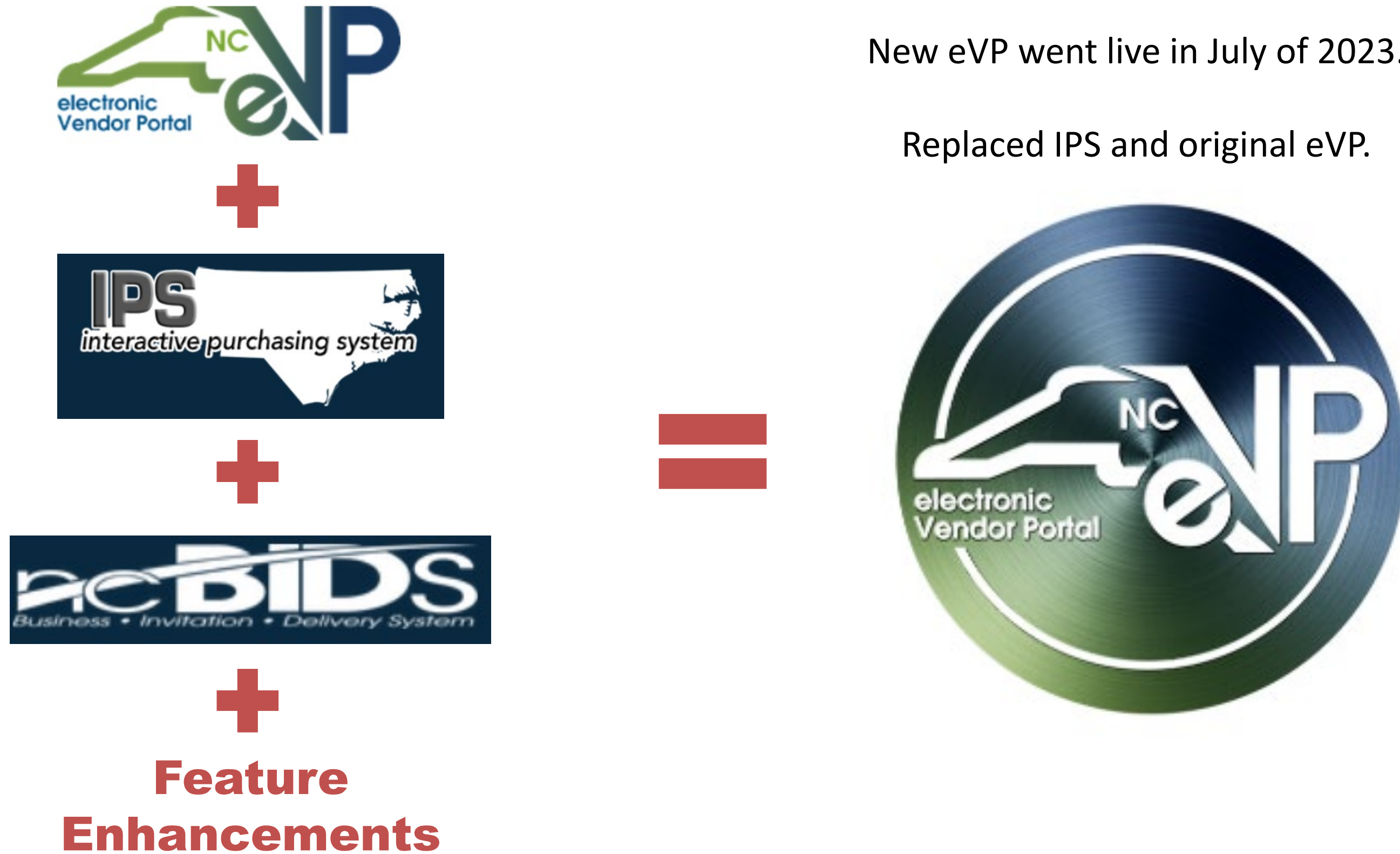
- HVAC Air Filters
- Condoms
- Diesel
- Durable Medical Equipment
- Microscopes
- Office Supplies
- Veterinary Supplies & Equipment
- Supplemental Internal Auditing Services
- Pharmaceutical Returned Goods Processing

To download a copy of the State Term Contracts table, select the "Export Table Data" at the bottom of the table. Please note that this table contains site source code.

Show 100 entries Search:

Title	Beginning Date	Ending Date	Mandatory / Convenience
+ 0002A - Goods and Services from NPWCBSD	3/23/2022		Mandatory
+ 001A - Correction Enterprise Products	3/1/2011		
+ 031A - HVAC Air Filters	6/24/2019	6/23/2023	Mandatory
+ 045A - Household Appliances	8/6/2019	8/5/2023	Mandatory
+ 050A - Preschool/Elementary Art Supplies & Accessories	10/9/2019	10/8/2023	Mandatory
+ 060A - Automotive, Industrial Parts and Supplies	11/1/2015	6/30/2024	Mandatory

Electronic Vendor Portal Upgrade



New eVP went live in July of 2023.

Replaced IPS and original eVP.

HUB Improvements with eVP

- Solicitations entered in eVP will automatically show up on HUB Solicitation Opportunity Dashboard.
- Strongly recommend taking a screen shot or printing out the screen once it is posted on the HUB Dashboard.
- Once bid due date has passed the posting is no longer available on the HUB Dashboard.

[eVP Solicitations · eVP \(nc.gov\)](#)

[HUB Office Solicitation Dashboard: Microsoft Power BI \(powerbigov.us\)](#)

Solicitations

Filters ▾

adult correction

Solicitation Number	Project Title	Description	Opening Date ↑	Posted Date	Status	Department
Doc739295130	52-IFB-739295130-SDD - Agency Contract	Turnip Seed http://discovery.ariba.com/rfx/16740780	7/18/2023 2:00 PM	6/30/2023	Awarded	DEPARTMENT OF ADULT CORRECTION
SCO-SCO-22-25591-01A-1	SCO-22-25591-01A-1 - Agency Contract	North Carolina Department of Adult Correction Lumberton Correctional Institution – Air Conditioning Installation	7/19/2023 1:00 PM	6/29/2023	Pending Selection	STATE OF NC - CONSTRUCTION OFFICE
SCO-DACAlbemarleCI-Roof-June-	SCO-DACAlbemarleCI-Roof-June- - Agency Contract	North Carolina Department of Adult Correction- Albemarle Correctional Institution – Roof Replacements for Five Buildings	7/21/2023 5:00 PM	6/15/2023	Pending Selection	STATE OF NC - CONSTRUCTION OFFICE
Doc724228581	Pewter Collars and Pewter Fabric-Tabor City Sewing Plant	Bid for Agency Specific Term Contract for Pewter Collars and Pewter Fabric **See Bid for Sample Requirements and Information**	7/31/2023 2:00 PM	7/19/2023	Awarded	DEPARTMENT OF ADULT CORRECTION
Doc751952248	Confectioner Sugar	Confectioner Sugar	7/31/2023 2:00 PM	7/14/2023	Awarded	DEPARTMENT OF ADULT CORRECTION
Doc71670631	500 Top Mobile Chiller	500 Top Mobile Chiller	8/1/2023 2:00 PM	7/11/2023	Pending	DEPARTMENT OF ADULT CORRECTION

HUB Solicitation Opportunities

Select an Organization: Department of Adult Corrections

Select a Project: #6759 Doc674612205 - White Boxer Shorts-Scotland Sewing Plant

Select a report filter:

- Solicitation Due Date
- Solicitation Type
- Disaster Related
- Organization
- Project Location
- Opportunity Report

Solicitation Information

Due Date: 9/7/2023
 Due Time: 2:00PM
 Type: Goods and Services
 Organization: Department of Adult Corrections

Project Information

Project Title: #6759 Doc674612205 - White Boxer Shorts-Scotland Sewing Plant
 Is this Disaster Related (Preparation, Response, or Recovery)? No
 Project Location Address: 3512 Bush Street, Raleigh, North Carolina 27699
 Project Info URL: <https://evp.nc.gov/solicitations/>

Pre-Solicitation Meeting Information

Is there a meeting? No

Submission Details

Date: 9/7/2023
 Time: 2:00PM
 Meeting Type:
 Virtual Meeting Info:
 Onsite Address: 3512 Bush Street, Raleigh, North Carolina 27699

Project Contact Information

Name: Joanne Rowland
 Phone Number: 919-743-8195
 Email: Joanne.Rowland@ncdps.gov
 Website: <https://evp.nc.gov/solicitations/>

Scope of Work

White Boxer Shorts

PUBLIC & VENDOR FACING PORTAL

Vendors can register and manage accounts.

HUB and NCSBE certification process completely online in eVP.

Agencies / public organizations can post solicitations, tabulations and awards; vendors can respond to solicitations through eVP.

Anyone can search for vendors, using the eVP vendor search (includes HUBs and Non-HUBs).

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e VP Vendor Search
Example



eVP Basic Search

AVOID using the wildcard field. It will supersede any other criteria you select.

You can enter a trade term in the name; if it is in a vendor name it will show up in the results

If “Certified” is selected under HUB Certification Status, then all firms in the search will return HUB certified firms.

Vendor Search

To locate a vendor registered in eVP, please use the search filters below. The main search will search across multiple fields in the system, including the vendor's Secretary of State ID and UEI. Targeted search fields are also available to provide a more refined search result set. If additional filters are required, please expand the Advanced Search section.

Vendor Name

Customer Number

Vendor Status

HUB Certification Status

NCSBE Certification Status

Advanced Search



Search

Reset

Click this triangle to open or close the Advanced Search Options.

eVP Advanced Search

Advanced Search

NC eProcurement

Registration Date From

Registration Date To

NC eProcurement Registration Status

IRS Verification

You can select eProcurement status (probably not needed for construction or design searches)

HUB & NCSBE

HUB Certification Category

Disabled Business Enterprise

Non-Profit Work Center

Small Business

You can search based on specific HUB categories (not really recommended as the HUB categories will show up in the results and can be exported to a spreadsheet)

eVP Advanced Search

Contractor Services

Contractor Category

Construction License

General/Electrical Contractor Limitation

Electrical License Specialty

Work/License Classifications

Mechanical/Heating License Classifications

Plumbing/Fire Sprinkler License Classifications

Contact and Location

Contact Last Name

Contact First Name

Contact Email

Location Name

Location City

County

Add

Name ↑

Durham



Harnett



You can select the county or counties to include in the search

eVP Advanced Search

Commodity & Construction Codes

Commodity Codes

Code (Commodity Family)	Commodity Family ↑	Code ↑	Name	
7611	Cleaning and janitorial services	761100	Cleaning and janitorial services	▼

You can select Commodity Codes to include in your search.

Construction Codes

Construction Code Group ↑	Code ↑	Name	Description
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There are no records to display.

Clicking Search will display results based on your criteria.

Clicking Reset will clear your criteria and take you back to a cleared search screen.

eVP Search Results

Solicitations

Ex

0 Records

Name	Main Contact Name	Main Contact Email	Main Contact Phone	Main Location Address	NC eProcurement	HU
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First Previous 1 Next Last

If your result shows zero records your search did not find any vendors meeting your criteria.

By using fewer search criteria you may broaden your pool of potential vendors

If certified as a HUB the HUB category will be displayed.

Export to Excel

9 Records

Name	Main Contact Name	Main Contact Email	Main Contact Phone	Main Location Address	NC eProcurement	HUB	HUB Category	NCSBE	Small Business	DBE	NPWC
Construction Clean Company LLC	Jamar Simmons	jamar@constructioncleanco.com	9104948314	511 N Reilly Rd, Fayetteville, North Carolina, Cumberland, United States, 28303	Active	Certified	Black		true	false	false
Construction Cleaners LLC	Helen Mangum	helen@constructioncleaners.us	9197266379	4711 Hope Valley Rd, Durham, North Carolina, Durham, United States, 27707	Active	Certified	Black		true	false	false
Durham Cleaning Professionals LLC	Ruth McNeil	contact@durhamcleaningpros.com	9193004925	600 Park Offices Dr. Ste 300, Durham, North Carolina, Durham, United States, 27709	Active	Certified	Black		true	false	false

eVP Search Results

Export to Excel

By clicking Export to Excel above the results table a spreadsheet will be downloaded with the details of the firms found.

Location Address	NC eProcurement	HUB	HUB Category
Royal Rd, Raleigh, North Carolina, United States, 27617	Active	Certified	Black
in Street, Fayetteville, North			

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
	Name	MainContactName	MainContactEmail	MainContactPhone	AddressLine1	City	State	County	Country	NCeProcurement	HUB	HUBCategory	HUBCertStartDate	HUBCertEndDate	NCSBE
2	Construction Clean Company LLC	Jamar Simmons	jamar@constructioncleanco.com	9104948314	511 N Reilly Rd	Fayetteville	North Carolina	Cumberland	United States	Active	Certified	Black	2/16/2022	2/16/2026	
3	Construction Cleaners LLC	Helen Mangum	helen@constructioncleaners.us	9197266379	4711 Hope Valley Rd	Durham	North Carolina	Durham	United States	Active	Certified	Black	2/18/2022	2/18/2026	
4	Durham Cleaning Professionals LLC	Ruth McNeil	contact@durhamcleaningpros.com	9193004925	600 Park Offices Dr. Ste 300	Durham	North Carolina	Durham	United States	Active	Certified	Black	6/29/2023	6/29/2027	
5	It's Clean Cleaning LLC	ANTONIA GEORGE	ITSCLEANNC@GMAIL.COM	9196300623	PO Box 12772	Durham	North Carolina	Durham	United States	Not Applicable	Certified	Black	7/27/2021	7/27/2025	Certified
6	Klassy Cleaning Company LLC	Miqua Fletcher	info@klassycleaningco.com	9199083049	12 winding creek circle	Durham	North Carolina	Durham	United States	Active	Certified	Black	9/9/2022	9/9/2026	Certified
7	MEMAWS 24HR CLEANING SERVICE	Lakisha Wiggins	lakishawiggins1@gmail.com	9199374159	Duke St	Durham	North Carolina	Durham	United States	Active	Certified	Black	8/9/2023	8/9/2027	
8	NC Professional Cleaning LLC	Travis Scotton	NCProfessionalCleaning@gmail.com	9192146777	2530 Meridian Parkway	Durham	North Carolina	Durham	United States	Active	Certified	Black	3/12/2021	3/12/2025	Certified
9	Precise Commercial Cleaning LLC	Mattisha Mangum N/a	Expresscomcleaning@gmail.com		214 eagleson st	Durham	North Carolina	Durham	United States	Not Applicable	Certified	Black	9/19/2023	9/19/2027	
10	Spotless Commercial Cleaning, Inc.	Joey Strong	sales@spotlesscommercial.com	9193212364	3622 Lyckan Parkway	Durham	North Carolina	Durham	United States	Not Applicable	Certified	Black	12/6/2022	12/6/2026	Certified

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Live Demonstration



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Questions?





CONTACT US :

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Businesses

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john.guenther@doa.nc.gov

April 8-9 2024

PEAK
PROCUREMENT EXCELLENCE AND KNOWLEDGE



CONTINUING ON THE JOURNEY
TO PROCUREMENT EXCELLENCE

