

14th Annual Doing Business Texas Style Spot Bid and



How Does the State Buy IT

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Questions and Answers

Q1. Is our Texas Vendor ID the same as a DIR number?

Response: Your State of Texas VID is your IRS issued EIN with a 1- at the front and a 3 digit number at the end issued by the Comptroller's office. DIR doesn't issue you a number. If you respond to an RFO and are awarded a contract you will be issued a contract number.

Q2. How do new small businesses protectively approach DIR Primes for subcontracting opportunities, where to find them and what is our value proposition to them?

Response: You would need to identify contracts that closely relate to the services/products you provide. If you are a HUB certified vendor you would need to point that out. Also, look at the contract page and open the HSP for that DIR Contract to see how they proposed. Are they using subcontractors? Are they meeting the HUB Goal? You can help them achieve meeting the HUB Goal.

Q3. Will all vendors now have to be CyberSecurity certified to be awarded contracts in the IT area?

Response: Monitor dir.texas.gov for legislative changes and requirements for vendors at <https://dir.texas.gov/View-Resources/Pages/Content.aspx?id=31>

Q4. Do ITSAC contracts have an HSP?

Response: Yes, ALL DIR contracts have an HSP.

Q5. If we're only responding to part of an RFO how do we know which parts are needed versus all documents?

Response: You will respond providing requested information relative to the services/products you provide.

Q6. Where can we find market intelligence on historical DIR project awards, who it went to etc?

Response: You can "search DIR" for old RFO's that are associated with currently awarded contracts, this will help you identify who currently holds a contract in that service/product area.

Q7. Would you look directly at the vendor for subcontract opportunities or would this be under DIR?

Response: Yes, DIR competitively bids out all awarded contracts. You would need to contact a contract holder for subcontracting opportunities.

Q8. If a company is on the Texas DIR, do they still have to be a sub-contractor? And why would the prime partner?

Response: DIR does not have a "list" if they have gone through the competitive bidding process and been awarded a contract, they will have a contract number and page. If there are not any current RFO's posted for you to bid on the only other option to get on a DIR Contract would be to be listed as a subcontractor under a DIR Contract.

Q9. If a company is in the TX DIR, what is the advantage to apply for DBITS? Since the Primes already have got the contracts, what will a new company getting DBITS benefit from it?

Response: There is no "in the TX DIR" you either have responded to a posted RFO and been awarded a contract or not. If you do not have a contract. You would want to watch for the DBITS RFO and go through the competitive bidding process to be awarded a contract.

Q10. How can we get a complete list of the local government agencies that participate in DIR coops?

Response: You can search <https://data.texas.gov/> for a customer sales report to get a list of customers who have had sales, or search your area using the eligible customers slide. We don't have a consolidated list of eligible customers as it changes daily.

Q11. Is there anyway to get a list of all customers that have been approved to use the DIR contracts?

Response: You can search <https://data.texas.gov/> for a customer sales report to get a list of customers who have had sales, or search your area using the eligible customers slide. We don't have a consolidated list of eligible customers as it changes daily.

Q12. If we want to reach out to a vendor ie. AT&T. Is there a point of contact you could direct us to? Should we reach out to you first before reaching out to the vendor for sub opportunities?

Response: You will need to look at the individual contract pages to find the point of contact. You can contact the HUB Program to find out how to identify these individuals.

Q13. May I know if foreign entities are allowed to bid for any contracts? Or may a US registered business represent a foreign company bid for contracts?

Response: Most state entities have language in their contracts around what is and is not allowed regarding doing business outside of the USA

Q14. Can someone out of state bid for the contracts?

Response: Yes

Q15. I'm an HVAC Contractor, where do i go to sale my Services in DIR?

Response: DIR only has contracts related to IT Services and Products.

Q16. How to approach Cap Gemini and other major contract holders?

Response: You would want to pull up their contract page and find their point of contact. You can reach out to the DIR HUB Office with additional questions.

Q17. We are cybersecurity company. How do we offer our assessments for the new cybersecurity certifications in place?

Response: <https://dir.texas.gov/View-About-DIR/Information-Security/Pages/Content.aspx?id=133>

Q18. Where can we find market intelligence on historical DIR project SOW/Task Order awards, who it went to from which agency etc? ie., if we are trying to understand the utilization of the DIR contracts.

Response: You can search <https://data.texas.gov/> for a customer sales report to get a list of customers who have had sales, or search your area using the eligible customers slide. We don't have a consolidated list of eligible customers as it changes daily.

Q19. When is the next DIR contract coming out for bid for IT staffing?

Response: DIR has awarded IT staffing contracts. You can find those contracts listed here to determine when the next solicitation may be posted: <https://dir.texas.gov/View-Contracts-And-Services/Pages/Content.aspx?id=13>. DIR will also post all solicitations here and in different phases of the procurement here: <https://dir.texas.gov/View-Information-For-Vendors/Current-Contracting-Initiatives/Landing.aspx>

Q20. Is it ok for me to follow-up on a DIR response I provided to a previously open RFO to see if any vendors have been selected?

Response: You can reach out to the point of contact to ask for a debrief. If they are still awarding contracts you will need to wait until that procurement closes.

Q21. On DIR website, where do you find the category codes?

Response: You can find the NIGP codes for each contract on the contract pages.

Q22. So as I understand, the only way to become part of DIR, is to successfully win a contract (bid opportunity) prime or sub?

Response: Yes

Q23. Is there any training available on how to use data.texas.gov for gathering market intelligence?

Response: You can watch our calendar for upcoming opportunities: <https://dir.texas.gov/View-About-DIR/Calendar-List.aspx>.