

New York State's Technology Sector
MWBE Infielder
Leveling the Playing Field in the Tech Sector

inFIELDER
 CIO/OFT MWBE Tech Sector Newsletter

NEW YORK STATE
 Empire State Development

MWBE Champions Forum Highlights MWBE Successes With NYS Government

On May 18, 2010, the New York State Chief Information Officer/Office for Technology (CIO/OFT), hosted its second Technology Sector MWBE Champions Forum where major IT vendors of New York State and state agency CIOs shared successes, strategies, and challenges to meet MWBE participation goals for the technology sector.

As one of the largest buyers of IT products and services in New York State government, CIO/OFT has been working with the corporate technology sector and other state agencies to increase the participation level of MWBEs in technology procurements. CIO/OFT has set an aggressive goal of a 20% MWBE participation rate by the end of 2010, starting from less than 1% in 2007.

"In these difficult economic times, we must



NYS Technology Sector MWBE Champions recognized during the MWBE Champions Forum with Dr. Mayberry-Stewart

focus on programs to stimulate economic development for New York," said Governor David A. Paterson. "A strong supplier diversity program helps to strengthen our communities and ultimately improves the economic health of the citizens we serve."

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Upcoming Events

A Small Business Energy Efficiency Seminar

June 3, 8:30 am - 10:00 am

Contact: 716-434-3815 or
 sbdc@niagaracc.suny.edu

Topics include National Grid's Small Business Energy Efficiency Program, energy audit and energy savings plan.

Local Government Programs Can Help Increase Your Profits

June 16, 9:30 am - 10:30 am

Contact: 716-278-8760

This workshop will outline resources and programs available to current or prospective Niagara County businesses.

To learn about additional events, please visit:

<http://www.nylovesmwbe.ny.gov/Events%20Calender/Event.htm>

New York State Disparity Study Released by Empire State Development

On May 5, Empire State Development (ESD) released, "The State of Minority- and Woman-Owned Business Enterprise: Evidence from New York," a study of the participation of minority and women-owned business enterprises (MWBEs) in state contracts. The study, which found evidence of business discrimination against MWBEs in the private sector of the New York State market area, will help support the state's initiatives aimed at supporting business opportunities for the MWBE community and evaluate its current programs.

"Four years ago, I pledged to usher in a new era of equal opportunity in contracting for Minority and Women Owned Businesses. The long anticipated Disparity Study released today is a part of that pledge," said Governor David A. Paterson. "New York State's MWBE Program was adopted with the intention of promoting equal opportunity in employment for all New Yorkers. After a 12-year period of abuse and neglect, my administration set out to build the capacity of MWBE firms and increase the utilization of qualified MWBEs. Based on the results of the study, I look forward to working with the legislature to pass legislation to strengthen the program and continue our already-strong efforts to enhance opportunities for the MWBE community."

"With Governor Paterson's support and dedication, our

current MWBE program has shown improvement over the years, however we have been limited in what actions we could take to bring about equal opportunity in New York State," said Executive Director of the Division of Minority & Women's Business Development Michael Jones-Bey. "Now that we are armed with the data from the disparity study we can provide guidance to agencies in setting enforceable goals and provide incentives to prime contractors that actually make good faith efforts to hire qualified Minority and Women owned businesses. The MWBE community has long called for the implementation of a program that had teeth. I am optimistic that we now have the legal authority to build a program similar to other states with successful programs."

The study found both statistical and anecdotal evidence of business discrimination against MWBEs in the private sector of the New York State market area. The statistical findings include analyses of disparities in business formation, business owner earnings, access to credit, and participation in public sector contracting from 2004-2008. The anecdotal findings were based on both mail surveys and in-depth personal interviews with local MWBEs and non-MWBEs. To view the study visit:

www.esd.ny.gov/MWBE.html

MWBEs Succeed With NYS Government and Partners



Michael Jones-Bey, Assemblywoman Peoples-Stokes, Dr. Melodie Mayberry-Stewart, and Senator Eric Adams



Steve LaFleche, Client Director for IBM, discusses the benefits of IBM's partnership with Artech Information Systems, a certified MWBE, while Artech's Vice President Alfred L. Blitzer looks on.



Michael Riley, a Manager with Knowledge Builders Inc., a certified MWBE, spoke about his company's success with working with NYS OTDA. He is pictured here with Dr. Mayberry-Stewart and OTDA CIO, Daniel Chan.

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During the event, Dr. Melodie Mayberry-Stewart, New York State Chief Information Officer and Director of the Office for Technology, recognized eleven global IT Corporate MWBE Champions who are on track to achieve our IT supplier diversity goals for 2010 in New York State technology procurements. These eleven companies voluntarily pledged to expand their use of MWBEs to 20% by 2010 and include: CMA, Dell, EMC2, Hewlett Packard, IBM, Microsoft, nFrastructure Technologies, Oracle, Tandberg, Unisys, and Xerox.

The Tech Sector MWBE Champions Forum featured a number of special guest speakers who are working to strengthen MWBE opportunities throughout the state. Senator Eric Adams, Assemblywoman Crystal Peoples-Stokes, and Kevin Younis, the Acting First Executive Deputy Commissioner for the NYS Department of Economic Development, offered greetings to the MWBE firms and global IT MWBE Champions in attendance.

Dennis Acevedo, NYC Director of Internships for the Year Up Program highlighted the benefits of hiring interns from the

organization. "Year Up gets young disadvantaged minorities and women interested in IT careers and teaches them critical skills necessary to become future leaders," he said.

Attendees also heard success stories from state agency CIOs, global IT companies and their respective MWBE firms who partnered on state IT procurements. In addition, a panel discussion was led by NYS agency CIOs, focused on strategies to address barriers to meet MWBE goals. Each shared recommendations on actions they are taking to increase MWBE participation levels.

To learn more about CIO/OFT's MWBE Supplier Diversity Program visit

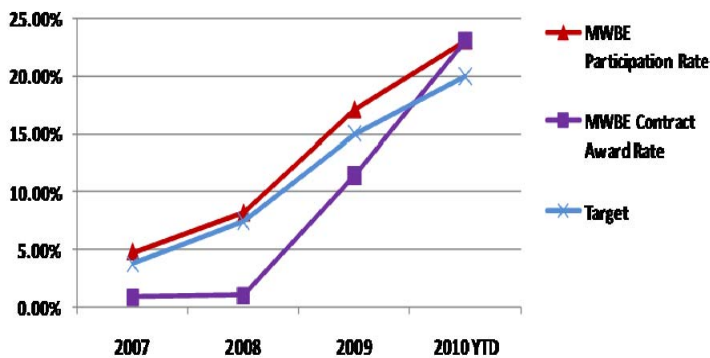
<http://www.cio.ny.gov/oft/mwbe.htm>

To view the photo gallery from the Information Technology MWBE Champions event visit

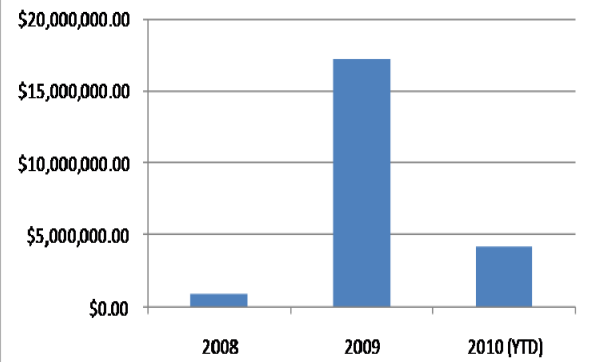
<http://www.flickr.com/photos/nystatecio/>

CIO/OFT MWBE Performance Dashboard: (as of April 30, 2010)

MWBE Contract Award and Participation Rates



MWBE IT Contract Award Value



YTD = Year to Date

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 Empire State Plaza
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