

other State agencies, universities and governmental units with their construction needs. Design or construction companies will find a wealth of opportunity to do business with Michigan.

To locate the projects, visit www.michigan.gov/BuyMichiganFirst and click on the Design and Construction Contracts link. This Web page will connect you to:

- advertisements for professional services.
- advertisements for construction bids.
- potential construction projects.
- Michigan school districts' Web sites with postings of their building construction projects.

For information on design and construction needs, contact:

Patrick Mullen
DMB Design and Construction
Division
(517) 241-2822
BuildMichigan@michigan.gov

Property owners with office or warehouse space to rent also may find opportunities with the State. DMB's Real Estate Division manages nearly 600 leases for property all across Michigan. Landlords provide 7.9 million square feet of space and collect nearly \$105 million in base rent annually.

The State's real estate needs



Through partnerships, awareness and education, Buy Michigan First is committed to increasing participation of Michigan businesses in the State bidding process.

If you are interested in leasing your space, you may begin the process by registering online and adding your name and information to the Interested Proposers List for Real Estate at www.state.mi.us/dmb/lessor/lessors.asp.

This Web page allows you to list the counties where you have available property.

You may review all the State's current needs online at www.michigan.gov/BuyMichiganFirst. You may select the Real Estate Contracts link, which connects you to detailed information for current requests for proposals, including sample leases, floor plans, building and janitorial specifications, and required legal documentation.

To discuss opportunities for leasing, contact:

Teri Martin
DMB Real Estate Division
(517) 335-6877
DMB-RED@michigan.gov

To learn more about DMB

DMB strives to provide outstanding service to our vendor partners and offer a welcoming, inclusive and fair process. If you would like additional information about DMB and its services, contact:

Department of Management and Budget
320 S. Walnut St.
P.O. Box 30026
Lansing, MI 48909
(517) 373-1004
www.michigan.gov/dmb



Opportunities for your business with the State of Michigan



Department of Management and Budget
www.michigan.gov/BuyMichiganFirst



Building your Michigan business

If you have ever pulled into one of the state's highway rest stops, you have seen the work of vendors who have won contracts with the State of Michigan. From crews cleaning the buildings, mowing the lawns and removing trash to the cartons of hand soap, paper products and cleaning supplies used inside – all are provided by private vendors.

If you're ready to build your business and become one of our vendors, keep reading!

On the cover: Business owners ask questions at one of DMB's Buy Michigan First seminars.

Above: DMB's Design and Construction staff oversaw work on the Monroe Welcome Center.

More than 1,100 contracts

Companies of all sizes hold State contracts to provide a wide range of goods and services. The State's contract portfolio of 1,100 contracts is valued at billions of dollars. Whether you sell milk or electrical supplies, commodities or computers, chemicals or janitorial services, you have potential as a vendor to the State.

Buy Michigan First

Governor Jennifer M. Granholm understands that strengthening opportunities for small businesses contributes to the state's economic prosperity. Through her Buy Michigan First directive, she put Michigan-based businesses first, giving them contract preference in supplying goods and services to State agencies. Her directive charged the Department of Management and Budget with taking this message to the public. Since April 2006, we have told thousands of business owners in dozens of communities about these opportunities. Now we would like to tell you!

Contracts for goods and services

Michigan uses a competitive-bid process to purchase goods and services.

DMB's Purchasing Operations Division acts on behalf of State agencies for contracts valued at \$25,000 or more. Individual agencies have the authority to buy goods and services under this amount. DMB and the Department of Information Technology work together to purchase almost \$3 billion in information technology equipment annually.

DIT experts work with State agencies to identify computer security, database administration, application development, staffing and various technology needs, and DMB purchasing experts carry out the bid process.

To take the first step in the contracting process, visit www.michigan.gov/BuyMichiganFirst to register as a vendor. Click on the Vendor information link on the left to reach the On-Line Vendor Registration Web site. You also can find the complete contract list, the status of open contracts and other information to help you compete for Michigan contracts.

Also, you can register at www.bid4michigan.com to view current bid opportunities. Once you register, you're ready to research opportunities, write your proposals and submit bids.

For more information on supplying products or services to Michigan, contact:

Rebecca Nevai
DMB Purchasing Operations
Division
(517) 373-8530
DMB-Outreach@michigan.gov

Design and construction contracts

Each year the State spends millions of dollars with private contractors for facility design and construction, landscape design, demolition, environmental engineering and renovation. DMB's Design and Construction Division staff help