



Washington State
DEPARTMENT OF
ENTERPRISE SERVICES

How to Contract with the State

Business Diversity Program

2026

AGENDA

- Who are we?
- How to sell goods and services to the state
- How to sell public works services to the state
- Resources
- Opportunities
- Upcoming events



WHO WE ARE AND WHAT WE DO

Goods and services contracts:

- Manage 200 statewide contracts with 1,500+ vendors, resulting in \$2.1B annual sales of goods and services.

Construction projects:

- Manage 800+ design and construction projects worth \$500M+ each year.

HOW WE BUY

Direct buy:

- \$40K for large businesses
- \$50K for WA small or veteran-owned businesses
- \$50K-100K for WA small or veteran-owned businesses with three quotes
- No WEBS solicitation

Agency contracts:

- Higher than direct buy amount
- Must be registered in WEBS
- Must be awarded through a competitive process

Statewide contracts:

- \$1M per year (average)
- Multiple awards for one contract possible
- Must be awarded through a competitive process in WEBS

**IS THE STATE BUYING WHAT
YOU ARE SELLING?**

REGISTER IN WEBS

- Businesses that want to sell goods or services to the state must register in Washington's Electronic Business Solution (WEBS).
- State purchasers use the WEBS database to search for vendors, even for direct buy purchases.

Washington's Electronic Business Solution WEBS for Vendors

[Register as a vendor in WEBS to:](#)

- Declare as a Washington state small business
- Select your business commodity codes
- Sign up for notifications on future bid opportunities

Log in below with your registered email and password

Government organizations go to [WEBS for Government](#) to post or manage bid opportunities.

Looking for something else?

- [See all bid opportunities.](#)
- [Search for businesses.](#)
- [Report a small business that does not meet small business requirements.](#)

email :: → [Forgot My Password?](#)

password :: → [Register Now](#)

LOGIN 

COMMODITY CODES

- Adding **commodity codes** to your profile will send alerts when government purchasers post solicitations for those commodity codes.
- Add **commodity codes** for the alerts you want

Commodity code examples

- Cement / Concrete: 150-12
- Tires: 863-25
- Housekeeping Services: 952-56
- Automobiles: 071-04

NEED HELP REGISTERING ON WEBS?



WEBSCustomerService@des.wa.gov



360-902-7400



<https://des.wa.gov/do-business-state/how-work-state/register-bid-opportunities>

WHERE TO FIND CONTRACT OPPORTUNITIES

WHERE TO FIND STATEWIDE CONTRACTS

[DES.wa.gov](https://des.wa.gov) website:

- Do business with the state
- Bid opportunities
- Contracts available for bidding:
 - Open contracts
 - Active contracts

[Home](#) > [Do Business With the State](#) > Bid Opportunities

Bid Opportunities

Find existing contracting opportunities you can bid on and view all upcoming contracting opportunities for vendors who want to work with the state.

Register as a vendor in WEBS

Washington's Electronic Business Solution (WEBS) application is typically the first stop for vendors who wish to sell their goods and services to the state and bid on contracts. Here you can also explore what contracting opportunities are currently available and see the ones that are coming soon.

Learn how to [register as a vendor in WEBS](#).

Contracts available for bidding

- [WEBS bid opportunities](#)
- [Statewide contracts](#)
- [Public works bid opportunities](#) 
- [Leasing space to Washington government](#)
- [Current and future bid opportunities](#)
- Keep your contact information and commodity codes updated in WEBS and regularly check out our [new and upcoming contract opportunities](#).

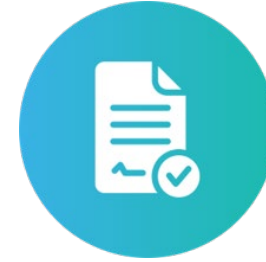
**IS THE STATE BUYING YOUR
PUBLIC WORKS SERVICES?**

TYPES OF PUBLIC WORKS CONTRACTS



MRSC Small Works Roster

- Used for projects under \$350K.
- MRSC hosts the statewide roster.
- Any business can add their profile to the roster.
- Direct contract opportunities for PWSBE certified businesses on projects under \$150k.



Job Order Contracting (JOC)

- JOC provide an avenue for quick action on work orders estimated under \$500K.
- Primes can only self-perform 10% of work, they must subcontract 90%.
- DES does not select subcontractors; the JOC prime manages their pool of subcontractors.

TYPES OF PUBLIC WORKS CONTRACTS



Energy Savings Performance Contracting (ESPC)

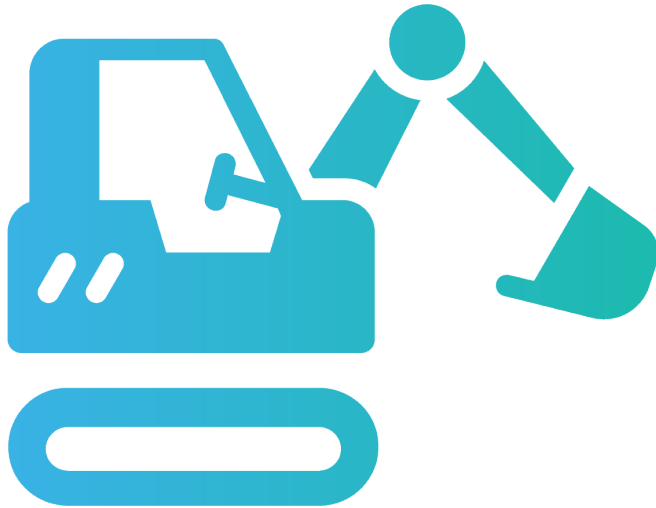
- ESPC is a contracting process used to identify and install energy and utility improvements in existing facilities.
- The most cost-effective method for completing building energy upgrades and retrofits.



Architecture, Engineering & Design (On-Call Consultant)

- On-call selections are intended to provide service throughout Washington State on as-needed basis.
- On-call consultant services are limited to \$300K maximum per project.

BIDDING ON PUBLIC WORKS PROJECTS



Frequently Used WEBS commodity codes:

Contractor bidding

- 914-84
- All commodity codes under 914

Consultant selections

- 907-14
- 906-07, 906-1, 906-38
- 909-30
- 918-15, 918-32, 918-42
- 925-37

Reference: [DES Public Works Bidding page](#)

EUNA PROCUREMENT ONLINE PORTAL

Euna online portal allows you to receive notifications, submit bids and statements.

- **Registering or logging in issues:** Call 1-800-354-8010 ext. 2, Monday through Friday 5 a.m.-5 p.m. PST.
- **Technical questions:** support.bonfire@eunasolutions.com

Procurement Portal
Washington State Department of Enterprise Services

DES Washington State
DEPARTMENT OF
ENTERPRISE SERVICES

Open Public Opportunities
For Official Use Only

Past Public Opportunities

Search

Status	Ref. #	Project	Close Date	Days Left	Action
OPEN	2026-404	RFQ Phase 1: DSHS - Statewide Multi-Campus Pendant Alert Project - Department of Social and Health Services	Nov 13th 2025, 2:00 PM PST	2	View Opportunity
OPEN	2024-425 G (1-1)	BID - DSHS - ESH - Commissary Building Repairs - Department of Social & Health Services	Nov 18th 2025, 1:00 PM PST	7	View Opportunity
OPEN	2024-409 G (2-1)	BID - DSHS - YVS Main Building Window Replacement - Department of Social and Health Services	Nov 18th 2025, 1:00 PM PST	7	View Opportunity
OPEN	2026-222	RFQ Phase 1: DOH - PHL Water Supply System - Department of Health	Nov 24th 2025, 2:00 PM PST	13	View Opportunity
OPEN	2025-418 G (1-1)	BID - DSHS - Fircrest EV Charging Stations - Department of Social & Health Services	Dec 4th 2025, 1:00 PM PST	23	View Opportunity
OPEN	2025-244 G (3-1)	BID - SVC - McIntyre Hall Roofing Replacement - Skagit Valley College	Dec 9th 2025, 1:00 PM PST	28	View Opportunity
OPEN	2025-102 G (1-1)	BID - TCC - Installation, Parking Lot Poles/Lights - Tacoma Community College	Dec 11th 2025, 1:00 PM PST	30	View Opportunity
OPEN	2026-314	RFQ Phase 1: WCC - Fire Alarms Systems Stabilization - Department of Corrections	Dec 15th 2025, 2:00 PM PST	34	View Opportunity

[Technical Support](#) [Portal Security](#) [Terms of Service](#) [Privacy Policy](#) [Sitemap](#)

BECOME VISIBLE TO STATE BUYERS

HOW TO BECOME VISIBLE TO STATE BUYERS WITH OMWBE

- Register in WEBS.
- Certify women, minority, or disadvantaged business **for free** with the Office of Minority and Women's Business Enterprises (OMWBE).



Washington State Office of
**MINORITY &
WOMEN'S**
Business Enterprises

HOW TO BECOME VISIBLE TO STATE BUYERS WITH WDVA

- Register in WEBS.
- Certify your veteran-owned business **for free** with the Washington Office of Veterans Affairs (WDVA).
- Preference points given to WDVA-certified businesses.



RESOURCES

RESOURCES FOR BUSINESSES

State Contracts Assistance Network (SCAN):

30+ businesses, organizations, and programs giving hands-on assistance.

- **Help with registration:** WEBS and certification by OMWBE/WDVA
- **Widespread bid notices:** Contracting opportunities reaching targeted businesses
- **Technical assistance:** Workshops, training, 1:1 meetings



RESOURCES FOR BUSINESSES

Data.wa.gov website:

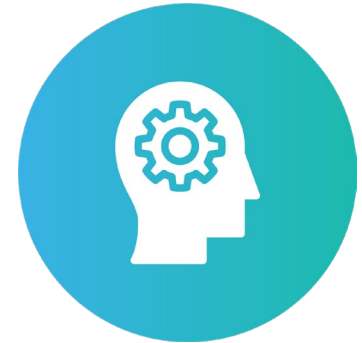
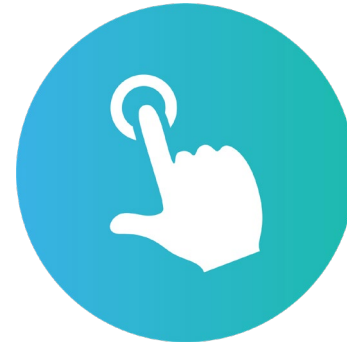
- Procurements and contracts
- Statewide contract (master)



RESOURCES FOR BUSINESSES

Washington Public Library:

- Search free business research tools.
- Dozens of classes and workshops available every year in partnership with local organizations.
- Trained librarians to help you with all aspects of business research.



RESOURCES FOR BUSINESSES

Washington APEX Accelerator:

- Technical assistance
- Help with understanding contracts, registrations, and obtaining certifications
- Business trainings
- Calendar of events



RESOURCES FOR BUSINESSES

business.wa.gov:

- Small business guides
- Workshops
- Resources
- Checklists



RESOURCES FOR BUSINESSES

Evergreen Bizlink:

- Startup
- Growth
- Resources
- Funding



RESOURCES FOR BUSINESSES

Association of General Contractors:

- Advocacy
- Education
- Resources
- Events



CONTRACTS AND PROCUREMENT

Goods and services opportunities

- Stormwater Infrastructure Inspection
- Landscape Maintenance Services
- Window Washing Services
- Cleanup Services statewide contract RFI
- Enterprise Transportation IT Strategy, Governance, and Program Management
- Lamps, Ballasts, Replacement Fixtures & Lamp Recycling
- Debt Collection Services SWC

Scan to learn more:

How to work
with the state



FACILITY PROFESSIONAL SERVICES

Public works opportunities

- Wenatchee Valley College HVAC Replacement
- Everett Community College Hardscape Repair
- DES Campus Energy System Replacement

Scan to learn more:

DES public
works
webpage



UPCOMING EVENTS

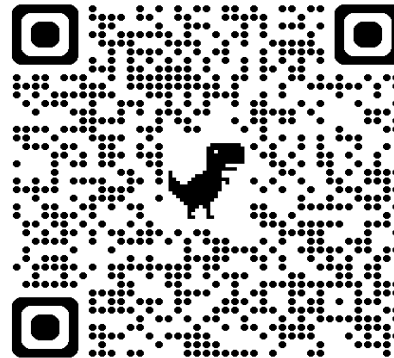
- DES State Contracting Opportunities & Open House: **Oct. 15**
- DES Spanish State Contracting Opportunities & Open House: **Oct. 22**
- OMWBE Convening Peninsula Session: **Oct. 28**
- North Puget Sound Contracting Conference (Lynwood): **Oct. 29**
- Meet the BIGS (Spokane): **Nov. 19**
- Sign up for [DES Business Diversity email](#) for more events.



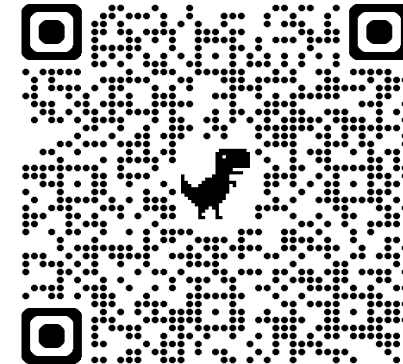
THANK YOU



DESBusinessDiversity@des.wa.gov



Goods and Services Monthly
Open House registration
(3rd Thursday, 3pm)



Public Works Monthly Open
House Registration
(3rd Wednesday, 3pm)