



Economic Opportunity Day

Texas A&M University System HUB Program

in collaboration with the Houston Minority Supplier Development Council
(HMSDC)



THE
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Welcome



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Acknowledgements



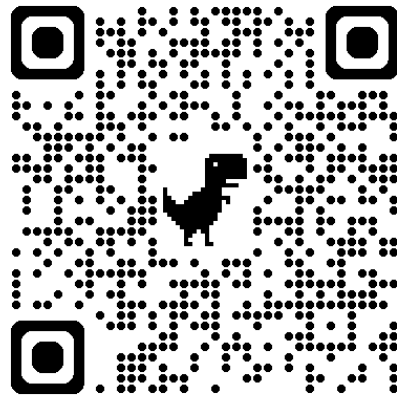


Housekeeping

This event is being recorded.
Post questions in the Q&A chat.



A&M System HUB Webpage & Newsletter



<https://www.tamus.edu/business/hub-procurement/hub-programs-3/>



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Smile for a group photo!



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About the Texas A&M University System (A&M System)

- Public institution of higher education
- Created by the Texas Legislature in 1948
- Governed by the Texas Administrative Code & Texas Government Code standard regarding the Historically Underutilized Business (HUB Program)
- Sets HUB goals in six procurement categories, reviewed annually
- Reports HUB expenditures semi-annually



About the A&M System

FY25 HUB Goals |

- HEAVY CONSTRUCTION: 10%
- BUILDING CONSTRUCTION: 30%
- PROFESSIONAL SERVICES: 35%
- COMMODITY PURCHASING: 45%
- SPECIAL TRADE: 10%
- OTHER SERVICES: 11%



About the A&M System

- Spent over \$183 million with HUBs in FY24
- Spent over \$544 million with HUBs in the past five fiscal years
- Majority of expenditure is through capital projects



About the A&M System

Currently consists of a statewide network of:

- 11 universities,
- a comprehensive health science center,
- eight state agencies,
- Texas A&M-Fort Worth and
- Texas A&M-RELLIS

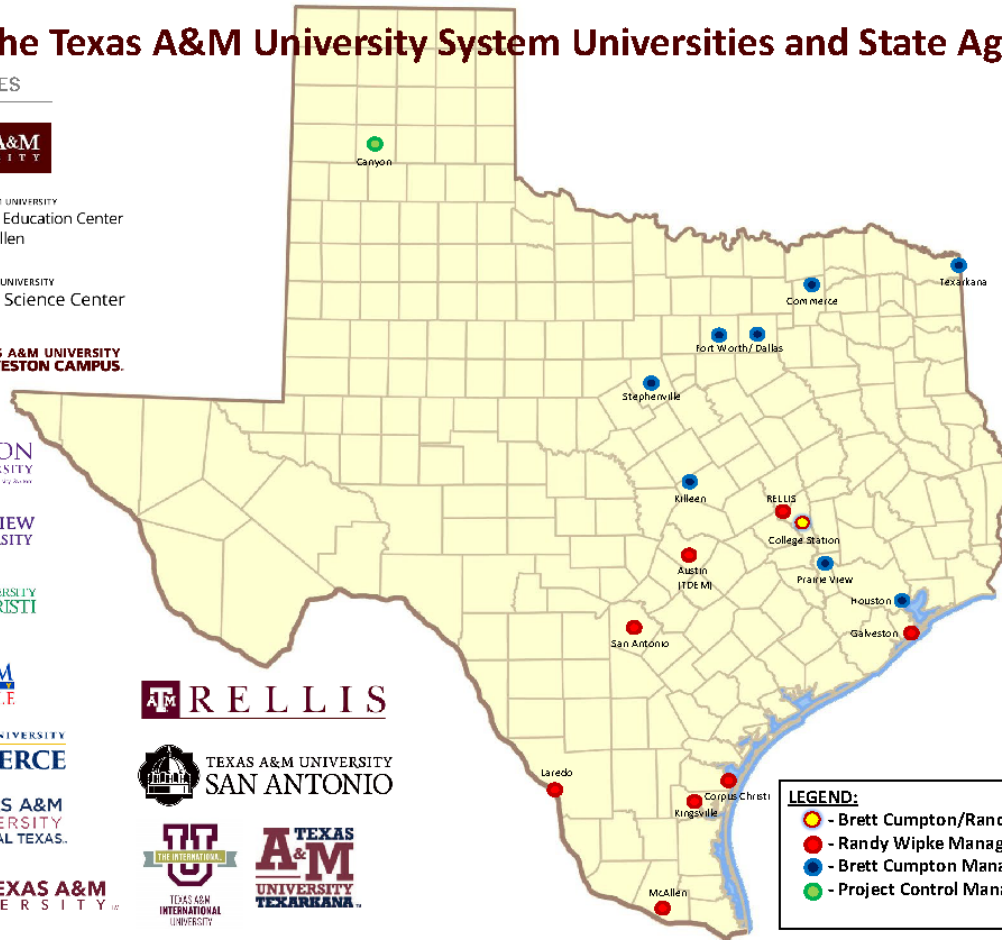


About the A&M System

The Texas A&M University System Universities and State Agencies

11 UNIVERSITIES





-  TEXAS A&M UNIVERSITY
-  TEXAS A&M UNIVERSITY
Higher Education Center
at McAllen
-  TEXAS A&M UNIVERSITY
Health Science Center
-  TEXAS A&M UNIVERSITY
GALVESTON CAMPUS.
-  TARLETON
STATE UNIVERSITY
ALUMNI ASSOCIATION
-  PRAIRIE VIEW
A&M UNIVERSITY
-  TEXAS A&M UNIVERSITY
CORPUS CHRISTI
-  TEXAS A&M
KINGSVILLE
-  TEXAS A&M UNIVERSITY
COMMERCE
-  TEXAS A&M
UNIVERSITY
CENTRAL TEXAS.
-  WT WEST TEXAS A&M
UNIVERSITY
-  TEXAS A&M
INTERNATIONAL
UNIVERSITY
-  TEXAS
A&M
UNIVERSITY
TEXARKANA.



8 AGENCIES

-  TEXAS A&M
AGRILIFE
RESEARCH
-  TEXAS A&M
AGRILIFE
EXTENSION
-  TEXAS A&M
TVMDL
VETERINARY MEDICAL
DIAGNOSTIC LABORATORY
-  TEXAS A&M
FOREST SERVICE
-  TEXAS A&M ENGINEERING
TEX
EXTENSION SERVICE
-  TEXAS A&M ENGINEERING
EXPERIMENT STATION
-  TEXAS A&M
Transportation
Institute
-  TDEM
THE TEXAS A&M
UNIVERSITY

LEGEND:

-  - Brett Cumpton/Randy Wipke Shared Campus
-  - Randy Wipke Managed Campus
-  - Brett Cumpton Managed Campus
-  - Project Control Managed Campus

Revision 07-25-2022





Today's Focus

Procurement Opportunities

Mentor-Protégé Program at the A&M System

Doing Business with the A&M System and its Members



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On the Agenda

Locating Procurement Opportunities

Capital Construction Projects

Mentor-Protégé Program Processes and Commitments

Working with A&M System Members

Construction & Maintenance Projects Under \$10M

Other Business Opportunities

Q&A



Procurement Opportunities

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Procurement Opportunities | ESBD

Glenn Hegar
Texas Comptroller of Public Accounts

Keyword Search for products

TEXAS SMART BUY

HOME CONTRACTS VENDOR GOVERNMENT TRANSPARENCY HELP

Login 0

Home > ESBD Solicitations

Electronic State Business Daily Search

Statewide Procurement Division (SPD)

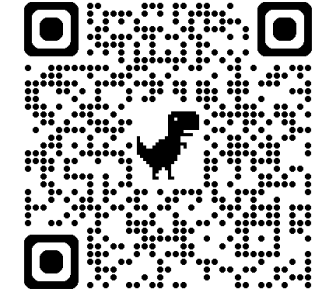
View any solicitation by selecting or entering a field below. Sign in is NOT required. For instructions on submitting bid responses, please review the posting entity's solicitation and attached bid documents.

Solicitations Awards No Solicitation Pre-Solicitations Grant Opportunities

Agency/Texas SmartBuy Member Name

Agency/Texas SmartBuy Member Number

Status



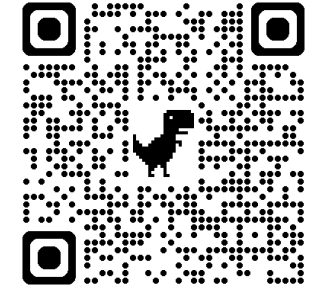
<https://www.txsmartbuy.gov/esbd>



Procurement Opportunities | Construction

THE TEXAS A&M UNIVERSITY SYSTEM

ABOUT ▾ REGENTS CHANCELLOR ▾ OFFICES ▾ STAFF ▾ JOBS 



Office of Business Affairs

CONSTRUCTION

[Contacts](#)

[Capital Plan](#)

[Contracting Opportunities](#)

[Forms, Guidelines, Wage Rates](#)

[Master Agreements](#)

[Other Resources](#)

- [Contacts](#)
- [Contracting Opportunities](#)
- [Forms, Guidelines, Wage Rates](#)
- [Capital Plan](#)
- [Master Agreements](#)
- [Other Resources](#)

<https://www.tamus.edu/business/facilities-planning-construction/>

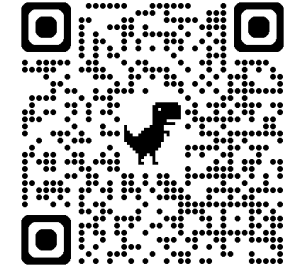


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Procurement Opportunities | Construction MSAs

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Office of Business Affairs

🏠 / [Facilities Planning & Construction](#) / Master Agreements

MASTER AGREEMENTS

- [AV Integrator Services](#)
- [Building Envelope Technical Services](#)
- [Construction Audit Services](#)
- [Construction Materials Testing](#)
- [Electrical Testing Services](#)
- [Environmental Services](#)
- [Fire & Life Safety Services](#)
- [Programming Services](#)
- [Project Support Services](#)
- [Subsurface Utility Engineering Services](#)
- [Testing, Adjusting, and Balancing \(TAB\) Services](#)

AV INTEGRATOR SERVICES (UPDATED OCTOBER 2023)

Firm	Contact Name	Contact Number	Contact Email

BUSINESS AFFAIRS HOME

- + Facilities Planning & Construction
 - Contacts
 - Contracting Opportunities
 - Forms, Guidelines, Wage Rates
 - Capital Plan
 - Master Agreements
 - Other Resources

<https://www.tamus.edu/business/facilities-planning-construction/master-agreements/>



Procurement Opportunities | Capital Plan

THE TEXAS A&M UNIVERSITY SYSTEM

Office of Finance

🏠 / [Treasury Services](#) / Capital Plan

CAPITAL PLAN

- [Quarterly Updates to Capital Plan](#)

Board Approved Capital Plan

- [Summary](#)
- [Funding Source Code Table](#)
- [Board Approval](#)

System Universities

- [Texas A&M University](#)
 - [Texas A&M University at Galveston](#)
 - [Texas A&M Health Science Center](#)
- [Tarleton State University](#)
- [Prairie View A&M University](#)
- [Texas A&M University – Corpus Christi](#)

- [Texas A&M International University](#)
- [Texas A&M University – Kingsville](#)
- [West Texas A&M University](#)
- [Texas A&M University – Commerce](#)
- [Texas A&M University – Texarkana](#)
- [Texas A&M University – Central Texas](#)
- [Texas A&M University – San Antonio](#)

System Agencies

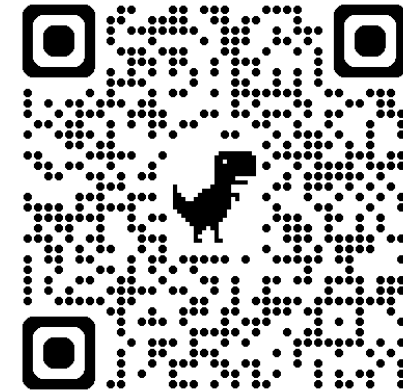
- [Texas A&M AgriLife Research](#)
- [Texas A&M AgriLife Extension Service](#)
- [Texas A&M Forest Service](#)
- [Texas A&M Engineering Experiment Station](#)
- [Texas A&M Engineering Extension Service](#)
- [Texas A&M Transportation Institute](#)
- [Texas Division of Emergency Management](#)

System Offices

- [System Offices](#)

RELLIS

- [RELLIS](#)



<https://www.tamus.edu/finance/treasury-services/capital-plan/>



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Procurement Opportunities

| Capital Projects

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Capital Projects

Infrastructure, Dock Improvements, and Ship FF&E Project | Galveston, TX

Space Collaboration Facility | Houston, TX

Teaching and Student Support Services Facility | Prairie View, TX

Clinical Veterinary Teaching and Research Complex | College Station, TX

Aplin Center | College Station, TX

Meat Sciences and Technology Center | Bryan, TX



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Mentor-Protégé Program with the A&M System

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Mentor-Protégé Program | What Is It?

- An agreement to provide/receive professional and technical assistance, on-the-job training for state government market methodologies, and to jointly identify opportunities available in the government marketplace (2-3 a year)
- The program intent is to foster long-term positive business relationships



Mentor-Protégé Program | What Is It?

- Participation is strictly voluntary
- Term of agreement varies from 1-4 years, 2 years is typical
- Both the mentor and protégé companies' CMBL profiles must remain active
- Protégé company's & HUB certification must remain active
- Termination requires 30 days' written notice



Mentor-Protégé Program | Common Developmental Areas

- Business Planning
- Business Technology
- Bidding
- Government Bidding
- Government Procurement
- Business Management
- Business Processes



Mentor-Protégé Program | Time Commitment

- Mentor & protégé meet regularly, ideally at least monthly, to discuss:
 - Progression in agreed upon areas of professional development
 - Progression towards agreed upon goals
 - Protégé's KPIs, as agreed upon
 - Current and upcoming teaming opportunities, if any
 - Proposals in-process and bid/no bid decisions, if applicable
 - Status of ongoing awarded contracts and subcontracts, if applicable



Mentor-Protégé Program | Time Commitment

- Quarterly Check-in with A&M System to discuss:
 - Progress reports (meeting minutes) & surveys
 - Developmental areas, KPIs
 - Process improvements, if needed
 - Subcontracting opportunities, if any



Mentor-Protégé Program | Documents

- STEP 1 – Eligibility Checklist
- STEP 2 – Program Application
- STEP 3 – Program Agreement Summary
- *STEP 4 – Agreement Reporting*
- STEP 5 – Acceptance Letter
- STEP 6 – Submit Meeting Minutes, Quarterly Survey & A&M System Check-in



Other Business Opportunities

| Working with A&M System Members

| Building & Grounds Maintenance, Custodial Services, Construction Less than \$10M

| Information Technology

| Other Items

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Other Business Opportunities | Working with A&M System Members

AggieBid



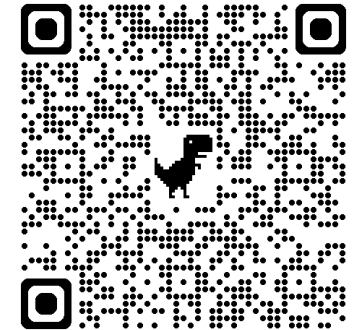
Welcome to the AggieBid sourcing opportunities event site! AggieBid is the Texas A&M University System's (TAMUS) online bidding application which is used to administer Sourcing Events for the following TAMUS Members:

Texas A&M University Texas A&M University-Central Texas Texas A&M University-Commerce
Texas A&M University-Corpus Christi Texas A&M University-Galveston Texas A&M International University
Texas A&M University-Kingsville Texas A&M University-QATAR Texas A&M University-San Antonio
Texas A&M University School of Law Texas A&M Health Science Center Offices of the Texas A&M University System
Texas A&M AgriLife Research Texas A&M AgriLife Extension
Texas A&M Engineering Experiment Station Texas A&M Engineering Extension Service
Texas A&M Transportation Institute Texas A&M Veterinary Medical Diagnostic Laboratory
Prairie View A&M University Tarleton State University Texas Division of Emergency Management

AggieBid includes this public website where suppliers will find Invitations-to-Bid (ITB), Requests for Proposal (RFP), Requests for Information (RFI), and Requests for Qualifications (RFQ) created and posted by Purchasing Professionals representing the TAMUS Members listed above, and the award status of previously-posted Invitations and Requests.

In order to respond to Invitations and Requests posted to AggieBid suppliers must first create an online account. To create an account, or to login using an existing account, go to this website: [AggieBid Registration](#).

<https://solutions.sciquest.com/apps/Router/SupplierLogin?CustOrg=TAMU>



Other Business Opportunities | Working with Prairie View A&M

Shawna Prater, Prairie View A&M University



Other Business Opportunities | Building & Grounds Maintenance, Custodial Services, Construction Less Than \$10M



SSC partnering with
THE TEXAS A&M UNIVERSITY SYSTEM

Location	SSC Contact
Texas A&M University	Jeff Heye Jeff.Heye@sscserve.com
Texas A&M University at Galveston	Robert Mosley Robert.Mosley@sscserve.com
Prairie View A&M University	Marvin Liddell Marvin.Liddell@sscserve.com
Tarleton State University (Stephenville)	David Muisse David.muisse@sscserve.com
Texas A&M University-Corpus Christi	Chris Osuch Christopher.osuch@sscserve.com

Texas A&M International University (Laredo)	Daisy Aguilera Navarro Daisy.AguileraNavarro@sscserve.com
Texas A&M University-Kingsville	Jose Garcia Jose.Garcia@sscserve.com
West Texas A&M University (Canyon)	Chris Williams Christopher.Williams@sscserve.com
Texas A&M University-Commerce	Alan Beatty Alan.beatty@sscserve.com
Texas A&M University-Texarkana	Tony Brandt Charlestone.brandt@sscserve.com
Texas A&M University-Central Texas (Killeen)	Ted Reynolds Ted.Reynolds@sscserve.com
Texas A&M University-San Antonio	Mick Deeds Mick.Deeds@sscserve.com



Other Business Opportunities | Information Technology

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Office of Information Technology

CHIEF INFORMATION OFFICER

MARK STONE

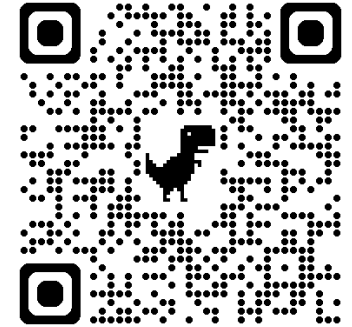


The Texas A&M University System
College Station, Texas 77840-7896
(979) 458-6000
fax (979) 458-6044

As Chief Information Officer, Stone is responsible for Information Technology (IT) strategy development and implementation throughout the A&M System. The CIO collaborates with technology as well as non-technology leaders to ensure A&M System systems support A&M System goals, objectives, policies, procedures and initiatives as specified by the Chancellor.

INFORMATION TECHNOLOGY HOME

- A&M System Office of IT
- System Offices IT Services



<https://www.tamus.edu/it/>



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Other Business Opportunities | Information Technology

- System office dictates how Members operate in the IT space and is responsible for enterprise-wide applications (i.e. HR, HTM, Cybersecurity, Academic Technology Equipment, etc)
- Shared services, opt-in | Digital Accessibility, Information Security Officers, IT Contracting, Cloud Center of Excellence, etc.
- Multi-vendor, opt-in RFPs | Currently 60-70 agreements in place



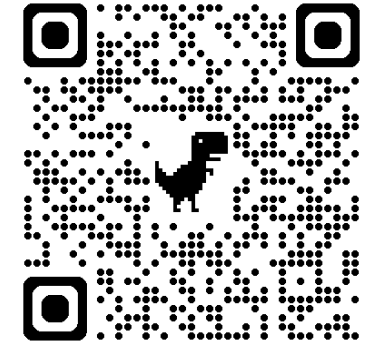
Other Business Opportunities | Information Technology

- Most of the IT spend sits with the individual System Members (rather than the System Office)
- New vendors are recommended to start at the Member level



Other Business Opportunities | Information Technology

THE TEXAS A&M UNIVERSITY SYSTEM
**OFFICE OF INFORMATION
TECHNOLOGY**



Services Collaboration Projects Cybersecurity Governance & TACs Contact About Search

Feb. 24-26, 2025

 **TECH
SUMMIT**
EDUCATION MEETS INNOVATION

[Home](#) / Tech Summit Home

<https://it.tamus.edu/tech-summit-home/>



Other Business Opportunities | Information Technology

Tech Summit 2025 will be held February 24-26, 2025 at the Embassy Suites in Frisco, Texas

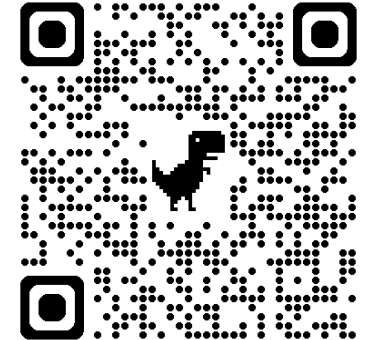
Registration is now open for Tech Summit 2025! If you focus on academic, administrative or student affairs technology, this is the conference you want to attend. Two full days, 400+ attendees and 6+ networking hours with your peers. This year's theme, Ignite, Innovate, Inspire, promises to empower your career as a higher education technology professional.

[Explore the schedule and register today](#) before prices go up!

We have breakout sessions for each of these areas:

- Accessibility
- Career Development
- Cloud Technologies
- Coding & Development
- Cybersecurity
- Data Architecture & Management
- Infrastructure / Architecture
- Instructional Design
- IT Shared Services
- Leadership
- Learning Technologies
- Organizational Change Management
- Project Management
- Systems Administration
- UX / UI & Design

<https://it.tamus.edu/tech-summit-home/>



Other Business Opportunities |

- Furniture
- Staffing
- Marketing
- Legal Services
- Promotional Items

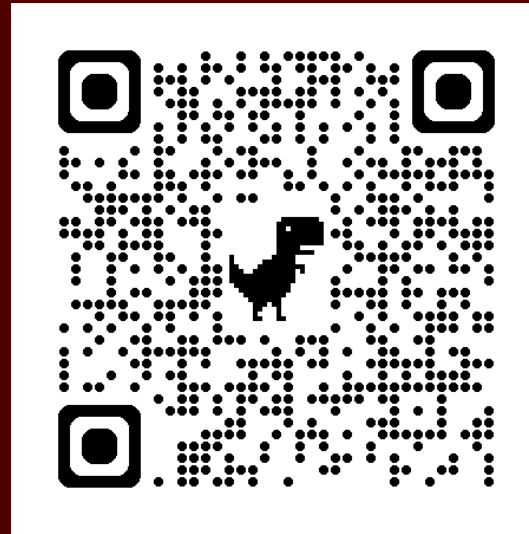


Resources

- | HUB Certification Portal Training
- | Vendor Lists
- | Current HUB Goals & Documents

<https://www.tamus.edu/business/hub-procurement/hub-programs-3/>

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Q&A

Email us: SO-HUBProgram@tamus.edu



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