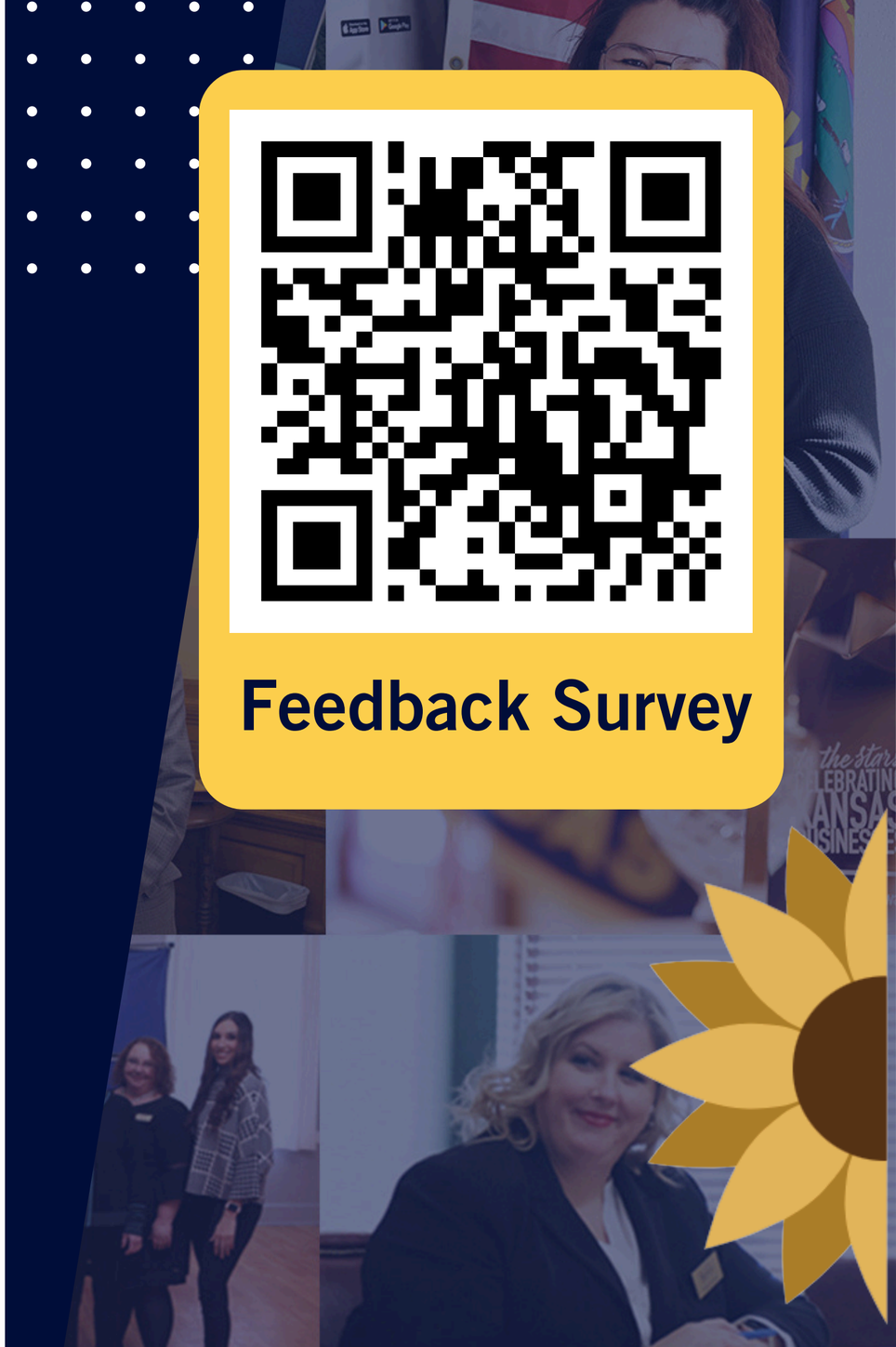
NETWORKING BREAK

2024

KANSAS AGENCY BUSINESS SUMMIT

NASPO™
National Association of
State Procurement Officials



Feedback Survey

GENERAL SESSION

Agency Business Innovation & Strategy

Office of Minority and Women Business Development

- Certification
- Directory Registration
- Business Education Workshops
- Financing
- **Business Referrals**
- **Contracting Opportunities**
- Start-up Support
- Capacity Building
- Awards and Recognition
- Grant Opportunities



The Entrepreneurial Mindset in State Agency



- Problem-Solving with a Customer-Centric Focus
- Empower Teams to Be Autonomous
- Embrace Technology and Digital Transformation
- Foster a Culture of Continuous Learning and Adaptation
- Partnerships and Collaboration

Kansas Small Business Landscape

01

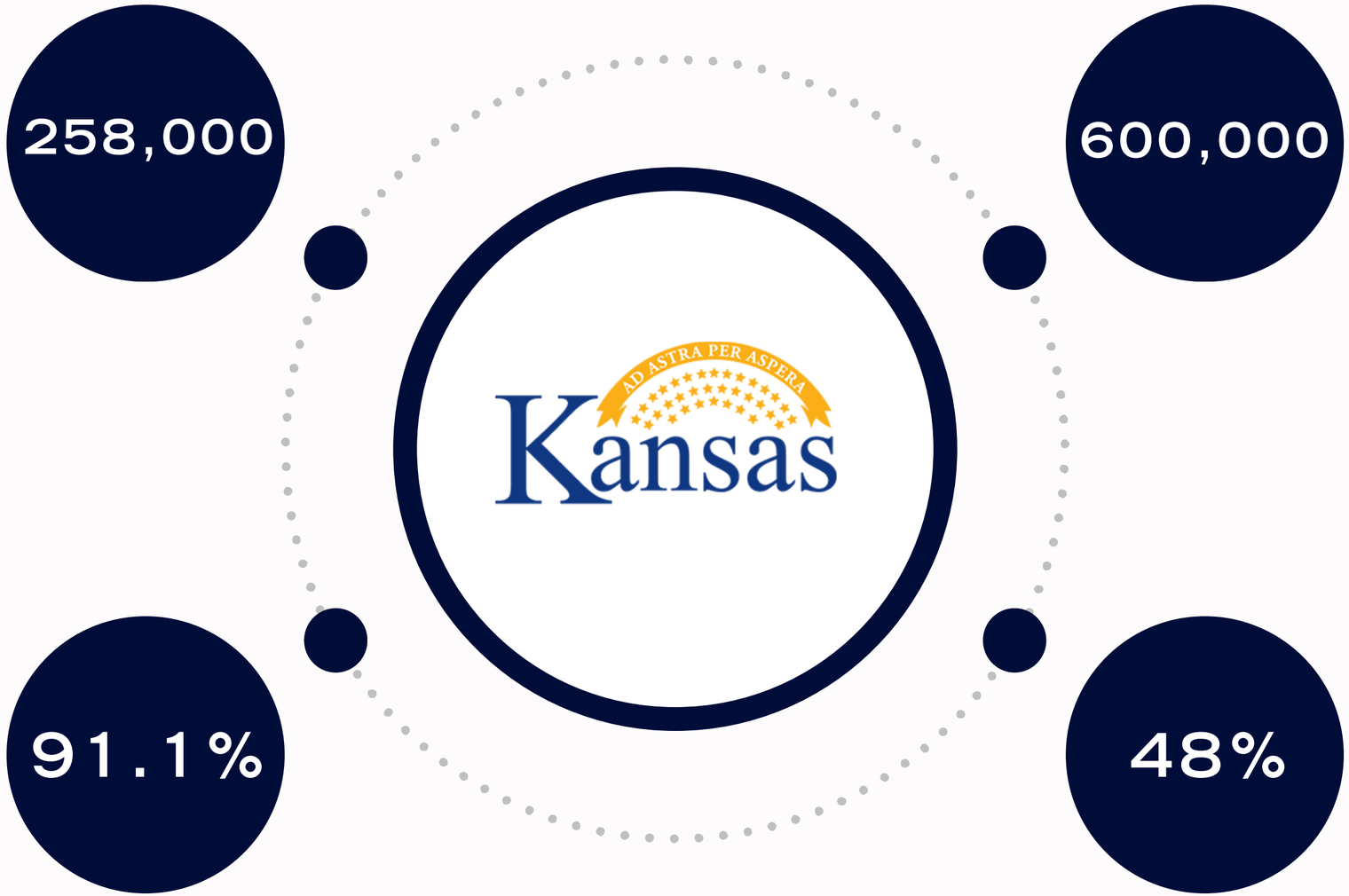
Number of Small Businesses: Over 258,000 small businesses operating in Kansas.

02

Percentage of All Kansas Businesses: Small businesses make up 99.1% of all businesses in the state.

03

Employment Impact: Small businesses employ over 600,000 Kansans, accounting for 48% of the state's workforce.



Certified Diverse Suppliers

4,584

View Suppliers

Minority-owned Businesses

976

Veteran-owned Businesses

539

Women-owned Businesses

1,453

Disabled-owned Businesses

259

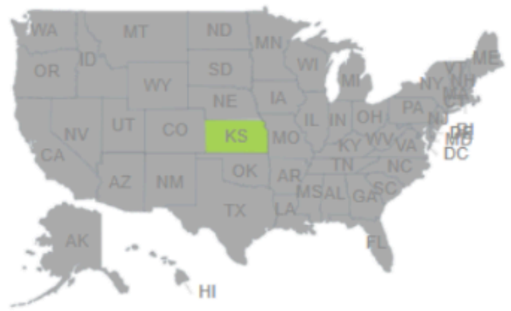
LGBT-owned Businesses

9

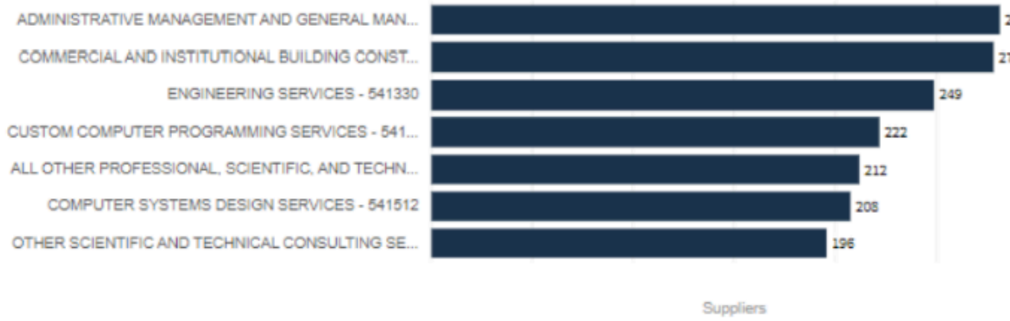
Small Businesses

3,909

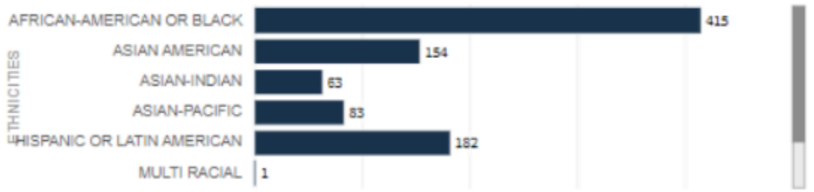
Suppliers by State



Industry Categories



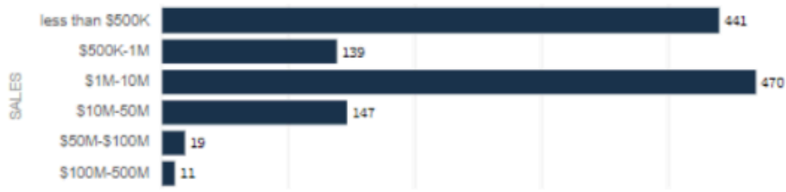
Ethnicity

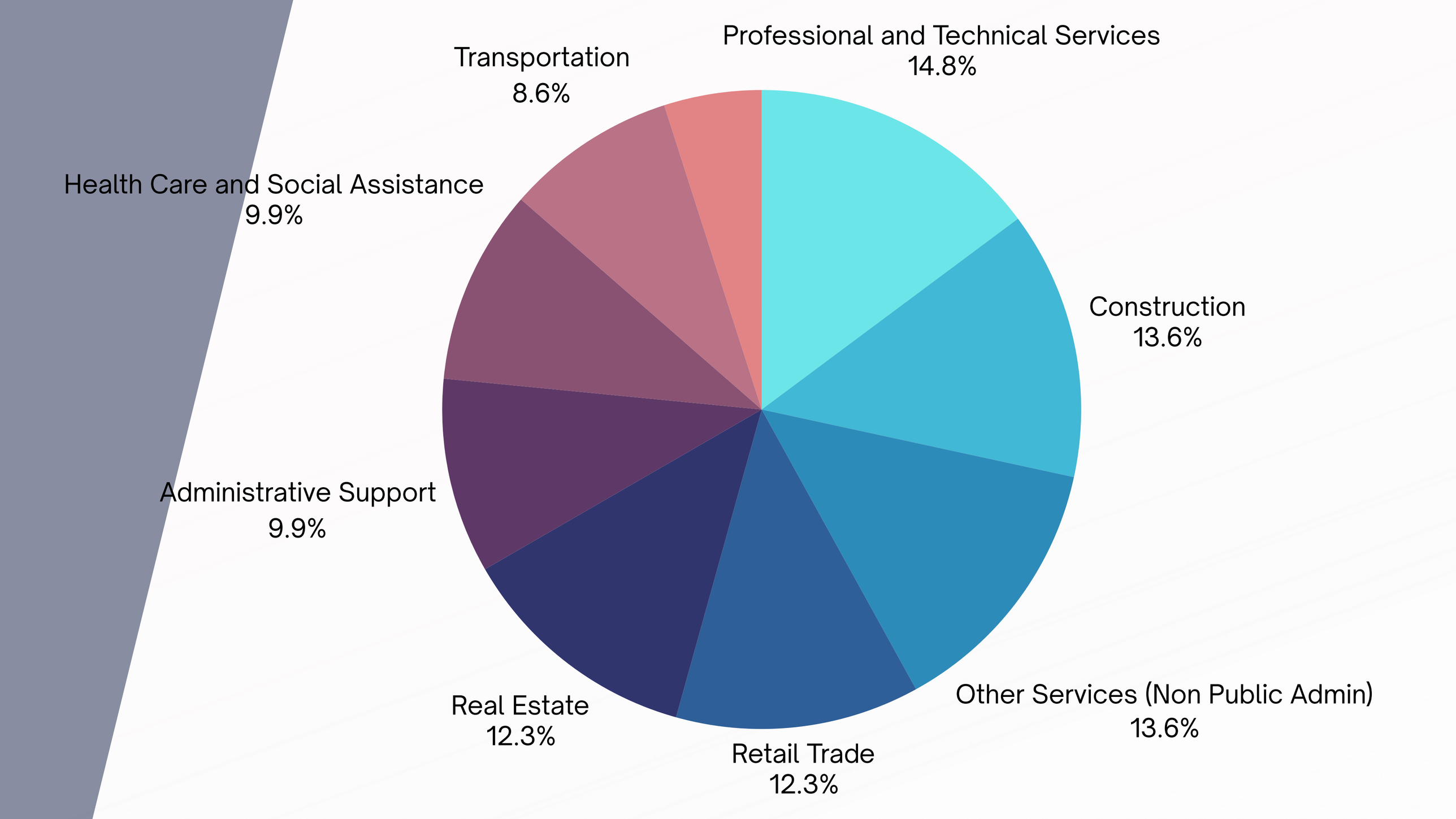


Employees



Revenues




Professional and Technical Services
14.8%
Transportation
8.6%
Health Care and Social Assistance
9.9%
Construction
13.6%
Administrative Support
9.9%
Real Estate
12.3%
Other Services (Non Public Admin)
13.6%
Retail Trade
12.3%

The Multiplier Effect Explained

The multiplier effect is an economic principle that shows how every dollar spent can have a ripple effect, benefiting the broader state economy. When we invest in local businesses, the impact goes beyond the initial transaction—new jobs are created, incomes rise, and communities thrive.

Imagine the powerful economic impact we could have if every Kansas agency prioritized buying local and supporting our state's economy.

How much did your agency spend in the last fiscal year?



Benefits of Buying Local

Economic & Community Impact

Stronger Local Economy

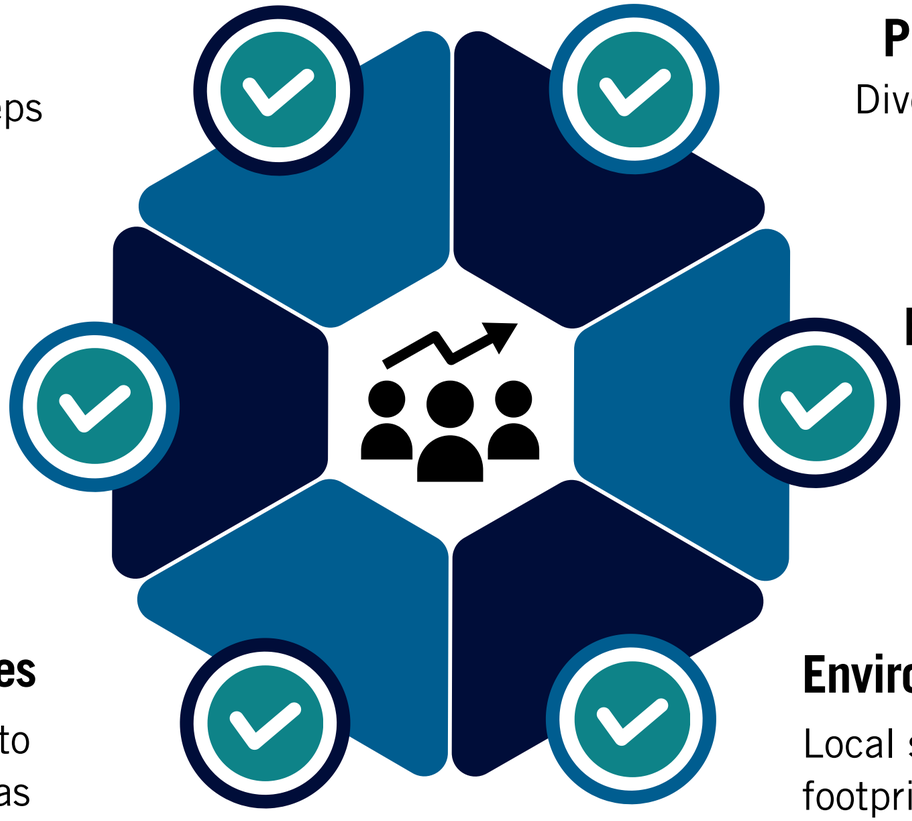
Buying from local small businesses keeps dollars circulating longer in the community.

Job Creation and Economic Growth

Local businesses are crucial drivers of new job opportunities and economic development.

Support for Local Communities

Small businesses contribute directly to community well-being, reinvesting in the areas where they operate.



Business and Environmental Benefits

Promotion of Innovation and Diversity

Diverse suppliers bring unique perspectives and experiences, which can lead to innovative solutions and creative ideas.

Enhanced Competition & Lower Prices

A larger pool of local suppliers promotes healthy competition and helps drive prices down.

Environmental Sustainability

Local sourcing reduces the environmental footprint by cutting down on transportation and packaging.

Expanding Opportunities for Small and Diverse Bidders



Actively Seek Opportunities

Proactively seek out opportunities to work with small and diverse suppliers.

Broadly Advertise Projects - Make them Accessible!

Publish on Department Platforms. Advertise through stakeholders

Use Tools and Supplier Lists

The Office of Small Business Development and Entrepreneurship offers resources and workshops to help small businesses connect with government procurement opportunities.

Conduct Community Outreach

Include information on your agency's website on how small and diverse businesses can engage with you for both large and small purchases.

Understand Certifications

The Office of Minority and Women Owned Business Development can assist with supplier certifications, making it easier for agencies to find qualified businesses.

Kansas Department of Commerce — Minority and Women Business Directory Search

The information within the directory is not a guarantee of the certified company's capacity and ability to perform work.

Company:

City: All Cities

Ethnicity:
- Black
- Hispanic
- Asian Pacific Islander
- Subcontinent Asian
- Native American

NAICS Code:

NAICS Code Reference List

County: County

State: State

Certification:
- Woman Business Enterprise (WBE)
- Minority Business Enterprise (MBE)
- Disadvantaged Business Enterprise (DBE)
- Airport Concession Disadvantaged Business Enterprise (ACDBE)

Keyword: product, service or NAICS description

Search | Reset Values | Export to Excel

Name	Address	P.O. Box	City	State	Zip	Email	Phone	MBE	WBE	DBE	ACDBE	Company Details
3 Fuerzas Technology S...	6750 W. 93rd Street, Ste...		Overland Park	KS	66212	dlhubbard@edzsyst...	(913) 291-2921	Certified	Certified	N/A	N/A	View
365 Days 365 Chances ...	2917 Nelsons Landing		Manhattan	KS	66502	tsjones@365counsel...	(785) 384-8714	Certified	Certified	Certified	N/A	View
64 Squares	14221 Fontana St		Overland Park	KS	66224	chirag.hathiari@64-s...	347-249-1297	Certified	N/A	Certified	N/A	View

Company Details

Name	3 Fuerzas Technology Solutions	Primary Contact	Elizabeth DeZeeuw
Address	6750 W. 93rd Street, Ste. 140	Primary Contact Title	President & CEO
City	Overland Park	Phone	(913) 291-2921
State	KS	Fax	(800) 899-9150
Zip	66212	Email	dlhubbard@edzsystems.com
County	Johnson	Website	http://www.edzsystems.com
P.O. Box		Certifications	MBE, WBE
Ethnicity	Hispanic		

NAICS Code	NAICS Title	Working Business Activity
511210	Software Publishers	
518210	Computing Infrastructure Providers, Data Processing, Web Host...	
541511	Custom Computer Programming Services	
541512	Computer Systems Design Services	
541611	Administrative Management and General Management Consult	

Additional NAICS	518210

Sourcing Support

KANSAS DEPARTMENT OF COMMERCE DIRECTORY

SBA DYNAMIC SMALL BUSINESS SEARCH

WICHITA EBE DIRECTORY

DODGE CITY BUSINESS DIRECTORY SEARCH

FUELING KANSAS GROWTH, ONE SMALL BUSINESS AT A TIME!

THANK YOU!

2024

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