



The University of
Texas System

~~Cancer~~
UT MD Anderson

UTHealth Houston

Market Connect

Expanding Access To Public Contracting
Opportunities



Event Participant:



U.S. Small Business
Administration

*SBA's participation or support is not an
endorsement of any product, service, or entity*

Market Connect

Expanding Access To Public Contracting Opportunities

TUESDAY, AUGUST 4TH, 2026

8 A.M. TO 12 P.M. CDT

8:00 AM - 8:45 A.M.	Registration & Networking
8:45 A.M. - 8:55 A.M.	Welcome & Introductions - Hopeton Hay, Executive Director, Office of HUB Programs, The University of Texas System Administration
9 A.M. - 9:15 A.M.	UT System Administration - David Beaver, Chief Supply Chain Officer, The University of Texas System Administration
9:20 A.M. - 9:35 A.M.	UT Health Houston - Stephanie Burton-Mangham, HUB and Small Business Manager, University of Texas Health Science Center Houston
9:40 A.M. - 9:55 A.M.	UT MD Anderson - Gabriela Zambrano, Director and Small Business Liaison Officer, HUB and Federal Small Business Program, UT MD Anderson
10 A.M. - 10:15 A.M.	UT Medical Branch - Michael Maskevich, Senior Team Lead – Capital Construction Contracts, Interim Agency Coordinator (VetHUB Program), University of Texas Medical Branch
10:20 A.M. - 10:35 A.M.	SBA - Houston District Office - Ida Benson, Business Opportunity Specialist, U.S. Small Business Administration Houston District Office
10:45 A.M. - 12 P.M.	Exhibitor Networking

The **UT System Office of HUB Programs** promotes full and equal business opportunities for all businesses. The Office is committed to increasing participation by service-disabled veteran-owned businesses in state purchasing and contracts.



Hopeton Hay
Executive Director



Stephanie Park
Associate Director



Cynthia Booker
Senior HUB Coordinator



Kyle Hayes
HUB Coordinator

Meet With The UT System Office of HUB Programs

Scan the QR code or go to
www.utsystem.edu/offices/historically-underutilized-business/vendor-information-form and fill out our Vendor Information Form to schedule a one-on-one virtual meeting with our HUB team.





**The University of
Texas System**

The University of Texas System

David Beaver

Chief Supply Chain Officer, Strategic Sourcing

About the University of Texas System



14 academic and health institutions across the state



One of the nation's largest public university systems of higher education



UT institutions are powerful drivers of economic and social mobility in Texas



One of the largest employers in the state



Total research spending across the 14 UT institutions exceeds \$4.8 billion

Procurement Information

Each UT Institution has its own procurement team and solicitation process.

- **The following websites and softwares are used to communicate opportunities:**
 - **ESBD (Electronic State Business Daily), Euna Solutions (Bonfire), BidNet, and Jaggaer.**
- **A list of Institutional bid portal links can be found here:**

[Goods & Services Bid Opportunity Links by Institution](#)

[Construction Bid Opportunity Links by Institution](#)

All University of Texas institutions follow procurement rules as mandated by the State of Texas and the Board of Regents of the University of Texas System.

Procurement Information

UT System - Procurement Guidelines*:

Less than
\$15,000

- Small purchase orders
- Purchasing handled by department
- Encourage multiple quotes be attained, but may be issued without competitive bids
- Technology purchases require IT purchasing approval/reviews

\$15,000-
\$49,999

- Informal bid process/attain 3 quotes
- Use a Certified GPO (Alliance/Vizient) or attain 3 quotes from Others

\$50,000 - \$1M

- Formal Bid RFP/ITB
- Solicitation managed by the Contracts and Procurement team
- Over \$100K, Subcontracting Plan Required

*Guidelines are currently being revisited for threshold updates

What you should know...

The University of Texas System Administration (UT System) is different than the other UT Institutions. We are *not* an institution of higher education, we are an *administrative entity* that interacts daily with the institutions, providing value added services and support (legal counsel, government relations, strategic communication).

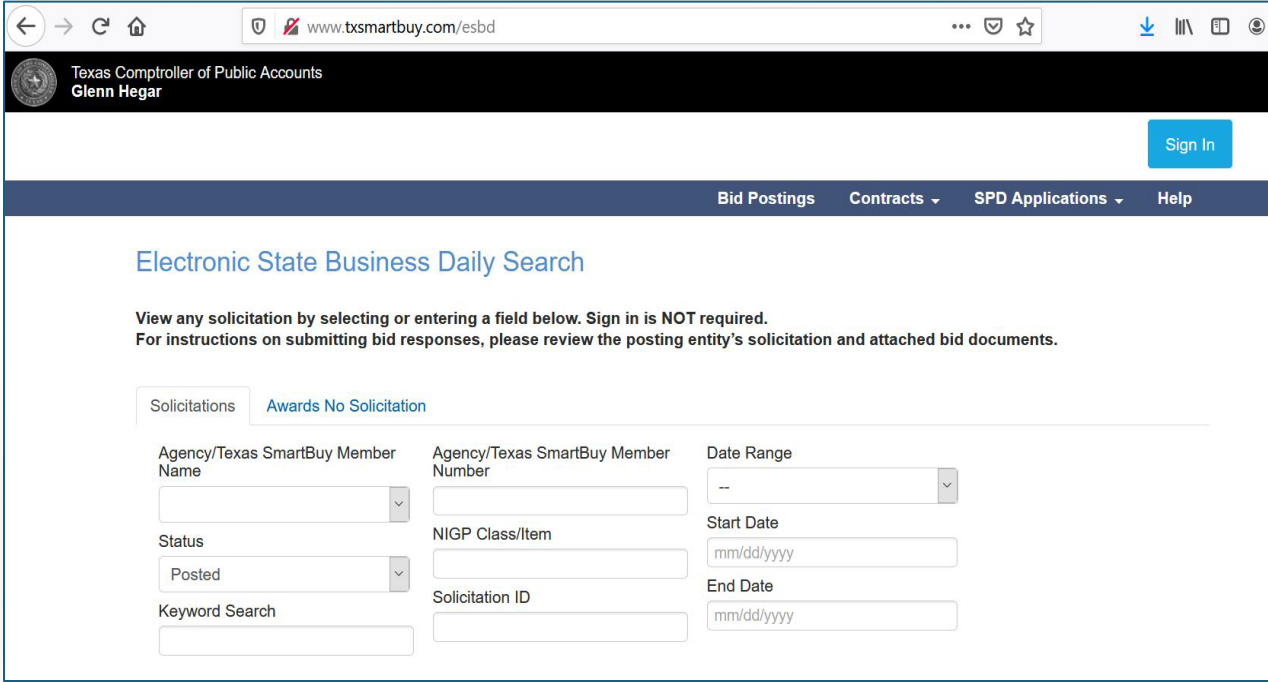


UT System is organized within seven executive offices, each charged with overseeing specific policies and operations while supporting the Board of Regents and the Chancellor.

There are over 32 departments that make up UT System representing all functional areas (accounting, marketing, legal, risk, audit, facilities) including University Lands and the Education and Research Center at Laredo.

What you should know...

- **Euna Solution (Bonfire) Strategic Sourcing Software** is the solution UT System uses to post all UT System formal solicitations, including RFQs, ITBs and RFPs.
- All current UT System opportunities are found here:
<https://utsystem.bonfirehub.com/portal/?tab=openOpportunities>
- UT System Opportunities are also posted on the Electronic State Business Daily (ESBD)



Texas Comptroller of Public Accounts
Glenn Hegar

Sign In

Bid Postings Contracts SPD Applications Help

Electronic State Business Daily Search

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

Agency/Texas SmartBuy Member Name
Agency/Texas SmartBuy Member Number
Date Range
Start Date
End Date
Status
NIGP Class/Item
Solicitation ID
Keyword Search



Euna Solution (Bonfire)

UT System Opportunities

(next 1-6 months)

	Service/Product	New or Renewal
1	Disability Plan	Renewal
2	Vision Plan	Renewal
3	Donor Software	Renewal
4	Medicaid Supporting Services	New
5	Well-Being & Health Solutions Software	Renewal
6	Audit Management Software	Renewal
7	Banking Services	Renewal
8	Event and Hotel Space (Austin)	New
9	Hazardous Waste Management Services	Renewal



Doing Business with UTHealth - Houston

Stephanie Burton-Mangham

HUB and Small Business Program Manager



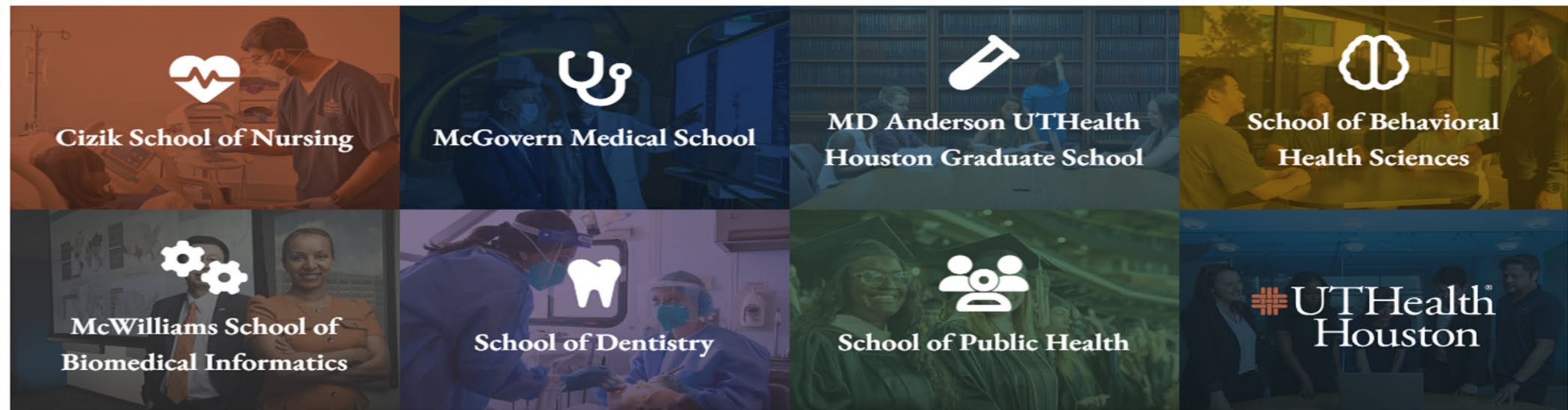
FAST FACTS

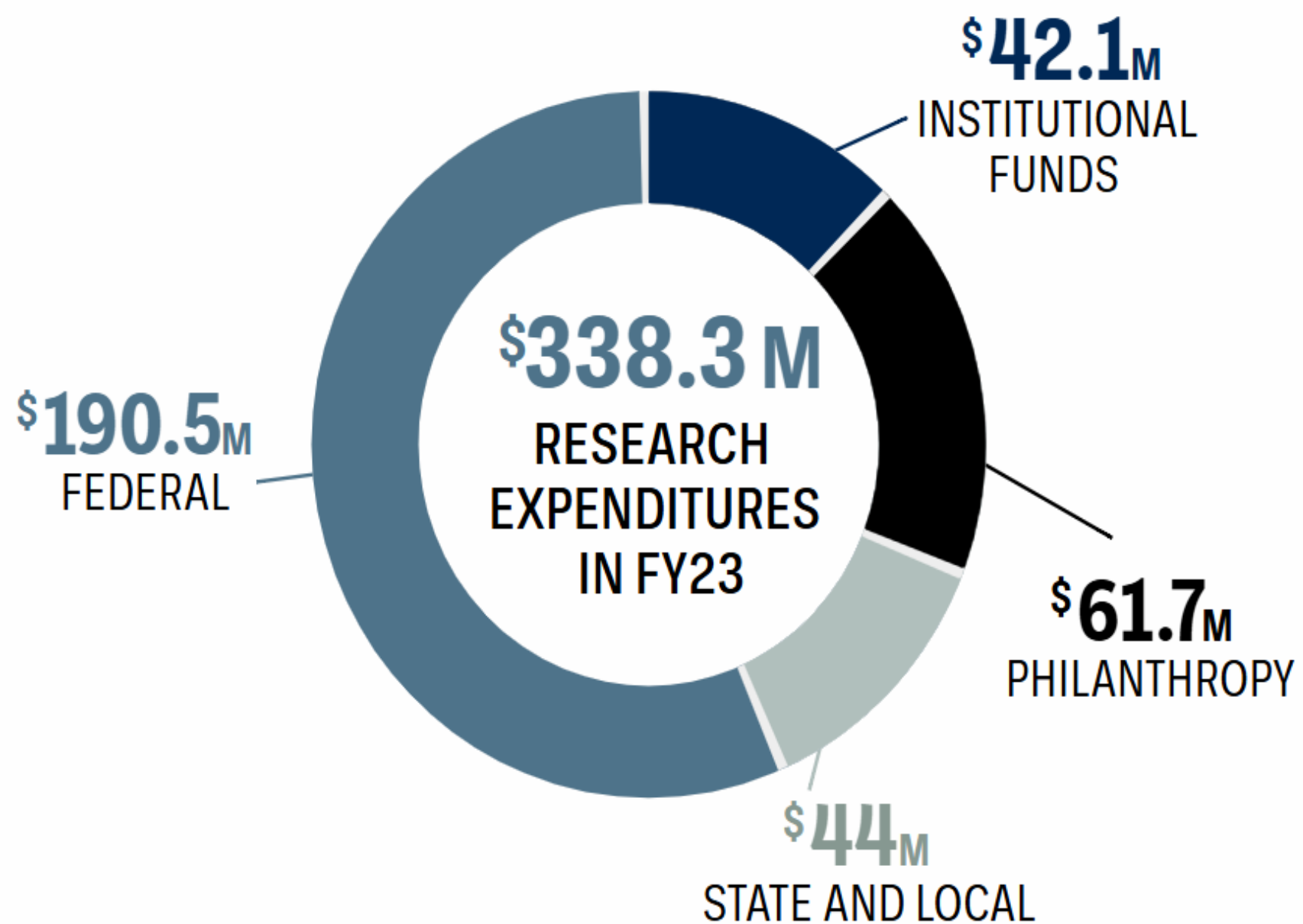
ABOUT UTHealth HOUSTON

SEVEN SCHOOLS | ONE MISSION

President – UTHealth Houston
Melina R. Kibbe, MD
Alkek-Williams Distinguished Chair

UTHealth Houston Schools





RESEARCH

Our researchers pursue discoveries to improve the dual pillars of health and well-being while addressing our nation's most pressing public health crises. UTHealth Houston ranks in the top five universities in Texas in terms of total NIH funding, with \$184.9 million awarded.



\$184.9M
In NIH Awards



In NIH Funding
Among Texas Universities

Supply Chain Management

VISION

Supply Chain Management will advance the strategic objectives of UTHealth by delivering excellence and resilience in procurement services through our four cornerstones of success: Customer Service, Collaboration, Compliance, and Consistency.

MISSION STATEMENT



Customer Service: Maximize efficiencies and problem solving in the processing of procure to pay transactions, and employee reimbursements and travel. Implement enabling technologies and service level metrics to achieve quick resolution and reduce processing times.



Collaboration: Ensure the appropriate stewardship of public funds, by partnering with our internal customers and external suppliers to drive "best value" and HUB participation across all areas of spend. This includes good communication and mutual respect in all of our interactions.



Compliance: Engage our customers with ethical procurement practices and auditable procedures that are compliant to Federal, State, UT System, and UTHealth regulatory requirements.



Consistency: Deliver departmental effectiveness and reliability through consistent communication, development of procurement skills and expertise, and comprehensive implementation of "best practice" processes.

Purchasing Thresholds

Estimated Spend	Procurement Activity
<\$15,000	No competitive procurement required.
\$15,000 to \$50,000	Informal quotes via email from three or more potential vendors are required (End users may secure these quotes directly). Two (2) HUB quotes (if available) are required. Also, GPO, State Contract, Local Contract or Exclusive Acquisition Justification (EAJ) may be used.
>\$50,000	Formal RFP/ITB procurement directly or via another state agency or a GPO. The Institution's purchasing office, not departmental staff, must take lead responsibility for conducting or overseeing the procurement, unless the procurement is led by the UT System Supply Chain Alliance. Local Contract or Exclusive Acquisition Justification (EAJ) may be used.

NOTE: A large purchase may not be divided into small lot purchases to meet the contract value thresholds prescribed by this Section.

Purchasing Process

- PCard purchases (<\$5,000) two types of procurement card, BuyCard and Virtual Card
- Buycard instore swipe, virtual is online.
- Buycard only used when you're not using PO
- No competitive procurement required (<\$15,000)
- Informal quote process (\$15,000 to 50,000) (2) VetHUB quotes (if available)
- Formal procurement (ITB, RFP, RFQ) (>50,000)
- Contracts and renewals processes

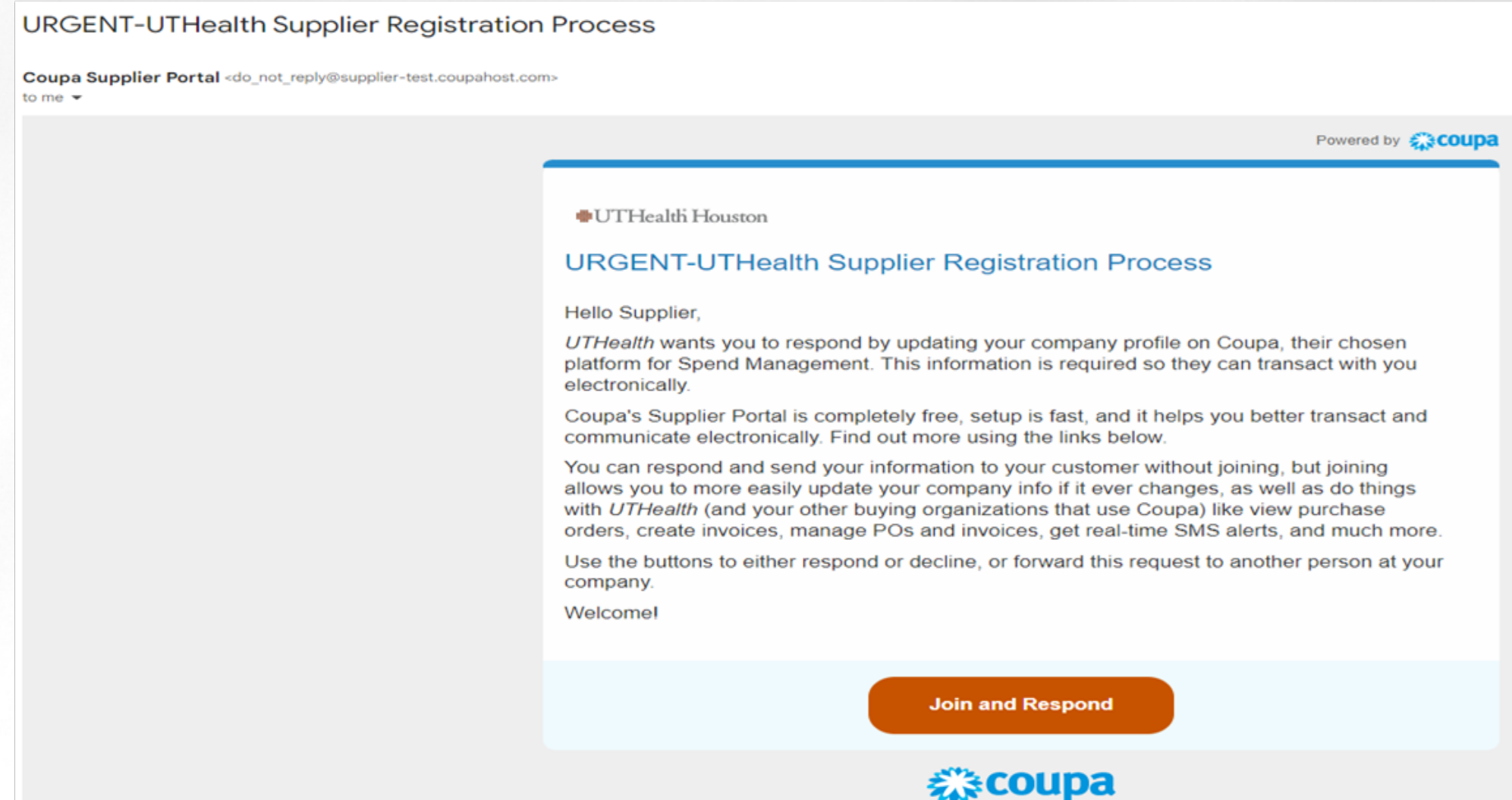
NOTE: A large purchase may not be divided into small lot purchases to meet the contract value thresholds prescribed by this Section.

Vendor Registration & Onboarding

UTH Supplier Onboarding Process:

UTH utilized Coupa's Supplier Portal (CSP) to onboard and manage supplier information.

1. All supplier requests are reviewed by the UTH Supplier Management team.
2. If approved, an email invitation to the Coupa Supplier Portal will be sent to the email that was provided to UTHHealth. Below is an example of the invitation email.



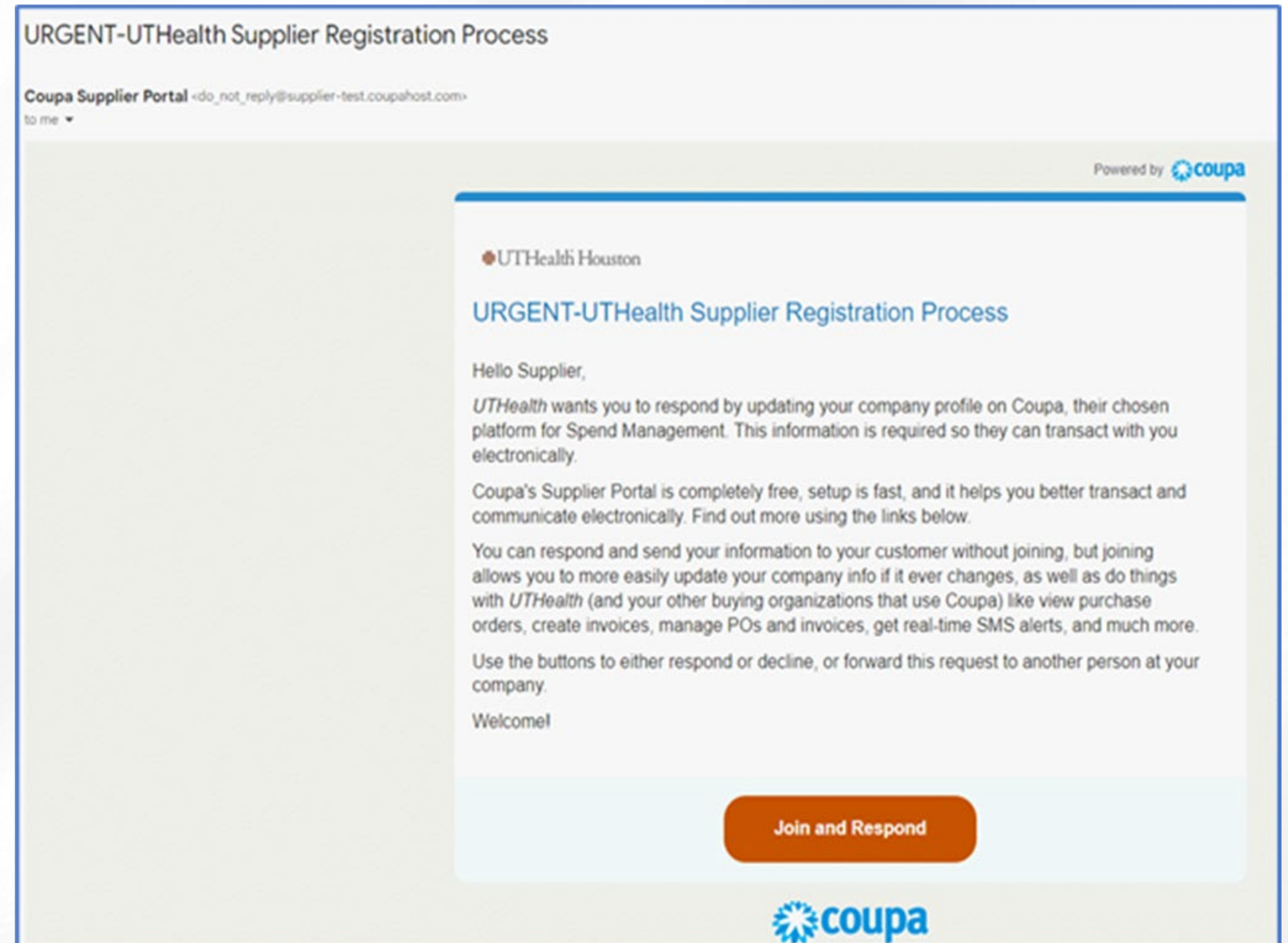
3. When you click on the "Join and Respond" button, your web browser will open to the Coupa Supplier Portal (suppliers.coupa.com).

Once the CSP profile is completed, the UTH Supplier Management Team is notified, and the team will review the information that is provided and complete the setup within Coupa to allow users to order from you.

- a. In the event that there is missing or incorrect information, the UTH Supplier Management Team will submit a request for you to address.

Vendor Registration & Onboarding

- Click on the “Join and Respond” button in the email invitation from UTH.
- Your company name and contact information should already be populated.
- Select your role within in your company
- Create a password for your login to the Coupa Supplier Portal
- Click the “Activate My Account” button



How to Locate Bid Opportunities and Respond to Solicitation

How does UHealth post a bid?

- ❖ UHealth is required to post all formal solicitations on the Procurement Services web site, <https://www.uth.edu/buy/bid-list.htm>.
- ❖ Sourcing Events are conducted via an electronic bid process. Coupa eSourcing is used to facilitate the entire Sourcing process from bid creation to evaluation and award.
- ❖ The posting within Coupa includes the bid document, scope of work, drawings, specs, sample agreement, Subcontracting Plan, etc.
- ❖ An email notification is also sent to potential proposers advising of the bid opportunity.
- ❖ All communication goes through the Buyer (or through HUB Manager for HUB questions).

How to Submit a Formal Bid

Supply Chain Management

Supply Chain Management

Past RFP Postings

UTHealth Terms and Conditions

Bid Opportunities

Supplier Information

HUB Program Overview

Purchase and Contract Transparency Report

Contract Management Handbook

Procuring Accessible IT

About Us

Bid Opportunities

Click on the  symbol in the first column to see more details and attachments.

UT Health Houston's Sourcing Events are conducted via an electronic bid process. Coupa eSourcing is used to facilitate the entire Sourcing process from bid creation to evaluation and award. If your company is interested in participating in a bid opportunity, contact the responsible Buyer via email of your intention to participate in the bid. The Buyer will add you to the sourcing event in the Coupa Portal. Once added to the event, you will receive an email from UTHealth with the event details and an invitation to participate in the sourcing event. In the invitation email, select "I Intend to Participate" or "View Event". This will open the Event Page where you must review and accept the Terms and Conditions and click "Send to Event Owner". The Sourcing Event Information document is located under Buyer Attachments on the Event Info tab. In order to view additional bid attachments, select "Enter Response".

Click [here](#) for eSourcing training instructions to assist in participating in Sourcing Events through Coupa. The [Coupa Supplier Response Submittal video](#) will provide guidance on how to submit your proposal in Coupa.

NOTE: All times are Central Standard Time (CST)

Showing 1 to 1 of 1 entries

Show 25 entries

Search:

Buyer	Buyer E-mail	Description	Bid Due Date	HUB Due Date
 Ismael Rodriguez	Ismael.Rodriguez@uth.tmc.edu	MSB Basement Crematory Rebuild_Rev1	05/31/2023 2PM	05/31/2023 2PM

UPCOMING OPPORTUNITIES

- Potential/Upcoming Sourcing Projects
- Upgrade Electrical Work
- Linen Services
- Fire Safety
- IMM Roof Replacement & Skylight Repairs
- IT - SOD Curriculum Subscription Services
- UTH Campus Wide Marketing Campaign
- Cizik SON Boiler Replacement
- UTHealth Harris County Psychiatric Center - Conversion of Finance Offices to Patient Unit
- Ortho Durable Medical Equipment
- Natural Gas ITB
- University Collection Services
- BST Building Electrical Upgrade
- BST Building Mechanical and Plumbing Upgrade
- BST Fire Sprinkler Deficiency Repairs
- RAS Bldg Exterior Envelope Repairs
- UCT Floors 26, 25, and 20 AHU Replacement
- UTHealth Bellaire Station MEP Upgrade
- Third Party Event Planning and Conference Management Services
- HCPC 3rd Floor Patient Unit Add



How to do Business with The University of Texas MD Anderson Cancer Center

OUR MISSION

Eliminate cancer in Texas, the nation and the world through outstanding programs that integrate **patient care, research and prevention**, and through **education** for undergraduate and graduate students, trainees, professionals, employees and the public.





OUR VISION

We shall be the **premier cancer center in the world**, based on the excellence of our people, our research-driven patient care and our science.

We are Making Cancer History®.

Our Core Values

Caring

Integrity

Discovery

Safety

Stewardship

National Recognition

UT MD Anderson is ranked

#1

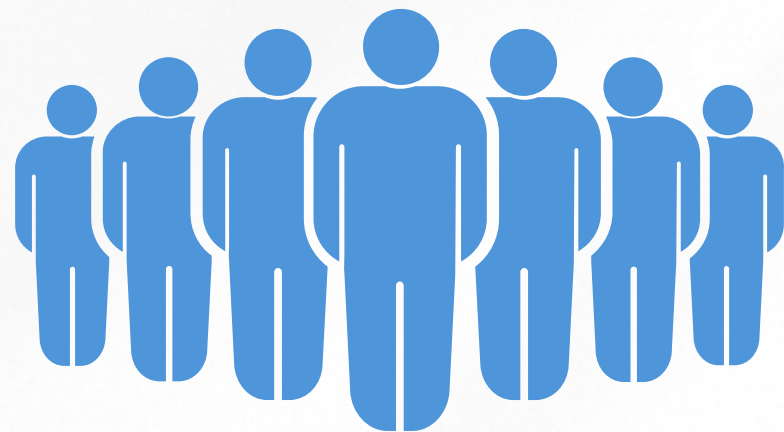
in the nation for cancer care by
U.S. News & World Report



Six consecutive Magnet® designations, the highest distinction for nursing excellence granted by the American Nurses Credentialing Center

Patient Care | FY25

At UT MD Anderson,
everything we do revolves
around our patients.



197,047
PATIENTS



1.75M
outpatient
visits



803
inpatient
beds



8.3M
pathology/laboratory
medicine procedures



850K
diagnostic imaging
procedures



22K
surgeries



\$415M
in uncompensated
care provided to
cancer patients

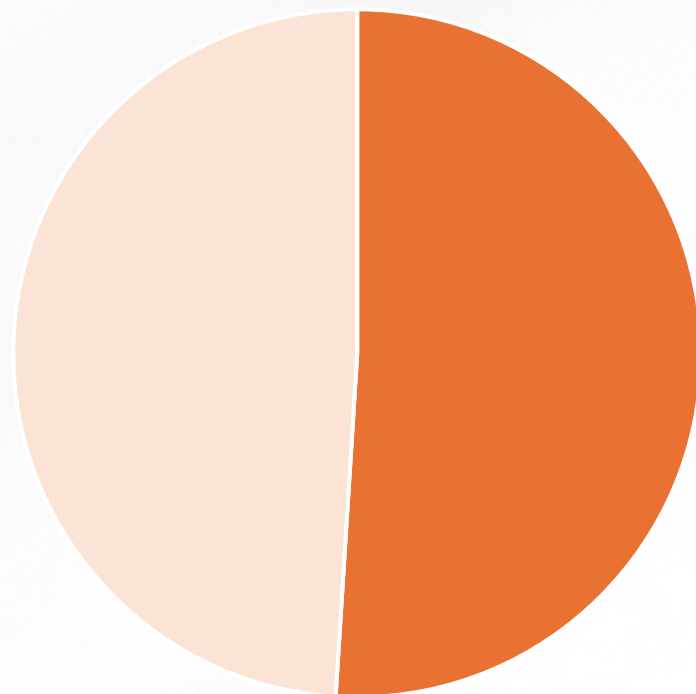


HUB Program

The program

- Established to identify Historically Underutilized Businesses (HUBs)
- Encourage them to participate in the competitive bid process with the objective of increasing the number of contracts awarded to VetHUB vendors.

- Certification requirements



At least 51% owned, operated and controlled by Service-Disabled Veteran.

Meet Small Business Administration **(SBA) size standards.**



Owner must be a **Texas resident** and the principle place of business **must reside within the State of Texas.**

Top procurement categories

**Pharmaceutical
drugs**

**Capital
construction**

**Medical/surgical
equipment and
supplies**

**Research
equipment and
supplies**

**IT equipment
and services**

**Business and
administrative
products and
services**

**Purchased
services**

Understanding MD Anderson “Best Value” Procurement

The institution may acquire goods or services by the method that provides the best value to the institution, including:

- competitive bidding;
- competitive sealed proposals;
- catalogue purchase;
- a group purchasing program; or
- an open market contract.

In determining what is the best value to the institution, the institution shall consider:

- the purchase price;
- the reputation of the vendor and of the vendor's goods or services;
- the quality of the vendor's goods or services;
- the extent to which the goods or services meet the institution's needs;
- the vendor's past relationship with the institution;
- the impact on the ability of the institution to comply with laws and rules relating to historically underutilized businesses;
- the total long-term cost to the institution of acquiring the vendor's goods or services; and
- any other relevant factor that a private business entity would consider in selecting a vendor.

Get registered

By registering, the supplier communicates their core products and capabilities.

FYI

Informal Bids (\$50,000 - \$250,000)

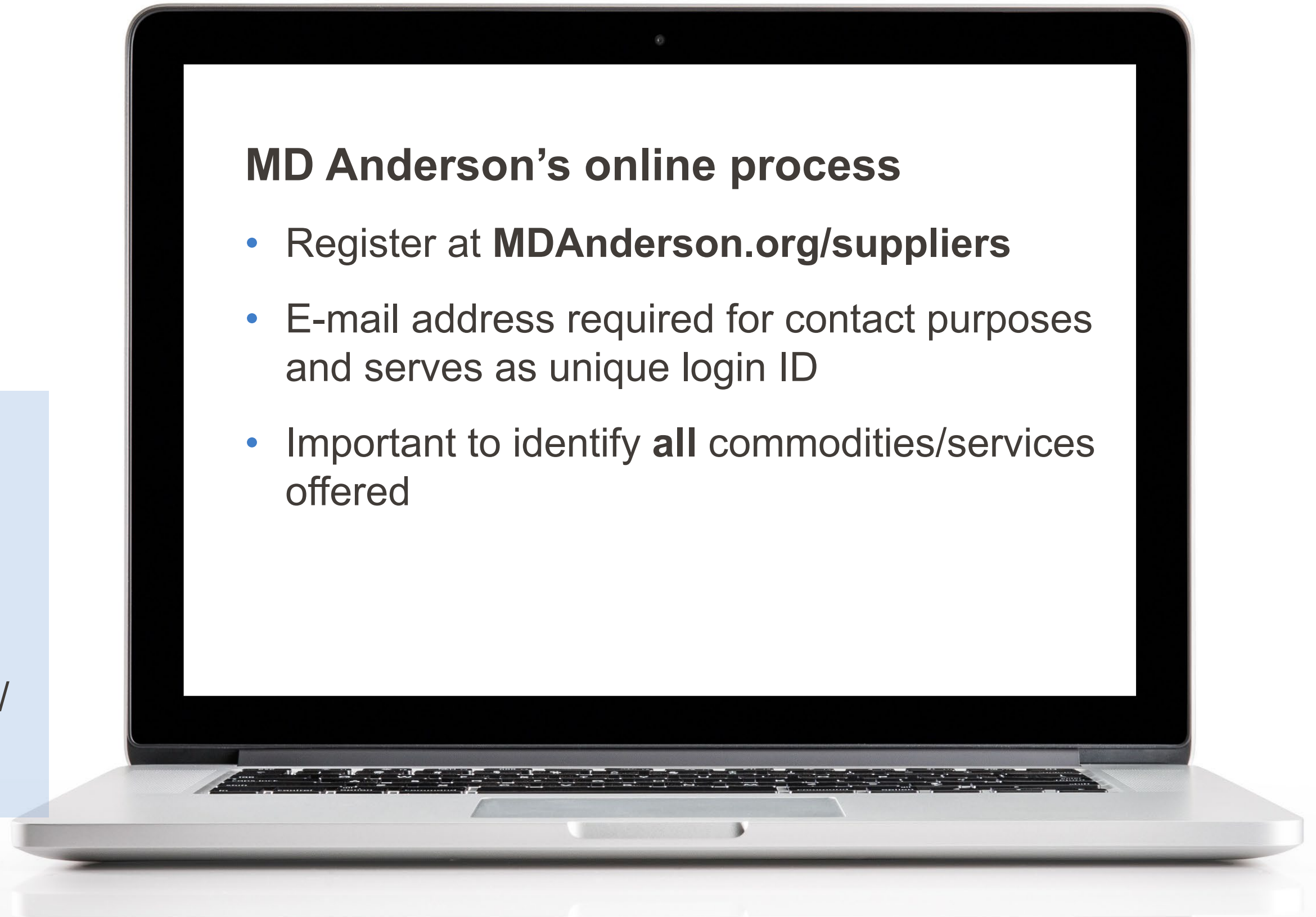
Buyers search the supplier portal

Formal Bids (>\$250,000)

Suppliers are matched by commodity/service for sourcing events

MD Anderson's online process

- Register at **MDAnderson.org/suppliers**
- E-mail address required for contact purposes and serves as unique login ID
- Important to identify **all** commodities/services offered



MDAnderson.org/bids

Current Bids | UT MD Anderson

https://www4.mdanderson.org/procurement/bids/

MyChartREQUEST AN APPOINTMENTDONATE TODAY

Cancer
UT MD Anderson

CLINICAL TRIALS | LOCATIONS | CAREERS | CONTACT US | OUR DOCTORS | LANGUAGES

Search

PATIENTS & FAMILYPREVENTION & SCREENINGDONORS & VOLUNTEERSFOR PHYSICIANSRESEARCHEDUCATION & TRAINING

Current Bids

List of Current Bids/Proposals

Read our letter regarding [MD Anderson's official agreement authorization policy](#) (PDF File Format)

Online Bids/Proposals

To view opportunities available for online eSourcing events, please visit our public bids page.

[View Online Public Bids](#)

Offline Bids/Proposals

The following is a list of MD Anderson's current Offline Bids/Proposals.

There are no current bids / proposals available.

Chat with us.

Business Opportunities

Open for Bid Upcoming Closed Awarded All

Keyword

Search by event title, number, contact, short description, or commodity code description

Clear

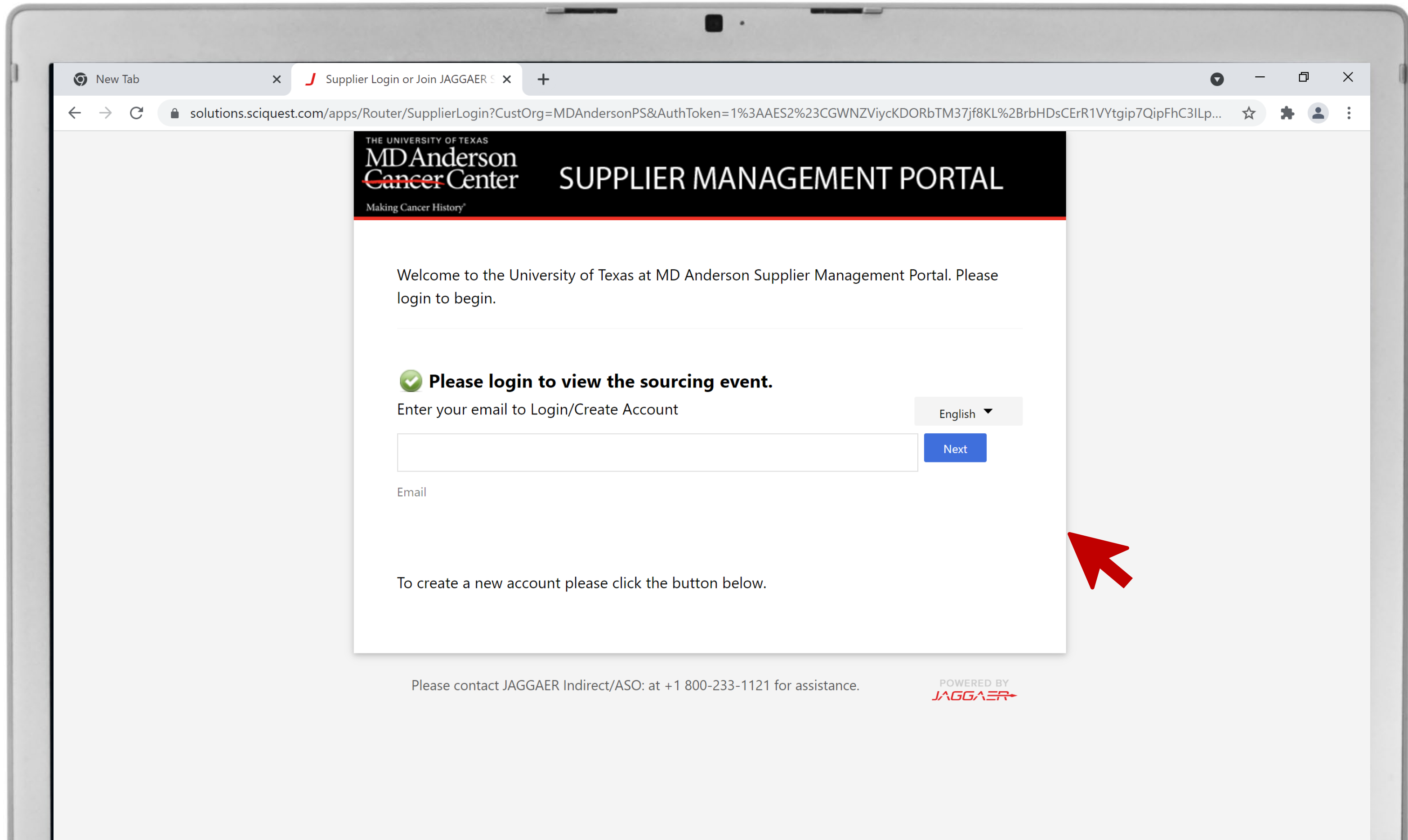
Search

Sort by Close date descending ▼

Status

Details

Open	HVAC Repair and Maintenance Successful contractor to provide HVAC Services at defined MD Anderson locations per Rider 101 Scope of Work. Open 7/16/2026 8:01 AM CDT Type RFP Close 8/14/2026 4:00 PM CDT Number FAC-01710-RFP Contact Eric Lee EFLee@mdanderson.org Details  View as PDF	Respond Now
Open	Eyewash Program RFP The EHSSEM department is seeking a qualified vendor to provide routine inspection, testing, and minor repair services for emergency eyewash and safety shower assets. Open 7/1/2026 12:01 PM CDT Type RFP Close 7/31/2026 4:00 PM CDT Number FAC-01715-RFP Contact Candice Wooley CWooley@mdanderson.org Details  View as PDF	Respond Now



Group and cooperative purchasing organizations

UT System Supply Chain Alliance: The UT System's in-house group purchasing organization (GPO), the Alliance executes and manages valuable, multi-institutional master supply agreements. **The Alliance leverages the collective size and strength of UT System institutions in order to facilitate group purchases with better pricing and services levels than any institution could achieve on its own.**

Accredited GPOs:

Vizient, Inc.

**Texas Department of
Information Resources (DIR)**

Tips for success and progress

- ✓ Review MD Anderson website frequently for bid opportunities
- ✓ Respond to posted bid opportunities
- ✓ Attend pre-submittal conferences
- ✓ Maintain your company website with current contact information and business description
- ✓ Maintain current certifications
- ✓ Network, network and continue to network
- ✓ Request a complimentary draft review of the Subcontracting Plan.

FREE



**THE UNIVERSITY OF TEXAS MD ANDERSON
CANCER CENTER PROJECTS**

**AUGUST 14
8 AM - 12 PM**

REGISTER



- Connecting trade contractors with new opportunities
- 1-on-1 Matchmaking Sessions
- Learn about Flintco
- Get details on Flintco's UT MD Anderson Projects

Cancer
UT MD Anderson

B2G
VICTORY



PANCAKES WITHTM **PRIMES**

**THE MATCHMAKING EVENT
FOR SUBCONTRACTORS**



**November 10
8 am – 12 pm**

How to do business with UT MD Anderson

- Invitation to register with MD Anderson: **MDAnderson.org/Suppliers**
- For list of bid opportunities: **MDAnderson.org/Bids**
- Certifications we accept:
 - State of Texas VetHUB
 - SBA Federal Small Business Certifications
- State of Texas certification application: **Comptroller.Texas.gov/Purchasing/Vendor/Hub/**
- To obtain Federal certification, go to: **SBA.gov/Contracting**

HUB and Federal Small Business Program



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www.MDAnderson.org/HUB



~~Cancer~~[®]

UT MD Anderson



Michael Maskevich

Senior Team Lead – Contracting
Interim Agency Coordinator (VetHUB)

Mission

To improve health by offering innovative education and training, pursuing cutting-edge research, and providing the highest quality patient care.

Academic Medical Center

Founded in 1891, with Texas' first medical and nursing school, UTMB Health remains dedicated to health sciences education, research, innovation and patient care

Workforce Presence

UTMB has the largest number of physician alumni actively practicing in Texas

Member of The Texas Medical Center

49,600 jobs in Texas are directly or indirectly attributed to UTMB

America's Best-In-State Employers 2024 by Forbes

America's Best Cardiac Hospitals 2024 by Newsweek / Statista

High-Value Practicing Organization evidence-based guidelines that result in the best outcome

UTMB Health: Mission Areas



**CLINICAL
CARE**



EDUCATION



RESEARCH



INNOVATION



Clinical Care

Ambulatory Clinics & Pharmacies

- 28 Primary Care
- 68 Specialty Clinics
- 3 Retail Pharmacies
- Specialty Pharmacy

Full-Service Hospitals / 4 Campuses

- Jennie Sealy Hospital
- John Sealy Hospital
- TDCJ Hospital Galveston
- Clear Lake Hospital
- League City Hospital
- Angleton Danbury Hospital

5 Emergency Rooms / Trauma Centers

- Galveston - Level I; Level IV Neonatal ICU
- Angleton - Level IV; Level I Neonatal
- League City - Level III
- Clear Lake - Level III
(includes Pediatric ER & Level II Neonatal ICU)

Academic

5 Schools

- John Sealy School of Medicine
- School of Nursing
- School of Health Professions
- Graduate School of Biomedical Sciences
- School of Public and Population Health

6 Institutes for Advanced Study

- Vaccine Sciences
- Sealy Institute for Drug Discovery
- Human Infections & Immunity
- Translational Sciences
- Brain Health Institute
- Biohealth / Health Humanities

3,850+ Students

960+ Faculty Members

Aerospace Medicine Residency Program

(1 of 5 in nation)



Research

- **The Galveston National Laboratory:** One of only two BSL4 labs on an academic campus in the nation
- **Sealy Institute for Drug Discovery:** Infectious disease, neuroscience, and other disciplines
- **Moody Brain Health Institute:** Addresses debilitating illnesses, including Alzheimer's Disease and related disorders, chronic pain, dependency, mental health disorders, neurological trauma, stroke, and rehabilitation
- **Sealy Institute on Aging:** Improves the health and well-being of older adults through interdisciplinary, community-focused research
- **National Center for Advancing Translational Sciences (NCATS) Grant:** Collaboration with Texas A&M to establish Translational Center for Women's and Pregnancy Health Research
- **Trauma Research and Combat Casualty Care Collaborative (TRC4) Grant:** Six-project UT System award

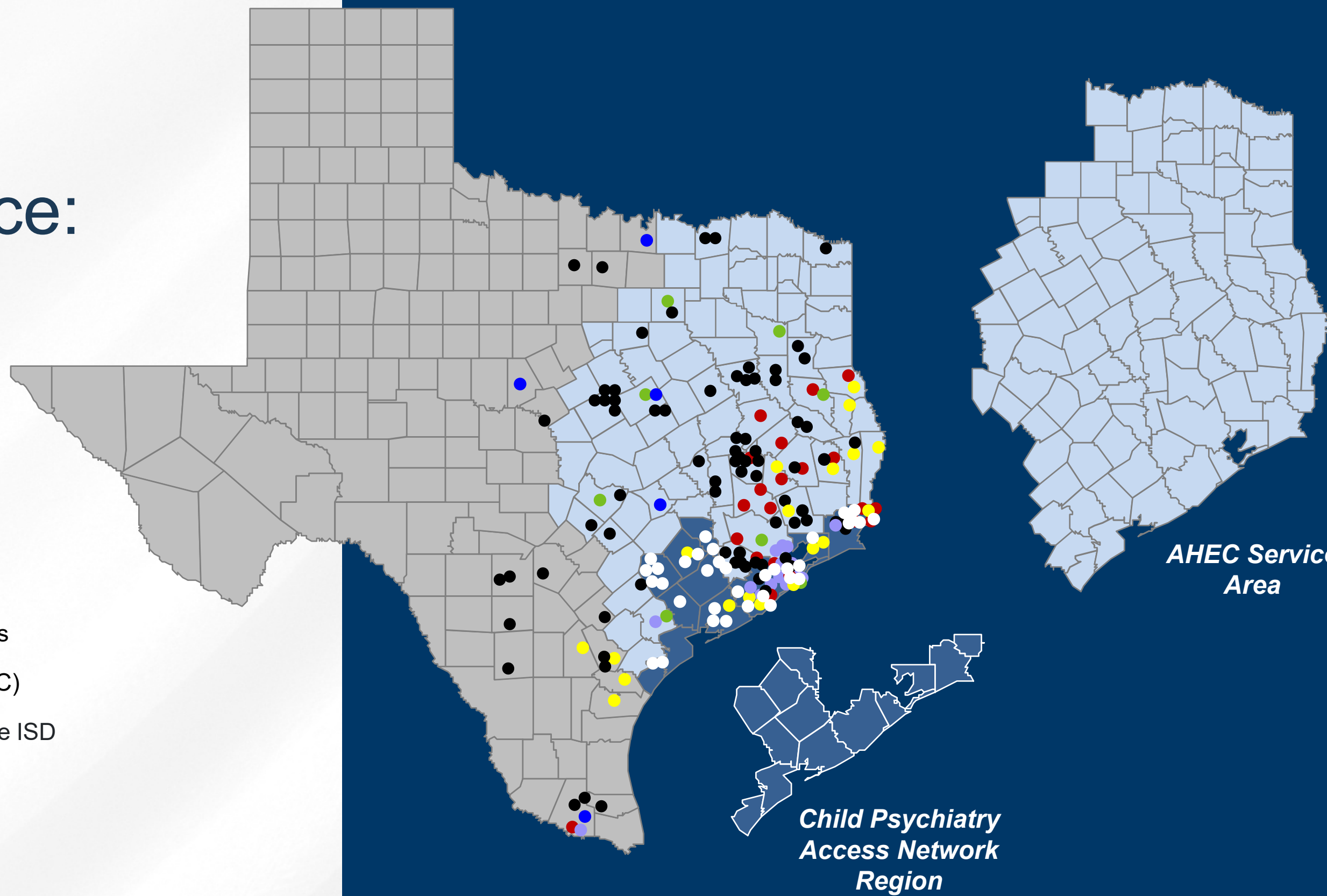




Innovation

- **Life Science Incubator:** Collaboration with Galveston Economic Development Partnership (GEDP) - Fostering Biomedical Start-up Entrepreneurship
- **Health Education Center (HEC):** 161,000 sq. ft. of interprofessional training space, with 77-bed simulated hospital, featuring ambulance bay; 2 ORs; 10 ICU rooms; and 2 debriefing rooms
- **Sealy Diagnostic Center:** Single Cell Genomics, Neutralization and Clinical Laboratory Sciences: State-of-the-Art Laboratories
- **Registered Apprenticeship Program:** Certified Nursing Assistants & MRI Technologists

Mission Excellence: Our Reach Across Texas



UPCOMING OPPORTUNITIES

<https://www.utmb.edu/supplychain/bid-opportunities>

Current:

- RFP 26-043 CLC Orchard Parking Lot – Proposals Due 8/14/2026
- RFP 26-032 Language Access Services – Proposals Due 8/19/2026
- RFP 26-038 Keiller Roof Replacement – Proposals Due 8/19/2026

Upcoming:

- MRB Generator Replacement
- Health Education Center VR Suite
- LCC Cancer Services
- Reputation Management
- Customer Data Platform
- Customer Relationship Management System
- Single Sign On Badge Readers for EMR Access
- Lab Chemistry and Automation
- Contingent Staffing Managed Service Provider
- Earned Wage Access
- Fraud and Abuse Hotline Intake and Database Services
- Small Balance Insurance Outsource



Where Purpose Meets Passion



Questions?



U.S. Small Business
Administration

[How Does the SBA Help? (4 C's of the SBA)



Counseling



Capital



Contracting



Crisis



U.S. Small Business
Administration

Why Would You Want the Federal Government as Your Customer?



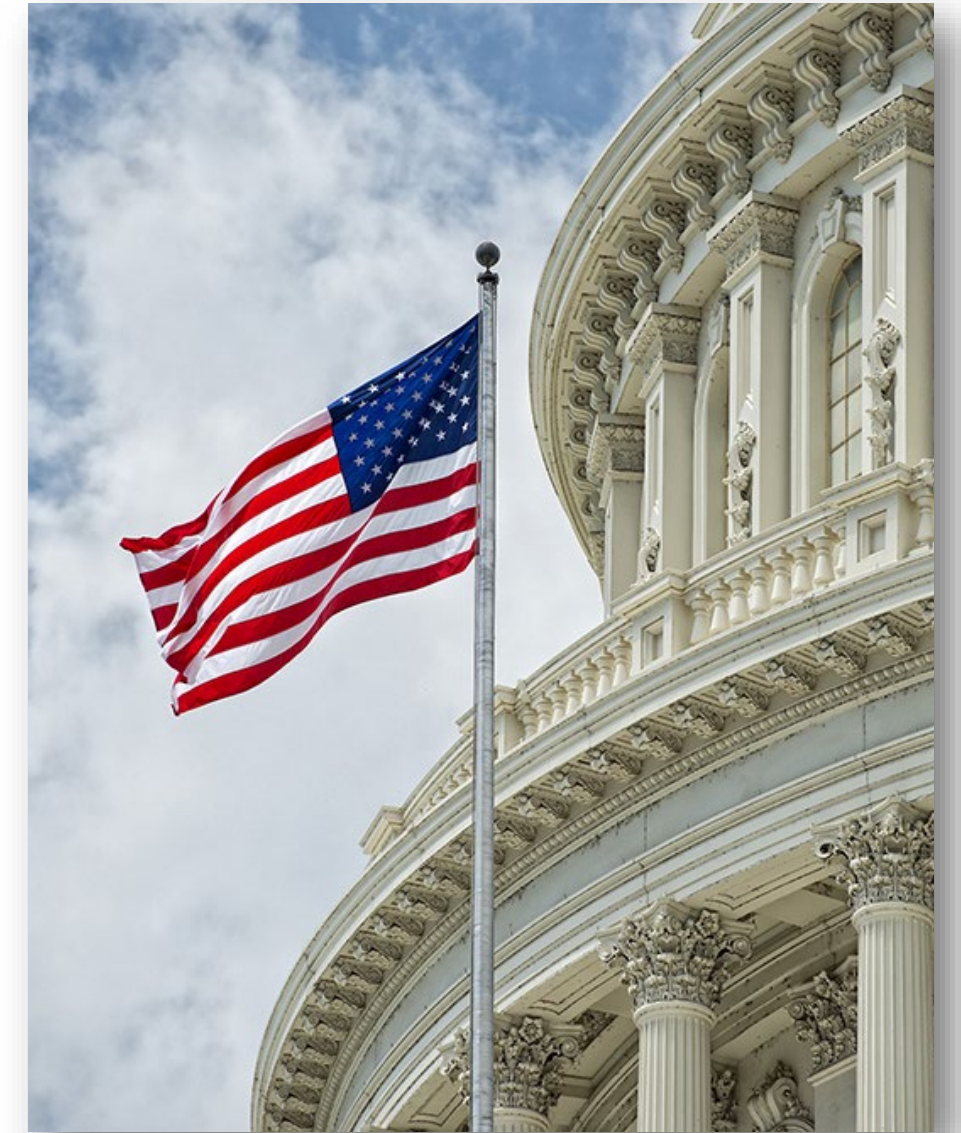
The U.S. government is the world's **LARGEST** buyer of goods and services.



Government purchases totaled over \$700 billion last year. Of that 28% went to the small business.



Federal agencies are required to establish small business contracting goals.



Learn more and determine your eligibility at **certifications.sba.gov**



U.S. Small Business
Administration

[Benefits

- **Set-Aside Contract Opportunities:**
 - Micro-purchase (Up To \$15,000)
 - Simplified Acquisition (Up To \$350,000)
 - Total Small Business Set Aside (Competitive)
 - Generally, acquisitions between the micro-purchase threshold and the simplified acquisition threshold are automatically Set-Aside for small businesses.
- Mentor Protégé Program (available to all small businesses)
- Joint Venture Program (available to all small businesses)
- Empower to Grow – FEDMAP and [GovReady](#) (available to all small businesses)
- Subcontracting Opportunities [Prime and subcontracting | U.S. Small Business Administration](#)

[Getting Started with Federal Contracting

- Research NAICS codes (sba.gov/size)
- Register company in SAM.gov database (UEI/Cage Code)
- Contact APEX Accelerators for Assistance
- Small Business Search (www.search.certifications.sba.gov)
- Searching for Federal Opportunities (www.sam.gov)
- Contact Small Business Specialist with Federal Agencies
- Market...Market...Market...



U.S. Small Business
Administration

[Identifying Contracting Opportunities



Visit www.SAM.gov to search
Contract Opportunities

Conduct Market Research
Contact Small Business Specialist

Announces available business opportunities
Identifies Contract Opportunities over \$25,000



U.S. Small Business
Administration

SBA Certification Programs



8(a) Business
Development
Program



Veteran-Owned Small
Business Certification
Program (VetCert)



Women-Owned
Small Business
Program
(WOSB/EDWOSB)



Historically
Underutilized
Business Zones
Program
(HUBZone)

Learn more and determine your eligibility at **certifications.sba.gov**



U.S. Small Business
Administration

Do I have to Get Certified to Do Federal Government Contracting?

**** NO, unless you want to participate in specific programs**

Self certify at www.SAM.gov:

- Small Business
- Small Disadvantaged Business (Net Worth < \$750,000)



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When Should You Apply?

ARE YOU READY?



Do you have the **CAPACITY** to deliver on federal contracts?



Do you have sufficient **CASH FLOW**?



Do you have demonstrated **CAPABILITY** (past performance)?



Can you demonstrate successful **PAST PERFORMANCE**?



Are you prepared to **MARKET** your firm?



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[Who Can Help?

If you are looking to expand with government contracting, APEX Accelerator can help:

- **Determine if your business is ready** for federal contracting
- **Help you register in the proper places** to get involved in the government marketplace
- **See if you're eligible** for certifications



APEX Accelerator

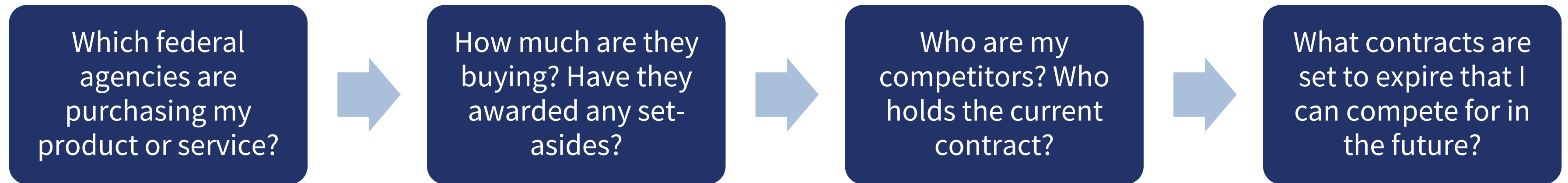
1455 West Loop South, Suite 890
Houston, TX 77002

<https://www.uhapex.uh.edu>



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Steps to Developing Leads in the Federal Market



The Unknown can cause Frustration and Disappointment



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[Resources for Market Research



- USASpending.gov
- www.SAM.gov
- ACQUISITION.gov
(Federal Agency Procurement Forecast)
- Agency Office of Small Business Programs
- DOW Directory of Prime Contractors



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SBA Website

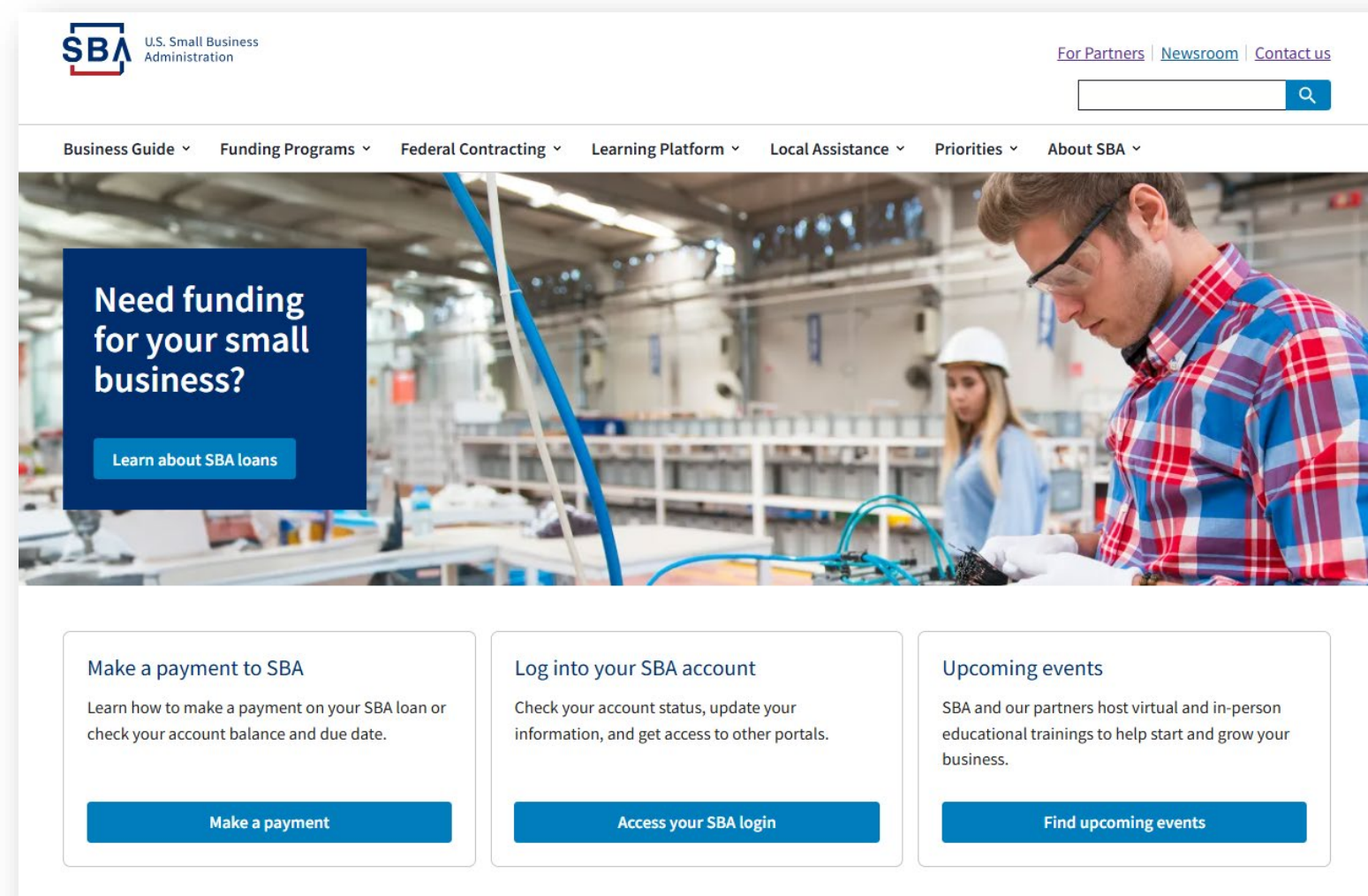
SBA Houston District Office: www.sba.gov/tx/houston

SBA website: www.sba.gov

A no-cost source of information to help small businesses start, grow, expand or recover.

There are several different learning topics on the SBA website:

- **[Business Guide](#)** – 10 steps to starting your business
- **[Plan, Launch, Manage, Grow](#)** – written articles about specific topics
- **[My SBA Learning Platform](#)** – half hour videos about specific topics
- **[Empower to Grow](#)** – help businesses be procurement ready



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[SBA Houston Resource Partner Contacts

***Texas Gulf Coast
Small Business Development
Center (SBDC)***
713-752-8444
www.sbdc.uh.edu

SCORE Houston
713-487-6565
<https://www.score.org/houston>

***WBEA Women's
Business Center (WBC)***
713-681-9232
<https://www.wbea-texas.org/wbea-wbc-core>

***Alliance Women's
Business Center (WBC)***
713-681-9232
<http://www.wbea-texas.org/alliwbc-1>

***GHWCC Women's
Business Center (WBC)***
713-782-3777
<https://ghwcc.org/entrepreneurs/>

[SBA Contacts to Know

Jesus Gomez

Business Opportunity Specialist

Jesus.gomez@sba.gov

713-773-6542

Ida Benson

Business Opportunity Specialist

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713-773-6543

Nijua Heard

Procurement Center Representative

Nijua.heard@sba.gov

281-483-2345



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Connect and Stay Informed



Website: www.sba.gov/tx/houston



Email: houston@sba.gov



Phone: 713-773-6500



Location:

8701 S. Gessner, Suite 1200
Houston, TX 77074

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Market Connect

Expanding Access To Public Contracting Opportunities

TUESDAY, AUGUST 4TH, 2026

8 A.M. TO 12 P.M. CDT

8:00 AM - 8:45 A.M.	Registration & Networking
8:45 A.M. - 8:55 A.M.	Welcome & Introductions - Hopeton Hay, Executive Director, Office of HUB Programs, The University of Texas System Administration
9 A.M. - 9:15 A.M.	UT System Administration - David Beaver, Chief Supply Chain Officer, The University of Texas System Administration
9:20 A.M. - 9:35 A.M.	UT Health Houston - Stephanie Burton-Mangham, HUB and Small Business Manager, University of Texas Health Science Center Houston
9:40 A.M. - 9:55 A.M.	UT MD Anderson - Gabriela Zambrano, Director and Small Business Liaison Officer, HUB and Federal Small Business Program, UT MD Anderson
10 A.M. - 10:15 A.M.	UT Medical Branch - Michael Maskevich, Senior Team Lead – Capital Construction Contracts, Interim Agency Coordinator (VetHUB Program), University of Texas Medical Branch
10:20 A.M. - 10:35 A.M.	SBA - Houston District Office - Ida Benson, Business Opportunity Specialist, U.S. Small Business Administration Houston District Office
10:45 A.M. - 12 P.M.	Exhibitor Networking



The University of
Texas System

~~Cancer~~
UT MD Anderson

UTHealth Houston

Market Connect

Expanding Access To Public Contracting
Opportunities



Event Participant:



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*SBA's participation or support is not an
endorsement of any product, service, or entity*