

OCTOBER 7

2021

Advance Colorado
Procurement Expo

Your Future IS HERE This is Aurora!



So many people come to Aurora to find opportunity. We are a growing, welcoming community with so much potential and an open-for-business, can-do attitude.

You can be part of it – and we're here to help you succeed.

**Want to
know more?**

AuroraGov.org

Aurora-SouthMetroSBDC.com



04

Welcome Letters

08

Agenda

10

Floor Plans &
Exhibitor Lists

14

List of Buyers

16

List of Sellers

20

List of Resources

22

Speaker Bios

34

Roundtable Hosts

36

An Interview with
a CDOT Storeroom
Operations
Controller



COLORADO
Governor Jared Polis

October 7, 2021

Welcome 2021 Advance Colorado Procurement Expo Attendees,

Over these last 18 months, Colorado businesses have faced challenges unlike anything we've ever seen, but through it all, their resilience and innovative spirit shined through, even during the toughest times. Now, after a historic legislative session and with one of the better vaccination rates in the country, Colorado is poised to recover faster and stronger than many of our neighboring states.

Aside from the critical relief the state is infusing into our economy, we also want to increase opportunities for networking between business owners and procurement officials who have contracting opportunities.

Whether it's state and municipal agencies, or Colorado's Fortune 100 and 500 corporations, businesses play a vital role in meeting product and service needs and the Advance Colorado Procurement Expo is dedicated to making those connections.

With more than 611,000 Colorado small businesses employing over 1.1 million Coloradans, the importance of small businesses cannot be underestimated. This past year taught all of us how essential they are to Colorado's economy. Some of the fastest growing business segments in our state include women-, minority- and veteran-owned businesses. These small businesses fuel Colorado's continued economic growth and prosperity.

Today, businesses will have the opportunity to speak directly with procurement professionals from local government agencies to learn more about how to do business together.

I encourage you to take advantage of the workshops, resource agencies and networking opportunities. By doing so, you will increase your knowledge of the procurement process and raise awareness of your business when government contracting opportunities are available. The resource organizations here today will help you grow your capacity, explore options and develop the infrastructure needed to increase your business capacity.

As someone who started their career as an entrepreneur and business owner, I know the value of networking and relationship building. Thank you for participating in the 2021 Advance Colorado Procurement Expo and being an integral part of Colorado's diverse economy.

Sincerely,

A handwritten signature in blue ink that reads "Jared Polis".

Jared Polis
Governor
State of Colorado



**Governor
Jared Polis**
STATE OF COLORADO



COLORADO

Office of Economic Development & International Trade



Patrick Meyers

CHIEF ECONOMIC
RECOVERY OFFICER
AND EXECUTIVE
DIRECTOR, COLORADO
OFFICE OF ECONOMIC
DEVELOPMENT AND
INTERNATIONAL TRADE

Welcome to the 2021 virtual Advance Colorado Procurement Expo

We are excited to announce our second virtual Advance Colorado Procurement Expo in partnership with the Colorado Department of Personnel and Administration and Colorado Department of Transportation. The Colorado Office of Economic Development and International Trade is proud of all of the outreach and services that the Minority Business Office provides to help Colorado's minority-, women- and veteran-owned businesses grow and prosper.

The Minority Business Office provides Colorado's small businesses with the essential tools to grow and thrive. Whether it's helping small businesses create and retain jobs, increasing access to capital or technical assistance programming, the Minority Business Office is working within our communities to best serve their needs.

Small businesses throughout Colorado are the backbone of our economy. They strengthen our communities and create job opportunities across the state.

The Office of Economic Development and International Trade's focus on economic growth and diversification of good, high-paying jobs continues to offer opportunities today while building the diverse, knowledge-based economy that will serve generations of Coloradans for years to come. We are committed to every region of the state and advancing opportunities for minority-, women- and veteran-owned businesses.

The Advance Colorado Procurement Expo is the Minority Business Office's signature annual event, providing an incredible opportunity for businesses from all industries to network directly with government agencies, exhibit their products and services, learn how to better position their business for growth and ask any questions they may have about procurement with government agencies. This year's event will provide virtual exhibiting, workshop sessions, roundtables and networking opportunities from which participating businesses are sure to prosper and learn.

We are delighted that you have taken the time to invest in today's expo and the future of your business. We are here to make access and opportunity easier for you.

Sincerely,

Patrick Meyers, Chief Economic Recovery Officer and Executive Director
Colorado Office of Economic Development and International Trade



COLORADO

Office of Economic Development
& International Trade

Minority Business Office

Welcome to the 2021 Advance Colorado Procurement Expo and thank you for participating with our Minority Business Office of Colorado (MBO). We are dedicated to empowering minority-, women- and veteran-owned businesses as they navigate challenges and continue to strengthen their businesses.

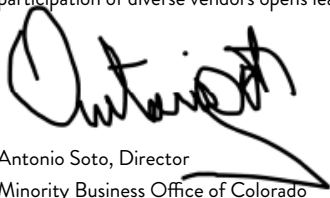
One of the MBO's signature programs is the Advance Colorado Procurement Expo, an event that creates learning and networking opportunities for business owners and procurement professionals to connect, learn from one another and exhibit products and services.

MBO fosters connections between the State of Colorado and its diverse communities and businesses. There are immense benefits to creating a sustainable, diverse vendor base and an inclusive vendor process which strengthens our supplier network and improves quality, efficiency and innovation.

Our office is dedicated to building foundational support for minority-, women- and veteran-owned businesses so they have the opportunity to both establish their business and fully understand how to build a successful business. Whether its language, education, background or other components, some businesses face unique obstacles in growing their business and we want to be here to support all of them in breaking down those barriers to success.

Today and every day, we look forward to serving our business community with tools and resources available. If you don't know where to start, how to grow or where you can improve, we are here to connect you to the support you need. Please take full advantage of the unique networking opportunities available to you today.

We are always available to support business owners of any background and any industry, connecting them with government entities, corporations and resources needed to achieve their economic goals. At the MBO, we believe in creating equitable access to public and private contracting opportunities. We truly believe that participation of diverse vendors opens learning opportunities for both sides of the trade exchange.



Antonio Soto, Director
Minority Business Office of Colorado



Antonio Soto
DIRECTOR, MINORITY
BUSINESS OFFICE OF
COLORADO

SBDC
TECHSOURCE



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Nav is the free, easy way for business owners to access their business and personal credit reports and get matched to the best financing.

Nav.com/acpe



Your Business Credit Report

A
Express

AGENDA

9:00 – 9:15 AM

Welcome Remarks

Antonio Soto DIRECTOR OF THE COLORADO MINORITY BUSINESS OFFICE

Kara Vietch DIRECTOR OF THE COLORADO DEPARTMENT OF PERSONNEL AND ADMINISTRATION

COLORADO GOVERNOR **Jared Polis**

9:15 – 10:00 AM

Concurrent Workshop Sessions

Session 1: Selling Goods and Services in State and Local Government Transportation

Join this panel discussion with experts in the transportation industry. Learn what goods and services these entities buy and where to find opportunities.

Cathy Kramer, Moderator PROGRAM MANAGER, CONNECT2DOT

Mike Karol-Chick MATERIALS DANDLING & PURCHASING MANAGER, RTD

David Musgrave PURCHASING PGENT & VENDOR OUTREACH ADMINISTRATOR, COLORADO DEPARTMENT OF TRANSPORTATION

Marsha Nelson EQUITY & INCLUSION, CITY & COUNTY OF DENVER, DEPARTMENT OF TRANSPORTATION & INFRASTRUCTURE

Cristal Swain SENIOR DIRECTOR, BUSINESS MANAGEMENT SERVICES, DENVER INTERNATIONAL AIRPORT

Session 2: How to Do Business with the State of Colorado

Doing business with the State may seem complicated, but this panel is here to help! Our panelists have knowledge and resources spanning across state agencies as well agency-specific information.

John Chapman, Moderator STATE PURCHASING MANAGER, STATE PURCHASING AND CONTRACTS OFFICE, DEPARTMENT OF PERSONNEL AND ADMINISTRATION

Nancy Dierker PROCUREMENT OFFICIAL, GOVERNOR’S OFFICE OF INFORMATION TECHNOLOGY

Chris Frenz PROCUREMENT OFFICIAL, DEPARTMENT OF HUMAN SERVICES

Lisa McGovern PROCUREMENT OFFICIAL, COLORADO DEPARTMENT OF PUBLIC HEALTH & ENVIRONMENT

Barb Musick COMMUNICATIONS MANAGER, SUPPLIER DIVERSITY LIAISON, STATE PURCHASING & CONTRACTS OFFICE, DEPARTMENT OF PERSONNEL AND ADMINISTRATION

10:05 – 10:50 AM

Concurrent Workshop Sessions

Session 3: Doing Business with City of Aurora

This expert panel will fill you in on city and departmental needs for contracts, the purchasing process, tax and licensing and how the Aurora-South Metro Small Business Development Center can help business start and grow in order to get contracts.

Bryn Fillinger MANAGER OF PURCHASING SERVICES, CITY OF AURORA

Jeff Edwards TAX & LICENSING, CITY OF AURORA

Marcia McGilley EXECUTIVE DIRECTOR, AURORA-SOUTH METRO SBDC

Session 4: Creating Equity Through Certification

Certifications can help a business stand out in a crowded field. Attend this panel discussion to learn more about what certifications are available, how to get them and then how to leverage them for successful procurement.

Jennifer King, Moderator FOUNDER AND PRESIDENT, DISCOUNTCCELL, INC

Ann Albergotti OWNER, Y K MARKETING

Talia Bond OWNER, COLLABORAT CONSULTING

Rahul Kumar CEO, EVEREST MECHANICAL LLC

11:00 – 11:55 AM

Live Roundtable Discussions with Agency Buyers

Meet directly with agency buyers to ask questions, get more information about specific procurement opportunities and create a personal connection with procurement officers. View the list of roundtable hosts on pages 34-35.

11:55 AM – 12:00 PM

Closing Remarks

Jeff Sudmeier CHIEF FINANCIAL OFFICER, COLORADO DEPARTMENT OF TRANSPORTATION

FLOOR PLAN & EXHIBITOR LIST – ALPHABETICAL

AET Environmental.....	14
All Campus.....	22
Allegiant Drug and Alcohol Screening, LLC.....	15
Alpine Bank.....	46
American GPR and Coring.....	21
Apple Spice Corporate Catering.....	8
Arapahoe County Government.....	64
Artisan You.....	16
bidnet direct.....	49
CAPE Inclusion.....	6
CDOT Connect2DOT.....	69
CDOT, Center for Procurement and Contract Services, Colorado Department of Transportation.....	70
City and County of Denver.....	58
City of Aurora.....	1
City of Longmont.....	62
Colorado SBDC.....	51
Colorado Springs Utilities.....	66
Colorado State University.....	65
Colorado Vendor Self Service (ColoradoVSS).....	48
CSD Cyber.....	36
DEN.....	56
Denver Tech Insurance.....	24
Department of Personnel and Administration.....	60
Department of Public Safety.....	59
DiscountCell, Inc.....	40
Diversified Body and Paint Shop Inc.....	27
Duality Systems.....	3
Dynatrace.....	45
East Colorado Small Business Development Center.....	47
Edwards Consulting Group LLC.....	41
Elevate UAS.....	13
Golden Seal Herb Appeal, Inc.....	29

High Country Technology Consultants.....	44
Hispanic Contractors of Colorado.....	52
hofmeister creative, LLC.....	4
I Love ME Gems.....	7
iKadre.....	38
IOME: Mental Wellness.....	39
Jeffco Public Schools.....	63
JS Property Partners & Consulting.....	18
KCG - Drug Alcohol Solutions.....	33
Lares Business Security Consulting.....	42
Larimer County.....	61
Mayo Geophysical Services Limited.....	12
Minority Business Office.....	54
National Park Service - Regions 6, 7, & 8.....	57
Pro Print Design Co.....	9
PSP Compass Solutions.....	37
PTAC.....	50
Quickbase, Inc.....	35
Raven's Vue.....	5
Revive & Refresh.....	17
RMGPA, Rocky Mountain Governmental Purchasing Association...53	
Rocky Mountain Efficiency Group.....	2
Rocky Top Supply, LLC.....	11
RTD.....	68
Senseon Secure Access by Accuride.....	43
Small Business CRM Coach.....	20
St. Vrain Valley Schools.....	67
State Purchasing & Contracts Office.....	55
The DD214 Staffing and HR Consulting Agency.....	28
The Prophecy News.....	19
V3GO.....	34
YellowDog.....	10



FLOOR PLAN & EXHIBITOR LIST – BY BOOTH NUMBER

1.....City of Aurora	39.....IOME: Mental Wellness
2.....Rocky Mountain Efficiency Group	40.....DiscountCell, Inc
3.....Duality Systems	41.....Edwards Consulting Group LLC
4.....hofmeister creative, LLC	42.....Lares Business Security Consulting
5.....Raven's Vue	43.....Senseon Secure Access by Accuride
6.....CAPE Inclusion	44.....High Country Technology Consultants
7.....I Love ME Gems	45.....Dynatrace
8.....Apple Spice Corporate Catering	46.....Alpine Bank
9.....Pro Print Design Co	47.....East Colorado Small Business Development Center
10.....YellowDog	48.....Colorado Vendor Self Service (ColoradoVSS)
11.....Rocky Top Supply, LLC	49.....bidnet direct
12.....Mayo Geophysical Services Limited	50.....PTAC
13.....Elevate UAS	51.....Colorado SBDC
14.....AET Environmental	52.....Hispanic Contractors of Colorado
15.....Allegiant Drug and Alcohol Screening, LLC	53...RMGPA, Rocky Mountain Governmental Purchasing Association
16.....Artisan You	54.....Minority Business Office
17.....Revive & Refresh	55.....State Purchasing & Contracts Office
18.....JS Property Partners & Consulting	56.....DEN
19.....The Prophecy News	57.....National Park Service - Regions 6, 7, & 8
20.....Small Business CRM Coach	58.....City and County of Denver
21.....American GPR and Coring	59.....Department of Public Safety
22.....All Campus	60.....Department of Personnel and Administration
24.....Denver Tech Insurance	61.....Larimer County
27.....Diversified Body and Paint Shop Inc.	62.....City of Longmont
28.....The DD214 Staffing and HR Consulting Agency	63.....Jeffco Public Schools
29.....Golden Seal Herb Appeal, Inc.	64.....Arapahoe County Government
33.....KCG - Drug Alcohol Solutions	65.....Colorado State University
34.....V3GO	66.....Colorado Springs Utilities
35.....Quickbase, Inc	67.....St. Vrain Valley Schools
36.....CSD Cyber	68.....RTD
37.....PSP Compass Solutions	69.....CDOT Connect2DOT
38.....iKadre	70.....CDOT, Center for Procurement and Contract Services, Colorado Department of Transportation (CDOT)



Arapahoe County Government.....64

CDOT Connect2DOT.....69

connect2dot.org
720-624-6728
info@connect2DOT.org

CDOT, Center for Procurement and Contract Services, Colorado Department of Transportation....70

codot.gov/business/procurement-and-contract-services
David.Musgrave@state.co.us

City and County of Denver.....58

City of Longmont.....62

longmontcolorado.gov
303-651-8349
purchasing@longmontcolorado.gov

Colorado Springs Utilities.....66

csu.org

Colorado State University.....65

procurement.colostate.edu
970-491-5105
smallbusiness@colostate.edu

DEN.....56

denvergov.org/Government/Departments/Purchasing-Division
720-913-8100
Central.Purchasing@denvergov.org

Department of Personnel and Administration.....60

Department of Public Safety.....59

publicsafety.colorado.gov/about-the-department-of-public-safety
303-239-4515
tammy.lichvar@state.co.us

Jeffco Public Schools.....63

jeffcopublicschools.org/cms/One.aspx?portalId=627965&pageId=927452
303-982-6750

Larimer County.....61

larimer.org/bids
970-498-5955
osullivan@larimer.org

National Park Service - Regions 6, 7, & 8.....57

nps.gov/aboutus/doingbusinesswithus.htm

RTD.....68

rtd-denver.com/business-center
303-299-6000
CivilRightsSmallBizOffice@RTD-Denver.com

St. Vrain Valley Schools.....67

svvsd.org

State Purchasing & Contracts Office.....55

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SELLERS

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Alpine Bank.....46
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American GPR and Coring.....21
americangprco.com
303-885-4850
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Apple Spice Corporate Catering.....8
applespice.com/locations/colorado/denver
720-482-2775
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Artisan You.....16
artisanyou.com
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CAPE Inclusion.....6
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City of Aurora.....1
auroragov.org
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Dynatrace.....45

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Elevate UAS.....13

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High Country Technology Consultants.....44

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hofmeistercreative.com
303-828-3921

I Love ME Gems.....7

ilovemegems.com
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iKadre.....38

IOME: Mental Wellness.....39

iowemenow.com/employers
970-658-5598
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JS Property Partners & Consulting.....18

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SELLERS

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Mayo Geophysical Services Limited.....12

Pro Print Design Co.....9

PSP Compass Solutions.....37

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Quickbase, Inc.....35

quickbase.com/database-applications-for-business/government
719-357-2241
kgolden@quickbase.com

Raven’s Vue.....5

ravensvue.com

Revive & Refresh.....17

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970-412-3227
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Rocky Mountain Efficiency Group.....2

rmefficiency.com
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Rocky Top Supply, LLC.....11

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rockytopsupply@gmail.com

Senseon Secure Access by Accuride.....43

senseon.com
720-217-3532
rhines@accuride.com



Small Business CRM Coach.....20

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The DD214 Staffing and HR Consulting Agency.....8

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719-375-8957
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The Prophecy News.....19

statmedicalresources.com
720-822-6131
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V3GO.....34


v3go.com
719-964-4835
tfolks@v3go.com

YellowDog.....10

yellowdogdenver.com
303-765-2000
info@yellowdogdenver.com

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A Colorado community bank serving the Front Range
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giving back to the communities we serve.

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RESOURCES

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800-835-4603
support@bidnet.com

Colorado SBDC.....51

coloradosbdc.org
303-892-3816
info@coloradosbdc.org

Colorado Vendor Self Service (ColoradoVSS).....8

vss.state.co.us/home
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East Colorado Small Business Development Center...47

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970-351-4274
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Hispanic Contractors of Colorado.....52

hcc-diversityleader.org
303-893-3893
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Minority Business Office.....4

oedit.colorado.gov/minority-business-office-of-colorado
mbo@state.co.us

PTAC.....50

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719-667-3845
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**RMGPA, Rocky Mountain Governmental
Purchasing Association.....53**

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Ann Albergotti

OWNER, Y K MARKETING

Ann Albergotti is passionate about two things—marketing and advocating for small and midsize businesses. Coming from the supplier diversity world, Albergotti uses her expertise as a marketer and entrepreneur, connections and knowledge about contracting opportunities to help those businesses grow.

Albergotti has worked closely with executives in large and small companies throughout her career as well as in the retail, banking, telecom, call center, test equipment and design, print manufacturing, software technologies and nonprofit industries. No stranger to entrepreneurialism, Albergotti has owned multiple companies throughout her life, most recently managing a marketing agency, YK Marketing. She is also the co-owner of Notch UP in Denver.

Albergotti is often tapped for her creativity and resourcefulness in business because of her ability to see things from a fresh perspective. A fan of change and innovation, she relies on data and analytics when making tough decisions and isn't afraid to pivot where necessary.

Albergotti is a graduate of Full Sail University with a bachelor of science degree in internet marketing. A single mother of three boys, she enjoys classic car shows, hiking, camping, movies, and rock and roll.



Talia Bond, MBA

OWNER, COLLABORAT CONSULTING

Talia Bond is a multipreneur. She is the owner of PostNet, a printing and shipping store; Absolute Promotions, a corporate branding company; Collaborat, a consulting firm; Notch Up, a business development organization that works with small businesses; and Kero Peruvian Authentic Food, a catering business. She finds fulfillment by enabling and elevating individuals' entrepreneurial dreams by sharing her knowledge and helping them to reach success. Bond's entrepreneurial path started after she learned management skills at Fortune 500 companies, working her way up from customer service to leadership roles where she learned about operations, management and leadership. During her almost 15 years of working for corporate America, she won a myriad of awards for exceeding company goals, delivering results and demonstrating leadership skills. It was during this time that she got her MBA with a marketing emphasis at Regis University.

Bond founded her Collaborat Consulting in 2013. As a consultant, she worked with the Minority Business Office to help hundreds of minority small business owners get certified and prepared for government contracts. In 2016, she opened PostNet, a brick and mortar store that offers marketing products to small businesses and organizations. Bond's most recent projects include the acquisition Absolute Promotions, a partnership with Notch Up, and a collaboration with Kero Peruvian Authentic Food.



John Chapman

STATE PURCHASING MANAGER, STATE PURCHASING AND CONTRACTS OFFICE

John Chapman is the state purchasing manager for the State of Colorado. In his role, he oversees the management of more than 180 state price agreements, which are contracts for commonly-used goods and services for all state agencies, state institutions of higher education, local governments, political subdivisions and certified nonprofit entities. The categories of state price agreements include body armor, computers, copiers, facilities MRO, office supplies, healthcare products, software, vehicles and more.



Nancy Dierker

PROCUREMENT OFFICIAL,
GOVERNOR'S OFFICE OF INFORMATION TECHNOLOGY

Nancy Dierker is the director of procurement and vendor services for the Colorado Governor's Office of Information Technology. She has 20 years of experience in the IT industry and nearly 35 years of service to the State of Colorado.

There are three teams that make up the procurement group under Dierker, including purchasing, contracts and vendor management. Dierker and her teams are committed to facilitating the purchase of high-quality goods and services with minimal risk at competitive prices in support of the Governor's Office of Information Technology mission.



Jeff Edwards

TAX AUDIT SUPERVISOR, CITY OF AURORA

Jeff Edwards is a Certified Public Accountant and works in the Tax and Licensing Division of the City of Aurora. He has worked in state and local taxes for more than 15 years in a variety of positions.

Edwards has assisted hundreds of businesses to increase their understand of the complexities of state and local taxes and licensing through presentations at various events and organizations.

Edwards is a Colorado native and enjoys spending time with his family, mountain biking, camping and fishing.



Bryn Fillinger

MANAGER OF PURCHASING SERVICES, CITY OF AURORA

Bryn Fillinger joined the City of Aurora Purchasing Division in 1997. In 2013, she became the Manager of Purchasing Services. Prior experience includes various purchasing and contracting positions with the Resolution Trust Corporation.



Chris Frenz

PROCUREMENT OFFICIAL, DEPARTMENT OF HUMAN SERVICES

Chris Frenz is the director of the Division of Contracts and Procurement at the Colorado Department of Human Services, which supports people and families by connecting them with assistance, resources and support at every stage of their lives and operates on an over two billion dollar budget annually. Previously, Frenz worked in private practice and at the Colorado Department of Transportation.

Frenz is a licensed attorney and graduated from the University of Denver Sturm College of Law.



Mike Karol-Chick

MATERIALS HANDLING & PURCHASING MANAGER, RTD

Mike Karol-Chick is the materials handling and purchasing manager for RTD. Karol-Chick has a strong business acumen with more than 20 years of experience managing supply chain operations, directing large scale teams and establishing performance-driven metrics. He has demonstrated success in designing and implementing change, process improvements and supply chain initiatives for organizational growth and development.

Karol-Chick holds a bachelor's degree from Regis University.



Jennifer King
FOUNDER AND PRESIDENT, DISCOUNTCCELL, INC

Jennifer King is President/CEO of DiscountCell, Inc, a woman-owned small business with WBE and DBE certifications. A graduate of the Goldman Sachs 10,000 Small Businesses, King has successfully grown DiscountCell from a garage-based internet business to the only non-carrier vendor on the largest public sector wireless contract in the United States.

During COVID, King worked with wireless carriers, government agencies, tribes, school districts and other organizations to provide LTE-based solutions, including remote accessibility for senior health, remote learning for students, COVID testing and vaccination site connectivity, city government mobile public WiFi and much more.

King's involvement in marketing and sales has led to hundreds of public sector agencies choosing DiscountCell as their vendor for cellular hardware and accessories.

King is continuously looking for new opportunities to grow her business and help other small businesses understand that shooting for the stars can lead to success.



Cathy Kramer
PROGRAM MANAGER, CONNECT2DOT

Cathy Kramer is the statewide program manager for CDOT's Connect2DOT Program and owner of Caddis LLC, a DBE-certified business and marketing consulting firm. She has 25 years of experience working with clients ranging from start-ups to Fortune 500 companies, including Microsoft, IBM and Western Union.

Kramer has worked with CDOT for 15 years, providing consulting, technical assistance and small business program development for the CDOT Civil Rights and Business Resource Center. She has helped drive success for hundreds of small and disadvantaged firms in engineering and construction through coaching, training and speaking engagements.

Kramer serves on several public and private-sector business and diversity committees and is also on the board of directors for HCC Contractor Academy, GoUrban Foundation and ElektrikGreen, Inc., as well as the advisory board for COMTO Colorado.



Rahul Kumar

CEO, EVEREST MECHANICAL LLC

Rahul Kumar is a business and financial professional with more than 26 years of experience in global financial markets, entrepreneurship, infrastructure and management within large multi-national financial organizations. He demonstrates a hands-on management style in the development and implementation of strategic plans to ensure company growth. Kumar has an in-depth knowledge of financial derivatives, including foreign exchange, fixed income and equity (public and private) markets. He has a proven ability to manage multiple assignments efficiently while meeting tight deadline schedules.

Kumar is known for his sound decision-making talents borne from intense analysis, business acumen, ongoing education and big picture vision. He is energetic, strategic, honest, methodical, dependable and reliable and enjoys the challenges of resolving, problem-solving and influencing revenue-positive and efficient outcomes.

Kumar is recognized for his calm demeanor in mediating conflict and ability for delivering consensus among stakeholders with diverse agendas. He is a persuasive and concise communicator, an expert in modifying complex technical information for multiple audiences and coaches his subordinates for greater productivity, efficiency and understanding.



Marcia McGilley

EXECUTIVE DIRECTOR,
AURORA-SOUTH METRO SMALL BUSINESS DEVELOPMENT CENTER

Marcia McGilley has served as the executive director of the Aurora-South Metro Small Business Development Center (SBDC) since 2008. The center serves more than 5,000 clients annually with free and confidential, high-quality, one-on-one consulting; business educational training; and business resource referrals.

McGilley serves on the Douglas County Economic Development Forum, Douglas County Business Recovery Task Force and the South Denver Business Resource Partnership, where she is a co-founder.

Personally, McGilley has jumpstarted more than 1,000 companies and reads approximately 50 business plans per year.

McGilley is a serial entrepreneur, owning six companies as diverse as a marketing consulting firm, a murder mystery theatre troupe and a motivational training company.



Lisa McGovern

PROCUREMENT OFFICIAL,
COLORADO DEPARTMENT OF PUBLIC HEALTH & ENVIRONMENT

Lisa McGovern's career began in the private sector in various business settings before accepting a position at the Colorado Department of Public Health & Environment (CDPHE) in 1997, where she serves as a procurement official.

McGovern has spent nearly 25 years in the procurement and contracting field supporting CDPHE's mission and work.



David Musgrave

PURCHASING AGENT & VENDOR OUTREACH ADMINISTRATOR,
COLORADO DEPARTMENT OF TRANSPORTATION

David Musgrave is a purchasing agent and vendor outreach administrator for the Colorado Department of Transportation's (CDOT) Center for Procurement and Contract Services. In this role, Musgrave facilitates larger dollar purchases for goods and services with divisions in CDOT. He coordinates the center's vendor outreach activities, including the procurement open house "Day at the DOT." He has worked as the supplier diversity liaison for the State Purchasing & Contracts Office and served as vice-president of membership services at the Denver Hispanic Chamber of Commerce. Musgrave is currently the vice-chair of The Opportunity Council and as serves as the communications chair for the Rocky Mountain Governmental Purchasing Association (RMGPA).



Barb Musick

COMMUNICATIONS MANAGER, SUPPLIER DIVERSITY LIAISON,
STATE PURCHASING & CONTRACTS OFFICE

Barb Musick is the supplier diversity liaison for the State of Colorado. A public sector professional who believes in the greater good, she enjoys working with vendors, state and local governments and nonprofits to help maximize the state's procurement process.

Before joining the Department of Personnel and Administration earlier this year, Musick spent nearly eight years in the Department of Local Affairs, where she worked with small local governments and nonprofits to help them leverage demographic and economic data for planning and grants. Prior to joining the State of Colorado in 2009, Musick worked in communications, marketing and corporate branding with industry-leading companies.

Musick has a Master of Business Administration from San Diego State University and a bachelor of science degree in marketing from New Hampshire College.

Although she is part of the 46 percent of Coloradans born in another state, she loves Colorado and considers it her forever home. She currently lives in Denver with her menagerie of rescue and foster dogs and cats.



Marsha Nelson

MANAGER OF EQUITY & INCLUSION, CITY & COUNTY OF DENVER,
DEPARTMENT OF TRANSPORTATION & INFRASTRUCTURE

Marsha Nelson is the manager of equity and inclusion for the City and County of Denver's Department of Transportation and Infrastructure (DOTI). Her passion and strong work ethic has led her to champion DEI, economic inclusion for small businesses and workforce development over the past two decades.

Nelson is a thoughtful, decisive and collaborative results-driven leader that leads by convening diverse perspectives to weave together the collective. She leans in to ensure all voices are welcome and heard.

Nelson serves as president of the COMTO Colorado Chapter, a board member of the Aurora Public Schools Foundation and a board member of HCC Contractor Academy.



Governor Jared Polis

STATE OF COLORADO

Jared Polis is an entrepreneur, education leader, public servant, and Colorado native. He has successfully launched several successful businesses including one while in college out of his dorm room. Jared's pioneering role in the internet economy earned him an "Entrepreneur of the Year" distinction from Ernst and Young.

Following these business successes, Jared committed himself to making sure other Coloradans had the opportunity to pursue their dreams. He co-founded Techstars, a startup accelerator that mentors entrepreneurs from all walks of life, and Patriot Boot Camp which helps veterans start their own small businesses.

Polis has focused on sustainability and public education throughout his career. He served six years on the State Board of Education and, as a U.S. Representative for Colorado's second largest congressional district, he made protecting public lands a priority. As Governor, he has made lowering emissions and renewable energy a cornerstone of his office.



Antonio Soto

DIRECTOR, COLORADO MINORITY BUSINESS OFFICE

Antonio Soto is a Colombian with a passion to help minorities to thrive. He graduated in Colombia with a dental surgeon degree and moved to the United States seeking the "American dream." Obviously, along the way, he redirected a little.

Soto is also an accountant, having graduated from CSU with a master in accounting and financial management. He uses these skills and his role at the MBO to connect small, minority businesses with resources and help create opportunities for them to build generational wealth and decrease gaps and barriers to obtaining it.

Throughout the first several months of 2020, he helped to start a food program, feeding the hungry and helping to create the largest food distribution point in southwest Denver. He and his wife volunteered with the left-behind workers' fund and a private donor to help secure rent relief. This work inspired him and his wife to create a small business to help disproportionately-impacted workers turn their skills into a business. This included helping these entrepreneurs with financial readiness, business compliance, internet presence and e-commerce, all offered at low or no cost.

It's obvious that Antonio cares deeply about minority communities and we are fortunate to have someone with his skillset and depth of knowledge to help minority businesses thrive throughout Colorado.



Jeff Sudmeier

CHIEF FINANCIAL OFFICER,
COLORADO DEPARTMENT OF TRANSPORTATION

Jeff Sudmeier is the Chief Financial Officer (CFO) of the Colorado Department of Transportation (CDOT), leading the CDOT Division of Accounting and Finance in the effective stewardship of a \$2.0 billion annual budget. Prior to assuming the role of CFO, Sudmeier led the department's multimodal planning programs, including Statewide and Regional Planning, Freight and Systems Planning and Bike/Ped Programs. Sudmeier has more than a dozen years of experience in transportation planning, policy, and finance. Prior to his time in the transportation sector, he worked in accounting and financial reporting with a large investment manager.

Sudmeier has a bachelor's degree in business administration in economics from the University of Iowa, and graduate degrees in public administration and urban and regional planning from the University of Colorado-Denver. He is active in the Transportation Research Board and American Association of State Highway and Transportation Officials.



Cristal Swain

SENIOR DIRECTOR, BUSINESS MANAGEMENT SERVICES,
DENVER INTERNATIONAL AIRPORT

Cristal Swain is the senior director of business management services for Denver International Airport (DEN), where she has served in this role for nearly three years. At DEN, Swain oversees procurement, contract administration, supply services, inventory management and administrative services. Prior to coming to DEN, Swain spent more than 20 years in the public education sector overseeing procurement and contract operations in K12 and higher education. She has extensive experience leading groups that are responsible for the procurement lifecycle of contracts, including the procurement and negotiation of contracts of all types, managing vendor performance, vendor payments and inventory management.

Swain is also a licensed attorney in the State of Colorado. She received her bachelor of science degree in business administration and Master of Business Administration, both at Regis University, then went on to achieve her Juris Doctor at the University of Denver.



Kara Vietch
EXECUTIVE DIRECTOR,
COLORADO DEPARTMENT OF PERSONNEL AND ADMINISTRATION

Kara Vietch was selected by Governor Jared Polis in February 2019 to serve as State Personnel Director and Executive Director of the Department of Personnel & Administration. She began her role with DPA as the Deputy Executive Director and Chief of Staff in July 2013.

Vietch brings extensive non-profit, public, and private-sector experience to her role. In her time with DPA, Vietch shepherded a series of initiatives aimed at making the department more collaborative in its service to state agencies. Along with customer service and process improvement initiatives, Vietch is focused on making the State of Colorado an employer of choice by focusing on employee engagement initiatives, policies, and other improvements that will bring the state workforce into alignment with best practices in the private sector. As part of this work, she is overseeing equity, diversity, and inclusion efforts to ensure the state workforce reflects the community it serves and employees are able to break down systematic barriers to reach their full potential.

Vietch holds a Master of Business Administration, and a Juris Doctorate - all from the University of Colorado.





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Doing Business with CDOT Storerooms

Q&A WITH STOREROOM CONTROLLER JEREMY ROTH

Q. Tell us about the storerooms and the purpose they serve in supporting CDOT's mission.

A. Our storerooms provide frequently-used products and supplies required for our daily operations. Inventory selected is determined by product usage, lead times and need for consistent specifications. Storerooms comply with recordkeeping as required by State Controller Rules.

Q. What types of products can be found in the storerooms?

A. We inventory uniforms, boots, clothing, gloves, helmets, glasses, rags, traffic signs, cones, guardrail, posts, markers, reflectors, sheeting, attenuators, cables, traffic paint, beads, filler, sealant, cleaner, deicers, salt, corrosion inhibitors, traffic signal monitors, cameras, testing, vehicle fuel, blades, parts, tools, road materials and safety PPE, just to name a few.

- Aurora Storeroom:
7,256 materials/\$1,806,036.11 stock value
- Eisenhower Johnson Memorial Tunnels (EJMT) Storeroom:
4,321 materials/\$564,175.23 stock value
- Pueblo Storeroom
2,506 materials/\$842,739.86 stock value
- Grand Junction Storeroom
2,935 materials/\$1,367,127.04 stock value

- Craig Storeroom
1,794 materials/\$710,132.59 stock value
- Platteville Storeroom
5,674 materials/\$978,570.46 stock value
- Alamosa Storeroom
2,592 materials/\$924,094.91 stock value
- Durango Storeroom
1,690 materials/\$830,684.91 stock value
- Sign Shop
214 materials/\$592,373.13 stock value
- Intelligent Transportation Systems (ITS) Storeroom
1,136 materials/\$2,152,999.81 stock value

Q. How are storeroom supplies purchased?

A. Purchases follow the same process as all other goods and services purchased at CDOT.

1. Cooperative Agreements:
We regularly purchase (any dollar level) from Cooperative Agreements (State Price Agreements or other Cooperative Agreements) since they have been awarded through a competitive bid process.
2. Small Dollar Purchases:
Materials under \$25,000 require three written quotes when purchasing outside of a Cooperative Agreement.

3. Competitive Bids:
When no Cooperative Agreements are in place and the need is over \$25,000, competitive bids are required. Sellers can view and respond to these bid opportunities on BidNet Direct's website.



COLORADO
Department of Transportation

Q. What advice to you have for sellers who are interested in working with the storerooms?

A. Our cooperative agreement schedule, which can be found at codot.gov, shows the products we buy. Also, you can monitor when the items are scheduled renew and how many renewals are remaining. This will help prepare you to bid. Build relationships with

each storeroom and understand their needs. The vendors that are most helpful and provide solutions are more likely to work with CDOT.

Note: Roundtable sessions of the 2021 Advance Colorado Procurement Expo include CDOT storerooms, equipment and procurement. Don't miss the opportunity to meet with us!



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