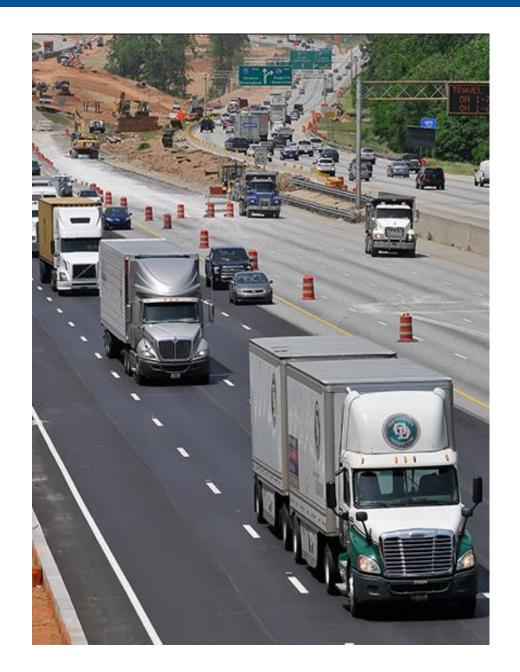


DBE Supportive Services Update





DBE/SBE FORUM - October 2019

WEBSITE STATS - 2019

LINK-UP PROGRAM - 2020



DBE/SBE FORUM

- 1. Held at Douglasville Convention Center
- 2. October 30th,2019
- 3. Over 350 Attendees
- 4. 55 Booth Exhibitors
- 5. 5 Workshops
- 6. Presentations by:

Ms. Dana Lemon

Ms. Kimberly King

Mr. Mike Dover

Mr. Tom Quinn







DBE/SBE FORUM

DBE/SBE Booth

Exhibitors:

Potere

MC Squared

AC Sweepers

MVP Piping

Phase 3 Promotions

A S Private Security

Interprint

Communications

Mills Law

CIA Media Group

ILT Catering SBE

Prime Booth Exhibitors:

Kiewit

Atkins

Balfour Beatty

North Perimeter

E.R. Snell

AECOM

MMIP

CMES INC.







Results from surveys: Overall how would you rate this event?

44% Excellent

44% Very good

11% Good

Less than 1% Fair

Respondent was more interested in Professional Services aspect.

(survey does not require respondent to provide a name)

CEI is currently looking to see where they can provide more opportunity in the work area.







Results from surveys: How likely are you to attend a similar event again in the future?

62% Extremely

32% Very likely

6% Somewhat likely

We questioned the 6%.

DBEs wanted opportunities for the non-traditional DBEs.

Looking for more opportunity for Professional Services.

Action: CEI has resent emails about the services we offer for Non-Traditional DBEs. Currently investigating what can be done for Professional Services.







Comments from surveys

- "This journey has been a long road but with the knowledge you all are providing is priceless. Thank you for all your support."
- "Repeat performance with more speaking from Miss Kimberly. She is such an insightful and knowledgeable face for DOT. GA DOT is better because of her and her team."
- "I am Thankful for the opportunity"
- "Great Program and Highly Recommend To All Small Entities to attend and gain the knowledge!"
- "Well organized with great info & networking."
- "The information conveyed, and the networking opportunities were on point."
- "Excellent event and venue"







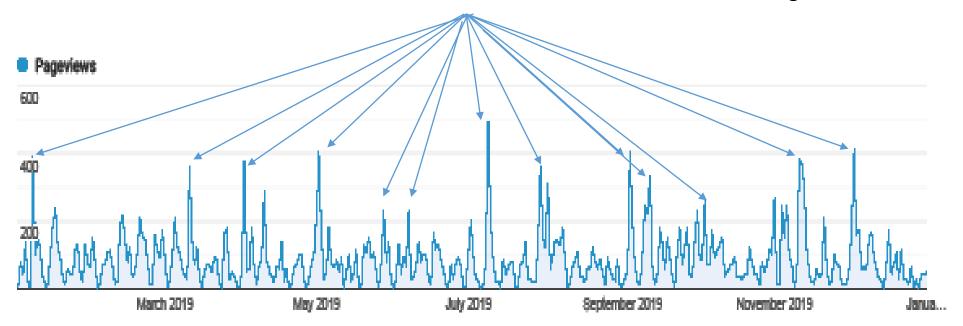
WEBSITE ANALYTICS

GDOT DBE website received 32,241 hits for 2019

Since the inception of the GADBESUPPORT.COM website it has received over 93,782 hits in 2.5 years

Accounting for over 1200 accessed hours, 11,800 users

Over 20% of the access was for bid matching



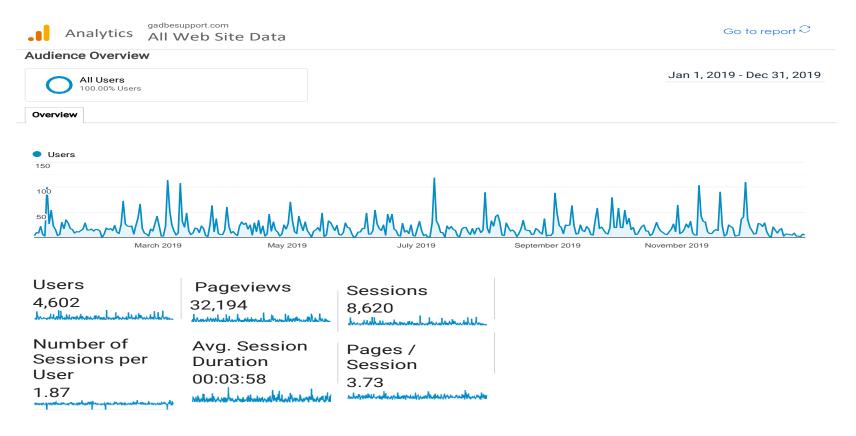
The above graph shows pageviews for the year. Spikes are when bid matching information was released.

Other access was as follows:

17% Capability Statements

15% Data Base





© 2020 Google

The information above shows pageviews for the year as well as number of users ,sessions and time.



	besupport.com I Web Site Data			Go to report \overline{c}
Devices				
All Users 32.36% Users				Jan 1, 2019 - Jan 1, 2020
Explorer				
Summary				
Users				
60				1
20 March 2	May 2019	July 2019	September 2019	November 2019 Janua

Mobile Device Info	Acquisition	Behavior	Mobile Device Info	Acquisition	Behavior	
	Users	Pages / Session	Wideling Sevice IIIIC	Users	Pages / Session	
	1,494 32.36% of total	2.04 Avg for View:				
1. Apple iPhone	852 (56.80%)	1.78	6. Samsung SM-G950U Galaxy S8	32 (2.13%)	2.28	
2. Apple iPad	91 (6.07%)	2.07	7. Samsung SM-G960U Galaxy S9	32 (2.13%)	2.18	
3. Microsoft Windows RT Tablet	49 (3.27%)	3.15	8. Samsung SM-G955U Galaxy S8+	26 (1.73%)	2.37	
4. Samsung Galaxy 10	34 (2.27%)	2.02	_{9.} Samsung SM-N960U Galaxy Note9	26 (1.73%)	2.07	
5. Samsung SM-N950U Galaxy Note8	33 (2.20%)	2.44	10. Samsung SM-G965U Galaxy S9+		2.37	
			9 2020 Google	1		Rows 1 - 10 of

The information above shows mobile users.



GDOT LINK-UP PROGRAM

This 3-month program is designed to help DBEs get paired with Prime Contractors in order to build a solid working relationship for future growth.

Introduced at the Forum October 2019

KICK-OFF December 11th, 2019



How ald the program come to exist?

DBE's

- Need training in estimating,accounting,Davis Bacon,marketing,business plans,etc
- Practical application of their skills to create a successful company and be the desire of a prime
- •Become a Prime

DBE Supportive Services

- Design a program that helps DBEs fit the needs of the Primes
- Program should help to provide sustainability for the DBE and a reliable source of Sub Contractors
- Program must be able to adapt to needs and changes along the way

Prime Contractors

- •Need for qualified and quality DBE sub contractors
- Wants to build relationships with DBEs
- •Want to meet or exceed DBE Goals



DBE

3 month training program ,complete a business plan

Must be committed

LINK - UP

Program

Administer to both the DBE and Prime for success of the program

Create a group of DBE contractors that Prime contractors will search out to work on their projects

Must be committed



Prime

Must do outreach with candidates, provide list of opportunities,

Must be committed



Intent of the program:

- Assist DBEs to develop a plan to achieve growth through working with primes
- To be able to provide primes with DBEs capable of meeting their needs
- To develop DBEs to move from being a sub contractor to a prime contractor
- 29 DBEs currently enrolled