



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”



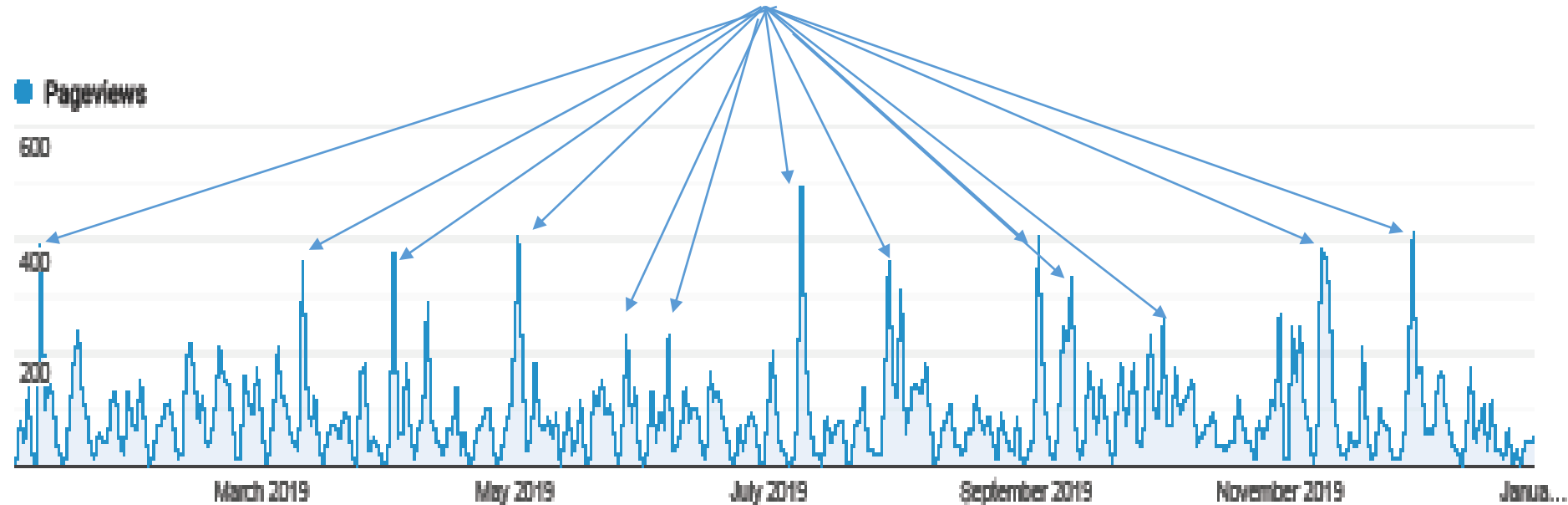
WEBSITE ANALYTICS

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



Analytics

gadbesupport.com

All Web Site Data

[Go to report](#)

Audience Overview

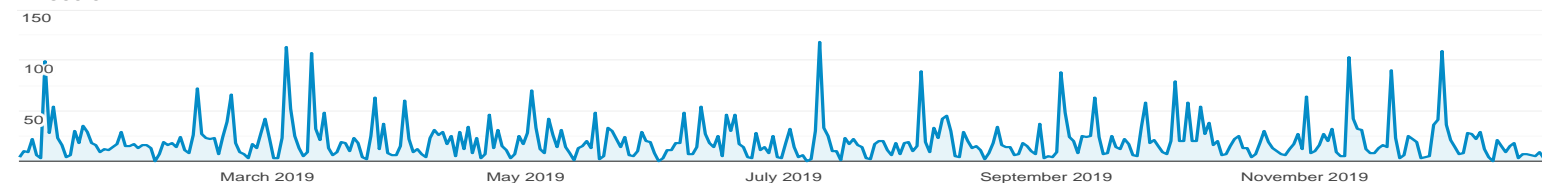


All Users
100.00% Users

Jan 1, 2019 - Dec 31, 2019

Overview

Users



Users

4,602



Pageviews

32,194



Sessions

8,620



Number of
Sessions per
User

1.87



Avg. Session
Duration

00:03:58



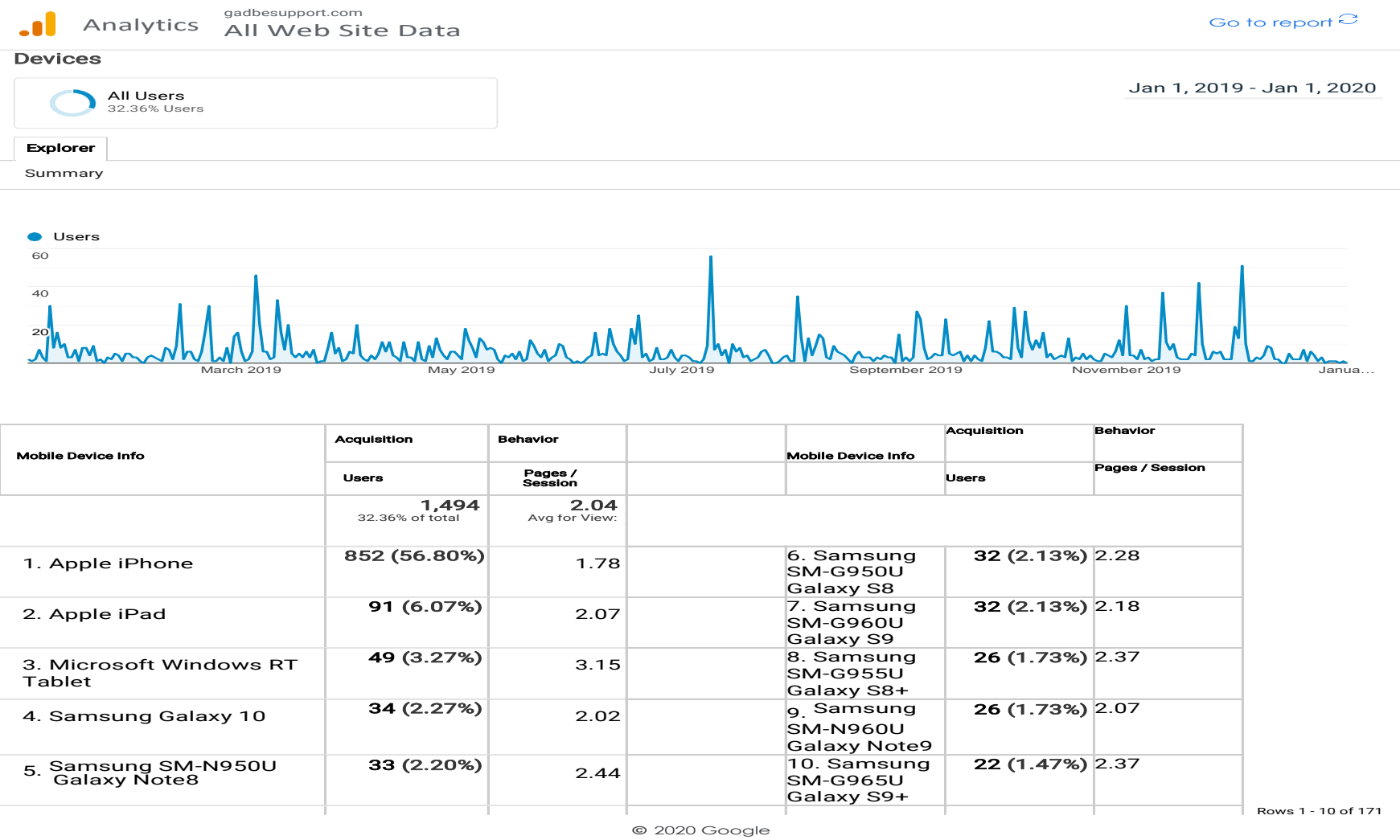
Pages /
Session

3.73



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



The information above shows mobile users.

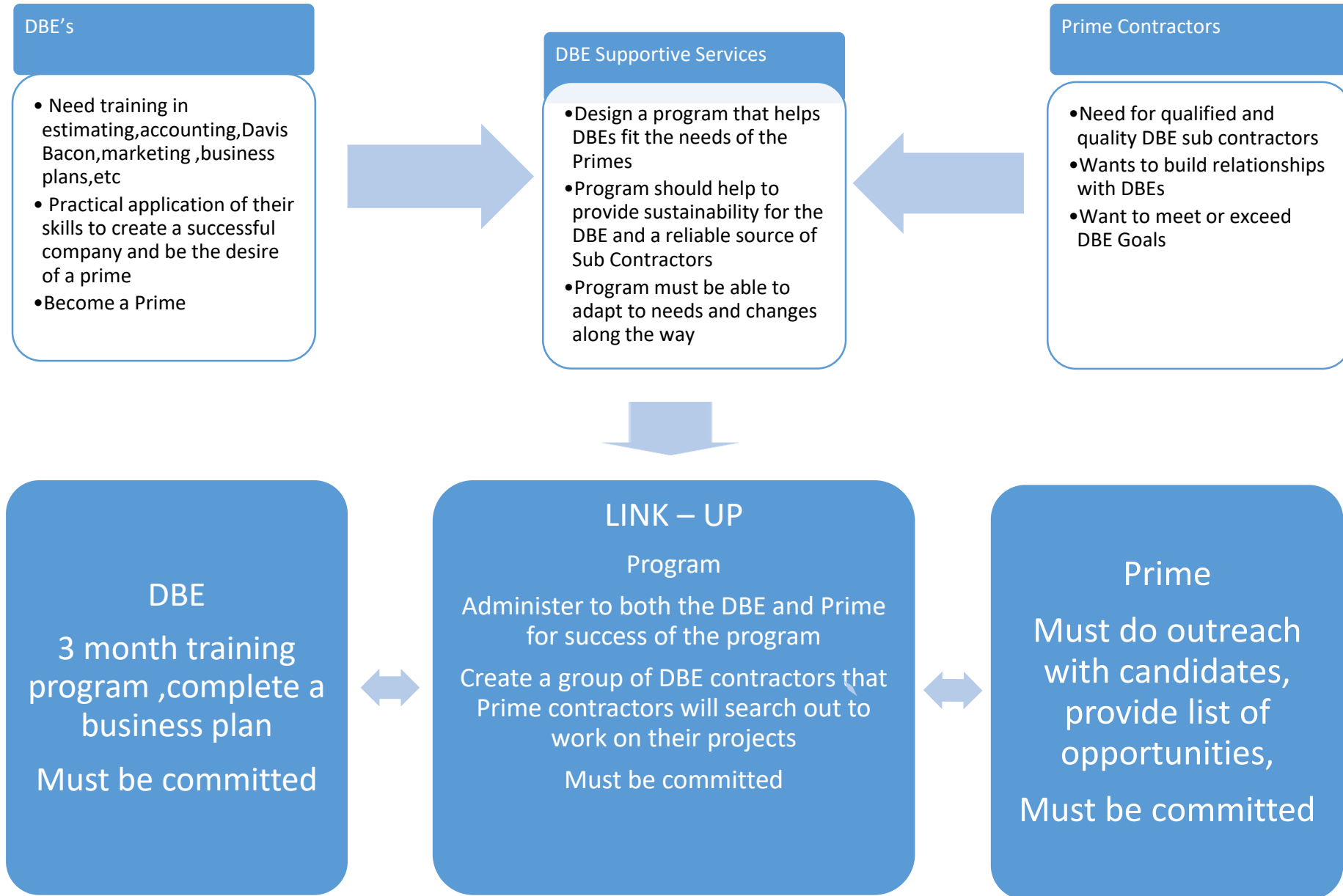
GDOT LINK-UP PROGRAM

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 did the program come to exist?



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**