



TEXAS DEPARTMENT OF INSURANCE

Administrative Operations - Purchasing and Contract Administration (108-1B)
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Supplemental Letter for FY2017 Annual HUB Report for Agency #454

The Texas Department of Insurance (TDI) is committed to including Historically Underutilized Businesses (HUBs) in its procurements by providing opportunities for both direct contracting and subcontracting. TDI's "Good Faith Efforts" to ensure continued HUB participation during FY17 period included the following:

- Renewed Contract Agreements with the Texas Association of Mexican American Chambers of Commerce (TAMACC) and the Texas Association of African American Chambers of Commerce (TAAACC) at the State Capitol to enhance HUB participation for solicitations.
- TDI continued to support our contracts between TDI and the Texas Association of Mexican American Chambers of Commerce (TAMACC) and the Texas Association of African American Chambers of Commerce (TAAACC).
- Actively participated in the State HUB Discussion Workgroup to enhance staff knowledge of HUB requirements, and to provide feedback on related initiatives.
- Participated in eleven (11) HUB forums and exhibits, sixteen (16) Advocacy Group Meetings and is a co-sponsor with the Comptroller for a HUB Expo on October 24, 2017.
- Assisted HUB vendors with opportunities to present their products/services to TDI staff.
- Reviewed contract solicitation with an expected value of \$100,000 or more to determine the probability of HUB subcontracting opportunities.
- Provided a list of HUBs by the National Institute of Governmental Purchasing (NIGP) class and item and trade organizations and development centers to vendors to assist in locating potential subcontractors to respond to solicitations.
- Attended and participated in pre-solicitation conferences to introduce HUB subcontractors to prime contractors and provide instruction on TDI's HUB policy and HUB Subcontracting Plan (HSP) requirements.
- Assisted potential respondents with the HUB Subcontracting Plan (HSP) process by offering reviews of draft HSPs prior to final proposal submission.
- Captured \$2,291,134 in HUB expenses for non-reportable Special Deputy Receivership non-treasury dollars.

TDI continues to face challenges in contracts with Medical Quality Review Panel (MQRP) services since the HUB database contains limited MQRP physicians. We will continue to actively pursue qualified MQRP to apply for HUB certification.

The Texas Department of Insurance supports the State of Texas HUB Program and will continue to pursue HUB participation in the agency's procurement process. Questions regarding the TDI HUB Program may be forwarded to me at 512-676-6141 or darryl.gaona@tdi.texas.gov.

A handwritten signature in blue ink, appearing to read "Darryl Gaona".

Darryl Glenn Gaona, CTPM, CTCM
Manager/HUB Coordinator
Purchasing & Contract Administration