



Supplemental Letter for FY 2017 Annual HUB Report for Agency #608

The Texas Department of Motor Vehicles (TxDMV) continues to aggressively support the goals and intent of the Historically Underutilized Business (HUB) program. Management and staff dedicated themselves in committing TxDMV resources to provide opportunities both direct and indirect access and communication for HUB vendors. The good-faith effort to expand HUB participation for FY17 included the following:

- TxDMV signed a Memorandum of Cooperation (MOC) with the Texas African American and Texas Association of Mexican American Chambers of Commerce for further strengthen its HUB outreach and informing their constituents of purchasing opportunities.
- TxDMV established one (1) Mentor-Protégé relationship and currently is working on two (2) other agreements.
- TxDMV attended twenty-five (25) economic forums at which HUBs and small businesses received information on doing business with the TxDMV. TxDMV spoke or led out in round table discussions at five (5) of these forums. TxDMV encouraged and/or assist thirty-one (31) small businesses to register to be a HUB. TxDMV also assisted one large prime vendor to re-establish its CMBL relationship.
- TxDMV hosted forty-one (41) HUBs for in-house meetings with purchasers and end-users. These meetings were to help educate them to increase their business opportunities with TxDMV. Several of these vendors were able to do business with TxDMV. TxDMV hosted three prime vendors to discuss mentoring HUB vendors. TxDMV is also working with an IT HUB to join several IT HUBs to procure larger bids. TxDMV also corresponded via phone and e-mail directing HUB vendors on the business process with the TxDMV and other state entities.
- Hosted three (3) joint state agency/county meetings for HUBs that were coming from surrounding areas outside of Austin. This allowed the HUBs to have an increased exposure to other agencies.
- TxDMV hosted its fifth annual HUB event in April inviting HUB and prime vendors to discuss doing business with state agencies. There were twelve mentors and 311 HUBs in attendance.
- TxDMV initiated a program to inform HUBs of Request for Proposals (RFPs) by e-mailing the information from not only TxDMV, but other state agencies and universities. This has proved valuable because some HUBs have received awards that they would not have known about.
- TxDMV is actively participating in the HUB Discussion Group (HDW) which is comprised of state purchasers and HUB coordinators from state agencies and universities throughout the state. This group remains current of legislative HUB changes and makes recommendations to the State Comptroller's Office to strengthen the HUB program.
- TxDMV had several HUBs who won contracts for the first time.
- TxDMV executive management continues to be very active in the HUB program and is provided internal monthly HUB expenditure reports to ensure tracking of performance in a timely manner.

TxDmv remains committed to the success of its HUB program and will continue to explore every opportunity for HUB use. We will continue to work with the vendor community, minority organizations and chambers to further HUB outreach and utilization throughout the state of Texas. If I can provide any additional information or answer any questions, I can be reached by phone at (512) 465-1257 or via e-mail at david.chambers@txdmv.gov.

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