



TEXAS DEPARTMENT OF INSURANCE

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Agency #454 – Fiscal 2018 Semi-Annual HUB Report Supplemental Letter

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 the FY18 semiannual period included the following:

- Utilize contracts with both the Texas Association of Mexican American Chambers of Commerce (TAMACC) and the Texas Association of African American Chambers of Commerce (TAAACC) to enhance HUB participation in solicitations.
- Actively participated in the State HUB Discussion Workgroup Events to enhance staff knowledge of HUB requirements and to provide feedback on related initiatives.
- Participated in three (3) HUB forums and exhibits, four (4) Advocacy Group Meetings, and co-sponsored a HUB Expo with the Comptroller on October 24, 2017.
- Assisted HUB vendors with opportunities to present their products/services to TDI staff.
- Reviewed contract solicitations 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 codes, as well as trade organizations and development centers, to vendors to assist in locating potential subcontractors to respond to solicitations.
- Assisted potential respondents with the HUB Subcontracting Plan (HSP) process by offering reviews of draft HSPs prior to final proposal submission.
- Captured \$842,312 in HUB expenses for non-reportable Special Deputy Receivership non-treasury dollars. If these funds were allowed to be counted, it would increase TDI's overall HUB percentage to 16.80 percent.

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 encourage qualified MQRP to apply for HUB certification.

TDI supports the State of Texas HUB Program and will continue to pursue participating HUB vendors in the agency's procurement process. Questions regarding the TDI HUB Program may be forwarded to me at 512-676-6141 or my email address, darryl.gaona@tdi.texas.gov.

Respectfully,

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

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