



Supplemental Letter for FY 2014 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 FY14 included the following:

- TxDMV established three (3) Mentor-Protégé relationships and are currently working on two (2) other agreements. The protégés have collectively made over \$1,000,000 dollars.
- TxDMV attended twenty-one (21) 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 six (6) of these forums. TxDMV encouraged and/or assisted eleven (11) small businesses to register to be a HUB. TxDMV also assisted one large prime vendor to re-establish its CMBL relationship.
- Hosted thirty-five (35) HUBs for in-house meetings with purchasers and end-users. These meetings were to help 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 also corresponded via phone and e-mail directing HUB vendors on the business process with the TxDMV and other state entities.
- Hosted six (6) 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 second HUB event in April inviting HUB and prime vendors for information on doing business with state agencies. There were six (6) mentors and 168 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 will 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 provided lists of HUBs by NIGP class and item to prime vendors for solicitations requiring HUB Subcontracting Plans.
- TxDMV utilized several new HUB vendors this fiscal year.
- Provided internal monthly HUB expenditure reports to executive management 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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