



Contracting with the state: What businesses should know

About DES: The Department of Enterprise Services (DES) aims to make state contracting more accessible, transparent, and inclusive. We work with agencies and businesses to help remove barriers, create pathways to opportunities, and strengthen local communities through public spending.

Why contract with the state

Long-term customers: State agencies are ongoing partners that can provide repeat business.

Grow and diversify your business: Government contracts can help you expand your customer base.

Make a direct impact in your community: When you contract with the state, your work helps deliver services, infrastructure, and programs that support people across Washington.

Access tools, training, and support: DES offers training, technical assistance, and networking opportunities to help you learn the state contracting process and connect with agency purchasers.

How to get started

Find out if the state buys what you're selling: Check out these market research tools.

- [DES: Planned procurement](#)
- [Statewide contract sales data](#)
- [WA Open Checkbook](#)
- [Data.wa.gov](#)
- [Public libraries](#) (business and nonprofit resource page)

Register for business in Washington's Electronic Business Solution (WEBS):

WEBS is the state's online portal for searching for and bidding on solicitations. Solicitations will come to you via email. Not all counties, cities, and municipalities post their solicitations on WEBS, so please visit their websites to learn more about their contract opportunities.

- [How to get started with WEBS](#)
- [WEBS training](#)
- Access [WEBS](#) (if you are already registered)
- Need help? Call 360-902-7400 or email WEBSCustomerService@des.wa.gov

If you are a construction and public works company: Get registered with the [Municipal Research and Services Centers \(MSRC\) rosters](#).

- **Small works roster:** Public works and construction
- **Consultant roster:** For architectural/engineering, communications, consulting, and personnel companies
- **Vendor roster:** For goods, services, and maintenance companies



- Also check out:
 - **[Public Works Business Diversity Program](#)**: How we're working to remove barriers for Washington state small, minority-, women-, and veteran-owned businesses to participate in engineering, architectural, and public works contracts and subcontract.
 - **[Washington EDGE](#)**: The Washington Encouraging Diversity, Growth, and Equity (EDGE) pilot program is for small construction businesses interested in public works prime

Free virtual training:

- **[State Contracting Opportunities and the Open House](#)**: We strongly recommend you attend our monthly event, where you can learn more about state contracting and get questions answered.

Apply for socioeconomic certifications:

- [The Office of Minority and Women's Business Enterprises](#)
- [Washington Department of Veterans Affairs](#) (for veteran-owned businesses)

Develop your capability statement: Your [APEX Accelerator](#) advisor will assist you at no cost.

Stay in the know: Sign up for DES' [Business Diversity newsletter](#). Each month, we share up-to-date resources for small, diverse, and veteran-owned businesses. This month, we have information for you on several contracting topics, including training opportunities, bid opportunities, and upcoming events.

When responding to solicitations: Review requirements carefully to ensure your business is a strong match. If you're new to state contracting, consider working with a mentor or counselor. After the contract is awarded, request a debrief whether or not you are selected.

Other resources:

- [Washington Small Business Development Center \(SBDC\)](#)
- [SCORE Greater Seattle](#)
- [Tabor 100: Technical assistance request form](#)
- [DES: Do business with the state](#)
- [DES: Most common abbreviations and definitions](#)
- [Washington State Procurement Manual](#)
- [Vendor resources](#)
- [Directory of Washington libraries](#)
- [Dictionary of procurement terms](#)
- [Pierce County Business Accelerator training](#)
- [The Seattle Public Library: Business and nonprofit services](#)
- [Statewide contract sales data - State of Washington](#)
- [Office of Minority and Women's Business Enterprises \(OMWBE\) newsletters](#)
- [Business.wa.gov: Small business guide](#)
- [Business.wa.gov: Economic and Business Resilience newsletter](#)
- [Business.wa.gov: Small Business Liaison Team](#)