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Illinois Department of Innovation & Technology Launches “Mastering the State Contracting Game” Webinar Series to Demystify the State Procurement Process for Vendors

SPRINGFIELD – The Illinois Department of Innovation & Technology (DoIT) Office of Supplier Diversity, in collaboration with the IT Procurement Office (ITPO), announces the launch of a new webinar series titled “Mastering the State Contracting Game” as part of the “Leveraging Diversity in Technology Procurement” educational series.

This five-part series is designed to equip current and prospective IT vendors with the tools and knowledge needed to navigate the State of Illinois’ procurement process with confidence.

“This series pulls back the curtain on how State contracting really works,” **said DoIT’s Chief of Supplier Diversity Alice Rivera-Alfaro**. “We’re not just telling vendors what to do, we’re showing them how to do it.”

Mastering the State Contracting Game Webinar Series Schedule:

Part I – Cracking the Code: Responding to an Invitation for Bid (IFB)

January 21, 2026 | 10:00 – 11:00 AM CT

Covers mandatory vs. desired requirements, submission protocols, pricing sheets, delivery schedules, and includes live BidBuy demos.

Part II – Small Purchase, Big Opportunity: Navigating Informal Solicitations

February 11, 2026 | 10:00 – 11:00 AM CT

Focuses on small purchases under \$100K, with guidance on eligibility, response protocols, timing challenges, and BidBuy monitoring tips.

Part III – Reading Between the Lines: RFP Part I

March 11, 2026 | 10:00 – 11:00 AM CT

Breaks down RFP structures, evaluation criteria, and compliance requirements, with hands-on BidBuy access for RFP tracking.

Part IV – Building a Winning Proposal: RFP Part II

April 15, 2026 | 10:00 – 11:00 AM CT

Provides advanced guidance on crafting technical narratives, Statements of Work, and supporting documents to avoid common submission errors.

Part V – Price, Proposals, Questions, and Post-Submission Process: RFP Part III

May 13, 2026 | 10:00 – 11:00 AM CT

Covers pricing strategies, handling amendments, clarification questions, and BidBuy monitoring for updates and negotiation opportunities.

The series will be presented by representatives from the ITPO team and moderated by Reginald Lampkin, BEP/VBP Manager for DoIT Supplier Diversity. Each session will include live demonstrations in BidBuy, the State's electronic procurement system.

To register for the webinar series, visit:

<https://illinois.webex.com/webappng/sites/illinois/webinar/webinarSeries/register/9a80387164ee48848794a94bf89e0be6>

All sessions will be recorded and made available to registrants. Attendees are encouraged to participate live for Q&A opportunities and real-time system walkthroughs.

For more information about upcoming events and vendor resources, visit:

<https://doit.illinois.gov/news/events.html>.

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