

10:30 a.m. – 11:00 a.m.

SESSION FEATURING









Everything from A - Z Sample Opportunities

Electrical Work	Plumbing
Painting	HVAC
Landscaping/Plant Service	Printing
Uniforms	MRO Supplies
Furniture	Consulting Services
Electronics	Signage
Training	Catering
Vehicle Purchase/Maintenance	Demolition
Architect & Engineering Services	Construction & related trades



Solicitation Methods

- Procurement Card (P-Card)
 - Used for small dollar, non-repetitive purchases.
- Request for Bid (RFB)
 - Used for materials, equipment and construction. Can also be used for well-defined non-professional services.
- Request for Qualifications (RFQ)
 - Used for architects, engineers and design-build contracts. Also used to establish a pre-qualified list of respondents for ready service on-call agreements and as part of a two-step procurement process in addition to RFBs and RFPs.
- Request for Proposals (RFP)
 - Used for professional and non-professional services.



Procurement's Commitment to the Small Business Community

Procurement places a high value on maximizing opportunities to the small business community by:

- Tracking small and local business outreach, participation and awards for each project that is competitively solicited
- Applying Authority approved small business preferences to solicitations and evaluations (ref. Policy 5.12)
- Providing workshops and training for vendors
- Meeting with various local business associations
- Attending Trade Shows and webinars to stay current on trends and resources.



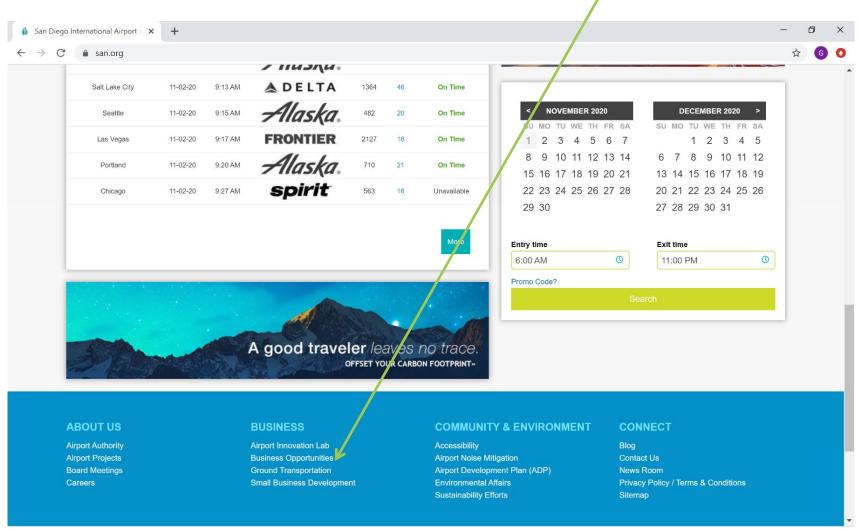
California Department Of Industrial Relations Registration Requirement

SB-854 Requires:

- All contractors and subcontractors who bid or work on a public works project must register and pay an annual fee to DIR.
- No contractor or subcontractor may be listed on a bid proposal or work on a public works project unless registered with DIR.
 - http://www.dir.ca.gov/Public-Works

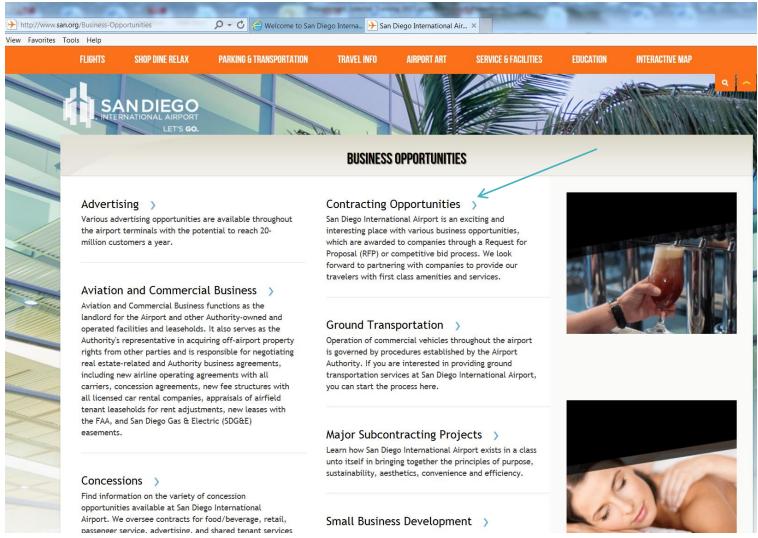


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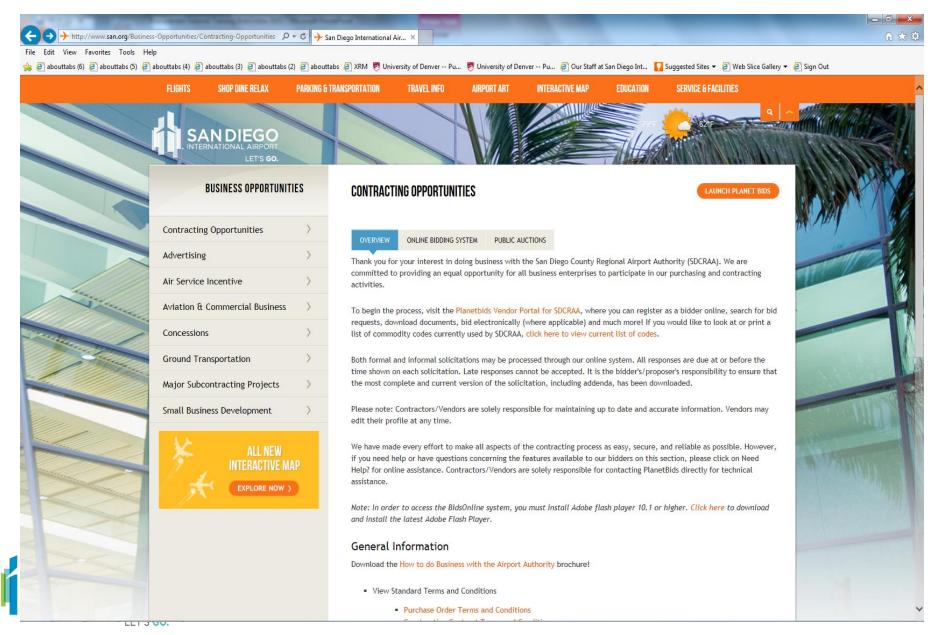


Contracting Information





Web Page and Vendor Registration



Highlights from the Authority's Contracting Webpage

- Doing Business with SDCRAA brochure
- Vendor Registration
- Contract Solicitations
- Standard Terms and Conditions
- Safety and Security Instructions for Contractors
- W-9 Form
- Links to
 - Small Business Development
 - Major Subcontract Projects
 - Concessions Management



Information to Have Available Prior to Registering

You will need the following information to register:

- ❖ Federal Employer Identification Number (FEIN)
- Vendor Name, address, and contact information
- Select at least 1 commodity code/business category (NAICS)

If applicable:

- Contractor License number and expiration date
- ❖ SBE or DBE Certification number
- DIR Registration Number

Note: Information can be updated at anytime



Registration





Contractor Responsibilities

- Contractors are responsible for:
 - Checking the bid site for bids, updates, addenda, Q&A
 - Meeting the minimum requirements/qualifications such as licenses or necessary permits
 - Submitting all required materials fully and completely <u>prior</u> to the solicitation closing time
 - Having proper insurance, bonding and payroll
 - Knowing the Purchase Order, Construction Contract or Service
 Order terms and conditions
 - Meeting the Authority's Operational Safety & Security Requirements



Tips & Tricks

- Establish a central "sales" email and password for all contracting opportunity notifications *and make sure it is checked regularly
- Review solicitations for subcontracting opportunities
- Listen and learn what is important to the contract owners by attending the pre-solicitation meeting
- Pay attention to important dates and deadlines
- For SDCRAA solicitations, check the website 48 hours before the published due date for any new addendums or project related clarifications
- Allow plenty of time for your bid/proposal submission





MEET the PRIMES

www.SANMTP2020.Eventbrite.com







THANK YOU FOR YOUR PARTICIPATION JOIN US AT OUR UPCOMING MEET THE PRIMES SESSIONS

Tues., Nov. 3, 2020

11:30 a.m. - 12 p.m. Labor

Compliance Dept.

1:30 p.m. - 2 p.m. Revenue

Generation &
Partnership Development Food & Beverage/Retail

2:30 p.m. - 3 p.m. Quieter

Home Program

4 p.m. - 5 p.m. Airport Design & Construction

Wed., Nov. 4, 2020

10 a.m. - 11:30 a.m. Public Agencies & Business Support Services Panel, Featuring:

Procurement Technical Assistance Center (PTAC), SANDAG, CALTRANS District 11, County of San Diego, North County Transit District, San Diego County Water Authority, Port of San Diego, University of California San Diego

1 p.m. - 2 p.m. Public Agencies & Business Support Services Panel, Featuring:

San Diego & Imperial Valley Small Business Development Center (SBDC), City of San Diego, San Diego Unified School District, U.S. Veteran Business Alliance (USVBA) San Diego Chapter, Business Incentive Credits