

FILIPINO AMERICAN CHAMBER OF COMMERCE OF ORANGE COUNTY



SECRETS TO SUCCESS

SUCCESS IN A CHANGING WORLD

MARCH 21, 2024

BACK BAY CONFERENCE CENTER



KARLA V. GONZALEZ, MBA

Assistant Director,
IE SBDC



*“Secrets to Procurement
in Today’s Changing
World”*

PROCUREMENT SPEAKER







Center for Contracting




who we are



The Orange County Inland Empire Small Business Development Center (SBDC) Network is comprised of over 100 small business owners and small business experts that are here to assist each client with one-on-one consulting and training.



The SBDC is a national program with over 1,000 locations which helps stimulate economic growth through business development.



We're a proud resource partner of the U.S. Small Business Administration (SBA) and the California Governor's Office of Business and Economic Development (GO-Biz).



The Team



Victor Londot
IE SBDC



Lupe Amith
IE SBDC



Troy Small
CV SBDC



Jackie Guilfucci
IE SBDC



Michael Faraj
OCHCC SBDC



Karla V Gonzalez
IE SBDC

Center for Contracting Upcoming Events



 THE METROPOLITAN WATER DISTRICT OF SOUTHERN CALIFORNIA

 Contractor Academy Orientation

April 17, 2024
4:00 p.m. – 5:00 p.m.

We are pleased to extend an invitation to our upcoming **Contractor Academy Virtual Orientation**. This gathering guarantees an evening of meaningful connections, enriching conversations, and fresh opportunities. The event is free, and we will be discussing our upcoming Contractor Academy Program and upcoming contract opportunities.

To Register for Zoom Meeting, [CLICK HERE](#) or scan QR code.



SCAN ME

  Emerald Cities  Center for Contracting  SoCalREN



 AMERICA'S SBDC CALIFORNIA
ORANGE COUNTY | INLAND EMPIRE

SAVE THE DATE

2024 SOUTHERN CALIFORNIA CONTRACTING CONFERENCE

Thursday, June 6 | 9 a.m. – 3 p.m.
Riverside Convention Center

The 2024 Southern California Contracting Conference is a chance for you to discover new opportunities to grow your business. At the conference, you will learn about doing business with the federal and state government, local cities and municipalities, and corporations throughout the region. Plan to attend the 2024 Southern California Contracting Conference and take advantage of educational sessions, procurement matchmaking, and a dynamic exhibitor showcase.

For more information about the conference, please e-mail Karla Gonzalez at karla.gonzalez@ociesbdc.org.

Link for workshops: <https://ociesmallbusiness.org/events-new/>



Research

**Certifications
& Capability
Statements**

**Contracts/
Bids**

**Managing a
Contract**

[Center for Contracting - OCIE SBDC \(ociesmallbusiness.org\)](http://ociesmallbusiness.org)

How Can **Your** Business Benefit from Local, Corporate and Government Opportunities ?



Who are Corporations and Government Agencies



FORTUNE
500



What do Corporations and Government Agencies Buy?



EVERYTHING



What was spent last year in contracting?

Utilities (Under the CA Public Utilities CPUC)

\$4.01 Billion Spent with Diverse Suppliers

National Minority Supplier Development Council (Fortune 500 Companies)

\$396 Billion Spent with Diverse Suppliers

Federal (Largest Buyer in the World)

\$637 Billion Spent with Diverse Suppliers

BILLION\$\$\$\$!!!!!!!

What was spent last year in contracting?

State of CA (5th Largest Economy in the World)

\$10 - \$12 Billion Spent with Diverse Suppliers

Fiscal Year

\$3.3 BILLION of Contract Dollars were awarded to Certified Small Business

24.82%

\$646 MILLION of Contract Dollars were awarded to Disabled Veteran Business Enterprises

4.82%

\$1.04 BILLION DBE Commitment Amount for Contract Dollars

22.34%

How can your Business Benefit?



Getting Started...



1. Research

Define Target Market

- How do they Buy
- Do they require Special Permits/licenses/etc
- Do they have a need for my product or service

Identify and Define Industry Codes

Market Research (SBDC Intel)

Webinars (SBDC/PTAC)



2. Understand Contracts and Bids

Understanding the Different Types of Bids

Registering to receive bid notifications

Searching for Bids

Research Past Performance

Learn to read and response to a Solicitations



3. Identify if Certifications & SAM are needed



- Identify Ownership Breakdown
- Business Documents in Order
- Certifications – Supplier Diversity
 - “The Who Cares”
- Registering in Portals
- Networking
- Connecting with Primes
- Capability Statements

Diverse Certifications

Federal

- 8(a)
- WOSB / EDWOSB
- SDVOSB / VOSB
- HubZone



Federal WOSB Set Aside

General Information

Contract Opportunity Type: Combined Synopsis/Solicitation (Original)

All Dates/Times are: (UTC-05:00) EASTERN STANDARD TIME, NEW YORK, USA

Original Published Date: Feb 09, 2023 09:15 pm EST

Original Date Offers Due: Feb 24, 2023

Inactive Policy: Manual

Original Inactive Date: Mar 26, 2023

Initiative:

- None

Classification

Original Set Aside: Women-Owned Small Business (WOSB) Program Set-Aside (FAR 19.15)

Product Service Code: 59 - ELECTRICAL/ELECTRONIC EQPT COMPNTS

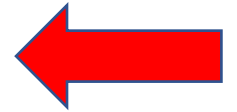
NAICS Code:

- 335999 - All Other Miscellaneous Electrical Equipment and Component Manufacturing

Place of Performance:

Description

Proposed procurement for NSN 5999016189648 PARTS KIT,ELECTRONI: Line 0001 Qty 8 UI EA
Deliver To: By: 0104 DAYS ADO This Solicitation may result in an Automated IDC (Indefinite Delivery Contract). The term of the contract/order will be one year or until the aggregate total of orders placed against the contract/order reach 250000.00. The estimated number of orders per



Diverse Certifications

State

- Small Business
- SB Public Works
- Disabled Veteran Business Enterprise



DOT Federally Funded Projects

- Disadvantage Business Enterprise (DOT)



DGS – State of CA DVBE Incentive

the State determine Contractor is a target of Economic Sanctions or is conducting prohibited transactions with sanctioned individuals or entities, that shall be grounds for rejection of the Contractor's bid/proposal any time prior to contract execution, or, if determined after contract execution, shall be grounds for termination by the State.

D) Program Requirements and Incentives

1. **The Disabled Veteran Business Enterprise (DVBE) Program requirement for this solicitation has been waived; however, the DVBE Incentive still applies.**
2. **DVBE Incentive**

In accordance with section 999.5(a) of the Military and Veterans Code (MVC), an incentive will be given to bidders who exceed the DVBE program requirement. For evaluation purposes only, the State shall apply an incentive to bids that propose California certified DVBE participation as identified on the Bidder Declaration GSPD-05-105 and confirmed by the State. The incentive amount for awards based on low price will vary in conjunction with the percentage of DVBE participation.

Invitation for Bid #7CA05991
Tree Trimming Services
Department of Forestry and Fire Protection
Page 8 of 46

The following incentive award will apply. Incentive points will be applied to the non-cost points section for evaluation purposes.

Confirmed DVBE Participation of:	DVBE Incentive
5% or Over	5%
4% to 4.99% Inclusive	4%
3% to 3.99% Inclusive	3%
2% to 2.99% Inclusive	2%
1% to 1.99% Inclusive	1%

For awards based on low price, the net bid price of responsive bids will be reduced (for evaluation purposes only) by the amount of DVBE incentive as applied to the lowest responsive net bid price. If the lowest responsive, responsible bid is a California certified small business, the only bidders eligible for the incentive will be California certified small businesses.

An explanation of the DVBE Incentive can be found at the following website:
<https://www.dgs.ca.gov/OBAS/Resources/Page-Content/OBAS-Resources-List-Folder/DGS-SB-DVBE-First-Policy>.

Diverse Certifications

Utilities and Corporate (Fortune 1000)

- Woman Business Enterprise
- Minority Business Enterprise
- LGBTQ
- Person with Disabilities
- DVBE



Public Utilities

The screenshot shows the Edison website's 'How to Do Business With Us' page. At the top, there is a navigation bar with the Edison logo (Southern California Edison, Energy for What's Ahead), a search bar, and a 'Log In / Register' link. Below the navigation bar is a breadcrumb trail: Home > Partners & Vendors > Buying and Selling > Supplier Diversity and Development > How to Do Business With Us. The main content area features a photo of a woman in a yellow hard hat shaking hands with a man in a suit. To the right of the photo is the heading 'How to Do Business With Us' and a paragraph of introductory text. Below this is a scrollable box for 'Step 1: Get Certified'. This box contains the text 'We accept certifications from the following agencies:' followed by a bulleted list of three agencies: The Supplier Clearinghouse (minority, women, or LGBT businesses), Department of General Services (California Procurement Division), and Small Business Administration (SBA). A red arrow points to the list. Below the list is a note about the CPUC Clearinghouse and a 'Close X' button. Below the scrollable box is a section for 'Step 2: Get Registered'.

Corporate



WHO WE ARE

We believe that including diverse suppliers in our sourcing process provides us the greatest opportunity to develop the most innovative, highest quality, and most cost-effective business solutions. Through direct experience, we know this strengthens our company on the inside and supports communities on the outside. We strive to ensure that our business leaders have a broad understanding of the business case for working with diverse suppliers and the competitive advantage that a robust Supplier Diversity process provides the company. We invite you to be part of the magic!



WHAT WE DO

We support The Walt Disney Company's diversity strategy by developing and leading a world-class Supplier Diversity process that:

- articulates the value of a robust supplier diversity process
- enables diverse suppliers to compete for sourcing opportunities
- facilitates a healthy, fact-based dialogue between Disney and external interest groups



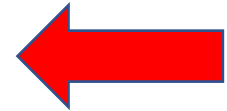
HOW WE DO IT

Identification - We identify minority, woman, veteran, and/or service-disabled veteran, LGBTQ, and/or disabled owned enterprises businesses for Disney professionals that are capable of meeting our business requirements.

Qualification - We determine relevant diverse business criteria such as competencies, geographical scope, and capacity.

Due Diligence - We validate diverse status through certification compliance. We use [WBENC](#), [NMSDC](#), and [Department of Veterans Affairs](#), [NGLCC](#), and [DisabilityIN](#) to verify certification.

Outreach - We actively seek diverse suppliers through participation in national, regional and local diverse-owned business development organizations, advocacy groups, and trade shows.



4. Managing the Contracts



Bonding



Department of Industrial Relations (DIR)



Worker's Comp Requirements



Prevailing Wages



Certified Payroll



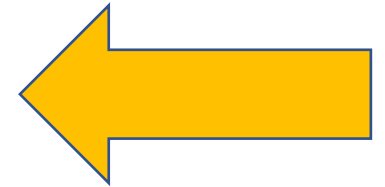
Working Capital (Cashflow)

Are You Ready for Contracting ?

Is in Business
(Preferably at least 1 year)

Have all Licenses
and Permits in place

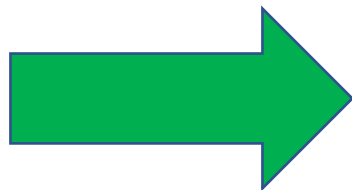
Legal Structure
Documents are in
order



Clear understanding
of the Product and
Service you are able
to provide

Generating
Sales/Revenue
(preferably over \$25k)

Financial Capacity



Ready to Expand into
New Markets

(Utilities, Federal, State,
Fortune 1000 Companies,
Local Cities/Counties)

*If not ready, Attend
the Contracting 101
Series*







contact us



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866-616-7232

www.calendly.com/ociesbdc/15min



THANK YOU

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