

A large, stylized, light blue Phoenix logo is centered in the background of the slide. The logo is composed of several curved, overlapping shapes that form the bird's head and tail. The background is a solid dark blue color.

Enhanced Local, Small Business Participation for City Procurements

*Presentation to the
Maricopa Association of Governments
July 11, 2012*

FINANCE DEPARTMENT
PROCUREMENT DIVISION

City of Phoenix



Reasons to enhance local participation

Enhance Local, Small Business Participation for City Procurements

Ongoing requests

- *Mayor and City Council have regularly sought increased opportunities for local Business to participate in City procurements*

Benefits

- *Creates jobs / reduces unemployment*
- *Increases state and local sales and income tax revenue*
- *Encourages economic development*
- *Popular support from local business community*



SBE Contract Reserve

- *Small Business Entity (SBE) program with extensive certification process*
- *SBE Contract Reserve program allows for competition to be limited (set-aside) only to SBEs for goods and general services contracts of any value*
- *Number of SBE Reserve contracts is relatively low given the stringent certification process*
- *City manages an online SBE database and is responsible for its accuracy and currency*
- *SBE Reserve Set-Asides are done at buyer's discretion*
- *Notices must be sent outside the online system*



Online Vendor Registration

- *Vendors register online*
- *Vendors maintain and update their information*
- *Vendors identify what products and services they sell (commodity codes)*
- *Vendors identify additional information about themselves (SBE Certified, Local, Small, etc.)*
- *Solicitation notices are issued within the system, to vendors with commodity codes matching the goods and services sought in the Solicitation*
- *Buyer can limit which vendors receive notices based on search criteria*



Local Small Businesses Set-Aside Program

- *Expands the existing SBE program*
- *Uses same standards*
 - *Small business based on the SBA standards*
 - *Local business means principal place of business in Maricopa County*
 - *Limit on owner's net annual income*
- *Allows SBE vendors to self-certify* ← New
- *Limits set-aside to contracts under \$50,000* ← New
- *Requires Buyer to look for SBEs on every solicitation under \$50,000* ← New



New Program Opportunity (cont.)

*Enhance Local, Small Business
Participation for City Procurements*

Benefits of new program

- *Faster process*
 - *Registration*
 - *Finding SBEs*
 - *Notifying SBEs*
- *Larger numbers of SBE participating*
- *Larger numbers of resulting SBE contracts*
- *Limits risk to City*
 - *Lower dollar contract values*
 - *SBEs responsible for inputting their information into the system and keeping it current*
- *Greater attainment of policy objectives*



Vendor Management System

- <http://bizopps.phoenix.gov>
- *Went live April 10, 2012*
- *Registrations only through June 30, 2012*
- *Vendor queries and Notices started July 2, 2012*
- *Local Small Business Set-Aside started July 2, 2012*
- *Over 2,000 vendors registered*
 - +/- 100 Certified SBEs*
 - +/- 500 Local SBEs*
 - +/- 300 Arizona SBEs*



Local Small Business Set-Aside Program

- *Share program information and reports*
- *Share size and location standards*
- *Share access to the City of Phoenix VMS*
- *Program questions*
 - *James Scarboro, Deputy Finance Director*
 - *(602) 534-4460*
 - *james.scarboro@phoenix.gov*



Questions?