



*Enhanced Local, Small Business
Participation for City Procurements*

*Presentation to the
Maricopa Association of Governments
May 1, 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*



Current Solicitation Small Business Program

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Current Solicitation Process

- *Solicitations placed on City's web site*
- *Vendors regularly check web site for applicable solicitations*
- *Vendors request to be notified by City Depts.*

Current SBE Program

- *Small Business Entity (SBE) program with extensive certification process*
- *Small business procurement limited to certified SBEs*
- *Limited number of certified vendors in program for some goods and services*



Online Vendor Registration

- *Vendors register online*
- *Vendors maintain and update their information*
- *Vendors identify what products and services they sell (commodity codes)*
- *City actively encourages businesses to register, with the help of local business partners*

City use of vendor registration system

- *Notices for all solicitations issued through the system*
- *City identifies registered vendors and actively notifies them through the system via e-mail for solicitations fitting their business*



Best Practices – Local, Small Business Set-Aside

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Local Small Businesses self-certify when registering

- *Expand the SBE program to include self-certified Local, Small vendors*
- *Small business based on the SBA standards*
- *Local business means principal place of business in Maricopa County*

Set-Aside procurements under \$50,000 for Local Small Businesses

- *Require all goods and services purchased under \$50,000 to be procured from Local, Small vendors if available*
- *Modify regulations to require all Depts. to used registration system to notify vendors of solicitation*



City of Phoenix, Vendor Management System

- *Went live April 10, 2012*
- *Registrations only through June 30, 2012*
- *Bid notices to vendors via the system start July 1, 2012*
- *Local Small Business Set-Aside program to start same time*

Procurements under \$50,000

- *Worth approximately \$17m annually*



Local Small Business Set-Aside Program

- *Share program information with other local governments via local professional association (AZNIGP)*
- *Local Small Business registration information available for procurement purposes to other Maricopa County local governments*
- *Questions on program or access to information:
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Questions?