

HOUSEKEEPING



- All participants are muted to reduce background noise
- Use the chat feature to ask questions
- This training is being recorded
- We will be pausing throughout the presentation to address questions
- Please be patient
- Complete the post-event evaluation



LUNCH AND LEARN MODULE 1

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<https://www.sdivsbdc.org/>



INTRODUCTIONS



WHAT

- Five instructional trainings
- Meet the buyers
- Sponsored by the County of San Diego
- Collaboration
- Training, Events, and One-on-One Support

WHY

- The County of San Diego wants to increase small business participation
- Provide small business with the knowledge, understanding, and resources

WHO

- The County of San Diego Small Business Department
- The San Diego & Imperial Valley SBDC Network
- Cheryl Brown, MBA, Program Advisor II

The 1st Wednesday of the month



TODAY'S AGENDA



- About the County of San Diego
- What does the County of San Diego procure
- How the County of San Diego procures goods and services
- Navigating the County of San Diego's procurement website and bid management system
- Getting Started
- Coming up

ABOUT



- San Diego County is made up of 18 incorporate cities and towns along with other charismatic neighborhoods and communities
- The area encompasses 4,300 square miles with 70 miles of beach along the Pacific Ocean. Roughly the size of the state of Connecticut, the county area is 65 miles from north to south and 86 miles from east to west
- The second most populous of California's 58 counties, and is the fifth largest county in the United States
- Expected expenditures for 2021? \$6.55 Billion!
- 5% price preference applied to RFB and RFP procurements for Local Businesses *that are also* a Small Business (SB), Veteran-Owned Business (VOB) or Disabled Veteran Business Enterprise (DVBE)

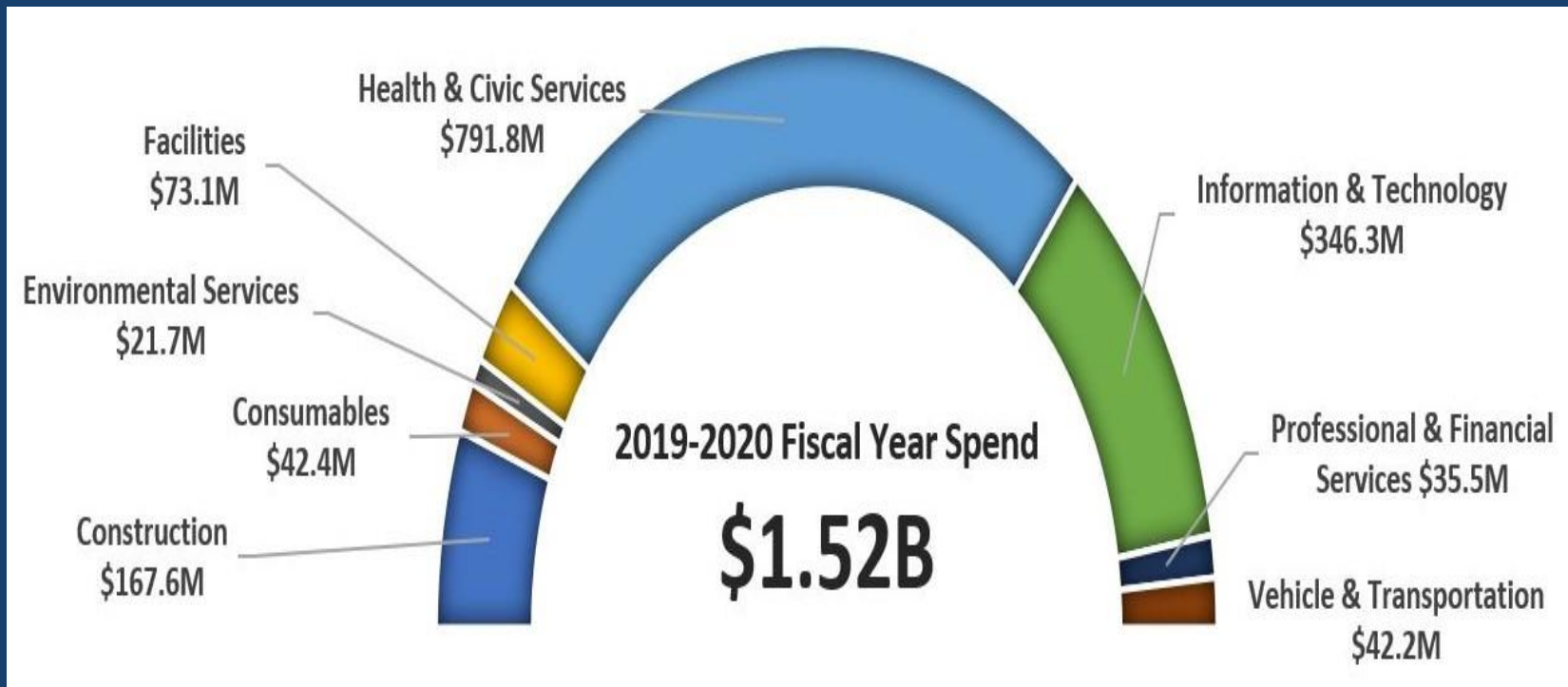
DEPARTMENTS



- Health and Human Services (\$2.53 Billion): 8 Departments
- Public Safety Group (\$2.05 Billion): 10 Departments
- Finance and General Government Group (\$776.38 Million): 15 Departments
- Land Use and Environment Group (\$650.08 Million): 9 Departments
- Finance and Other (\$415.82 Million): 9 Departments
- Capital Program (\$129.72 Million): 7 Departments

Source: http://sandiegocounty.budget.socrata.com/#!/year/2021/operating/o/drilldown_1_group

WHAT DOES THE COUNTY BUY?



The County's FY2021 Operating Budget is \$6.5 Billion, representing a 4.7% increase from the prior year

EXAMPLES...



- Educational Instructors
- Entertainers
- Environmental Consulting
- Landscaping Services
- Employment Services
- Vehicles
- Towing Services
- Construction Services
- Microsoft Tablets
- Professional Consulting
- Security Guard Services
- Trees and Shrubs
- Jet Fuel
- Airport Management
- Printing Services
- Marketing Services

Source: <https://buynet.sdcounty.ca.gov/>



HOW DOES THE COUNTY BUY?

SIMPLIFIED

\$0 - \$2,500

P-Card

\$2,500 - \$250,000

Request for Quote (RFQ)

FORMAL/COMPETITIVE

Over \$250,000

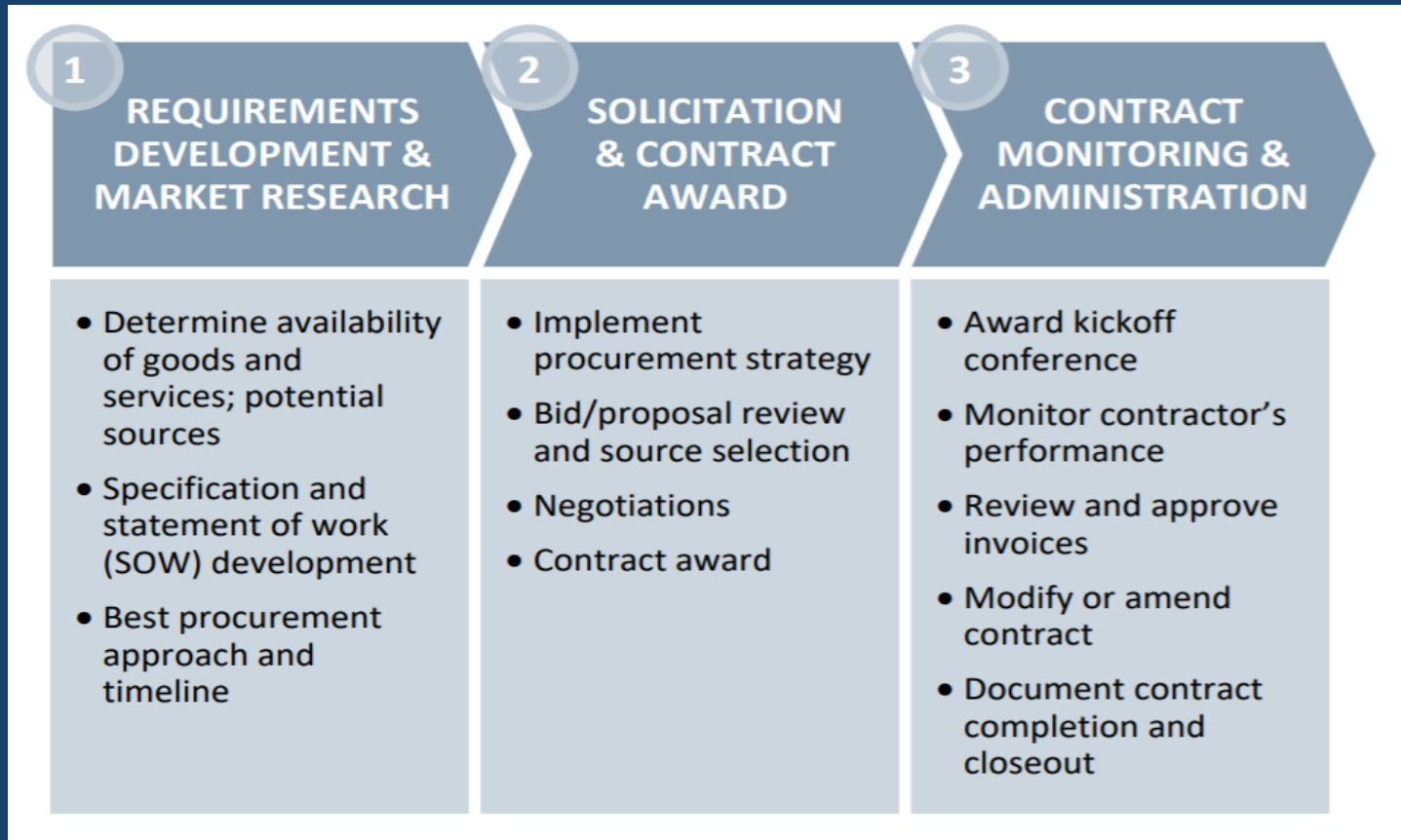
Request for Bid (RFB)

Request for Proposal (RFP)

Request for Statement of
Qualifications (RFSQ)

Reverse Auctions (RA)

THE PROCESS

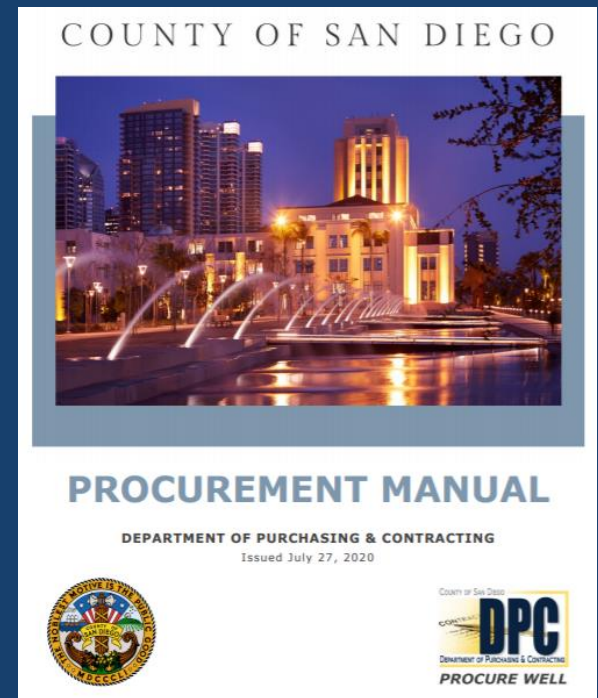


PROCUREMENT MANUAL



- Any business that is a valid business with the ability to operate in California can do business with the County
- The County does not discriminate against, or grant preferential treatment to, any individual or group on the basis of race, sex, color, ethnicity, or national origin in the public procurement function
- Board approval
- Local small business program

https://www.sandiegocounty.gov/content/dam/sdc/purchasing/docs/dpc_procurement_manual.pdf



COUNTY OF SAN DIEGO LINKS



- Purchasing and Contracting:
<https://www.sandiegocounty.gov/content/sdc/purchasing.html>
- Doing Business with the County of San Diego:
<https://www.sandiegocounty.gov/content/sdc/purchasing/DoingBusiness.html>
- BUYNET: <https://buynet.sdcounty.ca.gov/>
- Search Contracts:
<https://www.sandiegocounty.gov/content/sdc/purchasing/documentum-contract-search.html>

A red circle with a black outline, tilted slightly to the right. Inside the circle, the text "Let's play!" is written in a bold, black, sans-serif font. The text is white-outlined and slanted to match the circle's tilt. "Let's" is on the top line and "play!" is on the bottom line.

**Let's
play!**

THE DIRT: PROS/CONS



PROS

- Robust procurement website
- Easy to navigate
- Straight forward proposal documents
- Buys everything
- Accepts certifications from other entities
- Transparency

CONS*

- Minimum requirements
- 90% of opportunities are publicized
- Turnaround times can be tight
- No wiggle room
- Payment processing
- Transparency

*As with most agencies

COMING UP

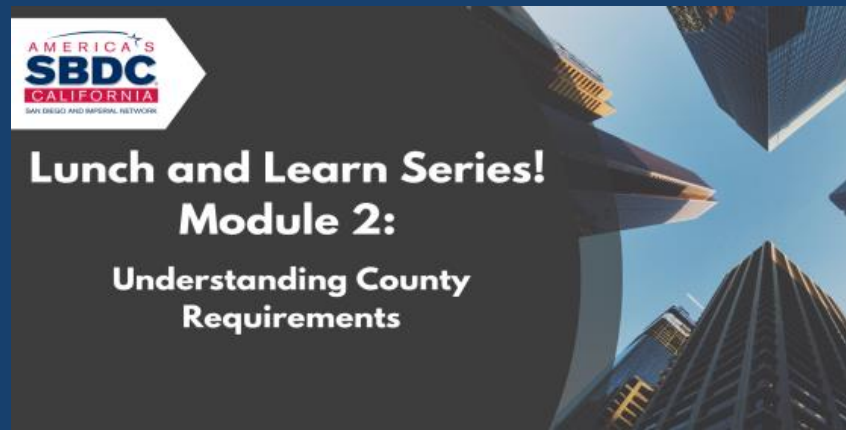


Lunch and Learn Series! Module 2: Understanding County Requirements

Wednesday, November 3rd

11:00 AM – 1:00 PM

<https://sdsbdc.ecenterdirect.com/events/14791>



GETTING STARTED



- Research whether or not the County of San Diego procures your products or services
- Get familiar with the County of San Diego's procurement process
- Register for Module 2: Understanding County Requirements:
<https://sdsbdc.ecenterdirect.com/events/14791>
- Want more? On Demand Government Contracting Series:
<https://www.sdivsbdc.org/on-demand-training-government-contracting/>

NO COST SUPPORT



- Business Planning
- Strategic Planning
- Access to Capital
- Proposal Writing
- Capabilities Statements
- Certifications
- Startup
- Marketing
- Technology Commercialization

Live Trainings

On Demand Trainings

Virtual Trainings

One-on-One Advising

www.sdivsbdc.org



QUESTIONS

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