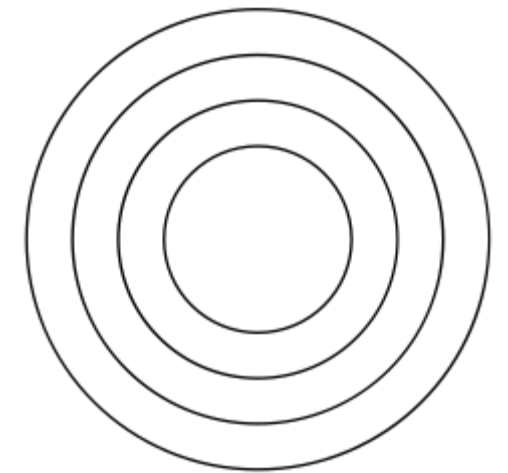




City of San Antonio Vendor Orientation

PRESENTED BY: ANN EATON, EDD MANAGER



Vendor Orientation



About:

- **Purpose:** Connect businesses with City small business programs.
- **Frequency:** Six (6) events hosted annually as indicated in the 2018 Diversity Action Plan.

City Departments and Partners Available:

- | | | |
|------------------------|------------------|---|
| • Aviation | • Alamo Colleges | • Southside First |
| • Economic Development | • Centro | • San Antonio for Growth on the Eastside (SAGE) |
| • Finance | • Launch SA | • Westside Development Corporation |
| • Public Works | • LiftFund | |
| • Solid Waste | • Maestro | |

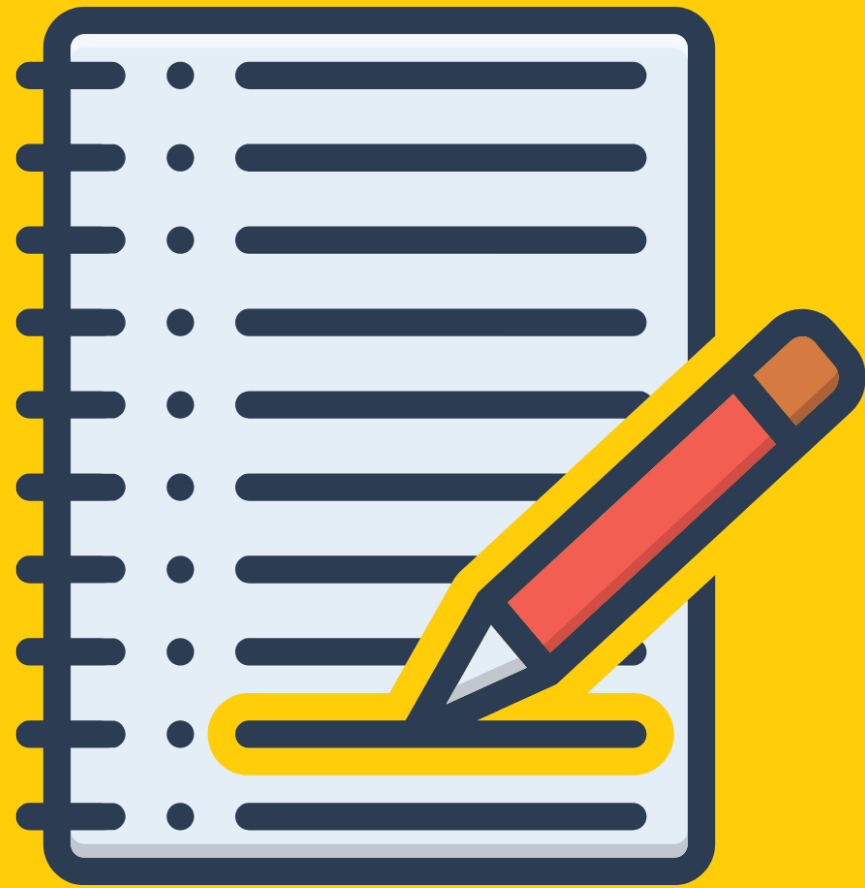
Vendor Orientation Topics:

- How to Register as a Vendor and Managing Your SAePS Profile
- SBEDA Program Requirements
- Mentor Protégé Program Overview
- Bidding on City of San Antonio Contracts
- Overview of Upcoming Solicitations
- Learn about the Loan Interest Buydown Program
- Access to Capital

When businesses were asked about their experience with Vendor Orientation, we found:

94% businesses have found this event helpful

100% businesses would refer it to a friend



Sample Agenda

City of San Antonio
Vendor Orientation
October 27, 2020

Access to Capital

- *Liftoff & Small Business Administration*

City of San Antonio Small Business Resources

How to Register as a Vendor and Do Business with the City

- *How to Register as a Vendor with the City and the San Antonio Electronic Procurement System (SAePs)*
- *How to respond to a RFP/RFQ/RFCSP and Discretionary Solicitation Factors*
- *Construction and Design Services with the Public Works Department*
- *ACDBE Proposed Goals & Upcoming Bidding Opportunities*

Workforce Development

- *Workforce Solutions Alamo*

Community Partners and Recovery & Resiliency Efforts

- Community Partners
 - Launch SA
 - Westside Development Corporation
 - Maestro
 - Southside First
 - San Antonio for Growth on the Eastside (SAGE)

Brainstorming

Session:



Update on Videos

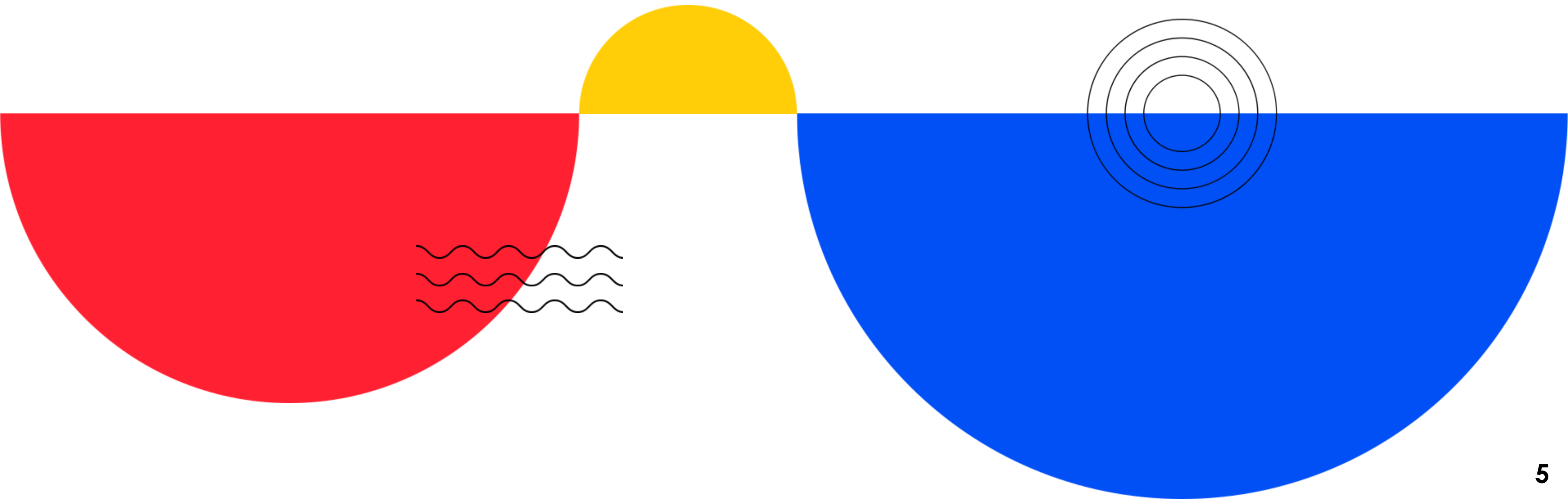
Interactive Workshops/Sessions

- Solicit community partners to conduct interactive workshops/sessions to help businesses develop skills to be more competitive in solicitations

Examples – Walkthroughs on:

- How to Register as a Vendor
- Request for Proposal (RFP) Process
- Procurement Appeals Procedure Process

Discussion





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