



# Small Local Business Enterprise Newsletter



Clayton County Central Services and Clayton County Water Authority (CCWA) hosted its Annual Small Local Business (SLBE) Expo on September 25th at the Clayton State University Student Activity Center.

The Expo showcases certified small business through both Clayton County and CCWA's Small Local Business Certification Programs. The theme of the event was E-Procurement, a rapidly growing trend in the procurement industry. The keynote speaker was Ellen Nasrallah, Senior Business Development Executive of BidNET presenting the benefits of E-procurement in public and private sectors.



The Honorable Jeffrey E. Turner, Chairman Clayton County Board of Commissioners gave welcoming remarks and Bernard Franks, General Manager of Clayton County Water Authority served as Moderator.

Procurement Panelist field questions from audience members on bidding opportunities, how to register with each entity, how to resolve prime and subcontractor conflicts and veteran related opportunities.

The panel consisted of representatives from Clayton County Water Authority, Clayton County Central Services, City of Atlanta Contract Compliance, DeKalb County Purchasing and Contracting and Fulton County Purchasing and Contracting.



## Purchasing Tip

- Get to know the buyers.
- Provide a summary of products or services.
- Get on the LIST of vendors

## Contracting Tip

Never omit forms or submit blank forms when responding to bids.

## Upcoming Events

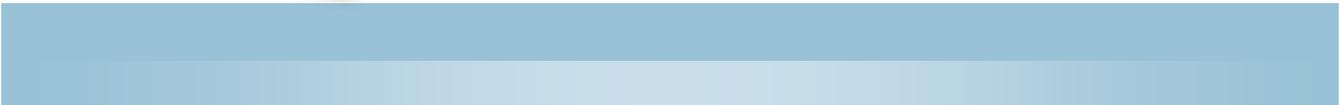
[How to Get Certified Workshop 10/11/18 10 am](#)

[Mandatory SLBE Workshop 11/13/18 9 am](#)

[Confidence in Leadership for Business 1/2018-TBD](#)

## Upcoming Bidding Opportunities

- Lake Spivey Phase IV
- Fire Station #9 & #15 Renovation
- SW Intergenerational Center
- Demolition of the VIP Complex Int'l Park
- Demolition of Nassau Building at Int'l Park



## Doing Business with Clayton County- C-VAP

### Clayton Vendor Access Portal

#### What is C-VAP?



**C-VAP is Clayton County's Vendor Online Registration System for any licensed business seeking opportunities with the County.** The portal will allow vendors to manage their own account information, view purchase orders, invoices and 1099 data.

To register, go to <https://selfservice.claytoncountyga.gov/MSS/Vendors>

### NIGP Codes Explained

For over 60 years, the National Institute of Government Purchasing (NIGP) has specialized in developing, supporting, and promoting the public procurement profession.



The NIGP Commodity/Services Code was developed to better classify products and services in public procurement. The code is commonly used to classify suppliers and track data within strategic sourcing and spending analysis by state and local governments. The NIGP Code is the standard taxonomy for classifying commodities and services for 1,000 government users in 47 states, the District of Columbia, Canada, Australia and the Virgin Islands.

Periscope Holdings has the exclusive license from the NIGP to maintain, enhance, and market the NIGP Code.

NIGP Codes are devised of several different levels with varying degrees of detail in a set hierarchy. The top most category (called Segment) defines the overall type of code. Underneath the Segment is the Family category that defines the code further. So a code beginning with 4412 is for Office Supplies. Commodity Codes can drill down all the way to a specific code within the initial category, such as a code just for pencils. The more numbers behind the original code (not including zeros), the more detailed the code.

Clayton County uses the 5 digit code to classify vendors/suppliers. NIGP Codes can be found on Clayton County Governments website under Central Services.

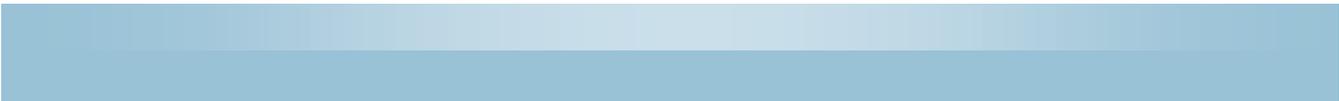
## WE WELCOME OUR NEWLY CERTIFIED FIRMS!!!!



VENDORS	DESCRIPTION
Frontier Electric, Inc.	Drywall and Insulation Contractors
The Cleaning Company, Inc.	Janitorial Services
The Whisper Group, LLC	Construction- Commercial and Institutional Builders – Concrete
Vibha Singla, CPA, P.C.	CPA – Accounting – Book Keeping
Vicious Sound, LLC	Music Systems – Amplifiers – Navigation Systems – Window Tint
VI Training and Consulting Company	Computer System Design – Human Resources Consulting
Bearings & Power Group, LLC	Electrical Accessories – Alternators – Generators – Ammeters
Leavy Engineering and Building Commissioning, LLC	Design and Commissioned Projects – Facility Assessments
South Atlantic Masonry	Construction Services – Masonry
Dawson Realty & Mortgage	Real Estate – Financial & Consulting Services
J Squared Plumbing	Plumbing – Heating & Air Contractors
Taylor Interiors	Drywall & Insulation – Building Finishing Contractors
The Paint Doctor	Painting – Caulking – Dry Wall
Nu Energy Atlanta Electrical, LLC	Electrical – Lightning – Institutional Wiring – Construction



★★★★★★★★★★★★★★★★★★  
 ★ **Certified Businesses** ★  
 ★ **to Date** ★  
 ★ **158 SLBEs** ★  
 ★ **104 MWBEs** ★  
 ★ **13 LVPs** ★  
 ★★★★★★★★★★★★★★★★★★



### How Can Advertising Help Your Business?

Advertising can help grow your business. It attracts new customers and helps you to sell more products and services to existing customers, leading to increased profitability.

The benefits of small business advertising include”

- Increase Foot Traffic
- Generate Leads
- Introduce New Products
- Highlight Product Enhancements
- Get Traffic to Web Page
- Improve Brand Awareness
- Drive Immediate Online Sales
- Lift Brand Image
- Stand Out from the Competition
- Grow your email List of Social Following
- Boost Content Marketing Impact

# Central Services Contract Division Host Invitation to Bid (ITB)/Request for Proposal (RFP) Workshop

The workshop explained the Clayton County's Invitation to Bid and Request for Proposal process to suppliers interested in doing business with the County. Attendees learned the Competitive Procurement method for purchases of materials, supplies, equipment, or services in \$75,000 or more as well as industry terminology commonly used in the process.

Clayton County's bidding opportunities can be found on it's website at:

<https://www.claytoncountyga.gov/government/central-services/general-information-on-bids-and-proposals>.



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