



# Small Local Business Enterprise Newsletter



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## SLBE Program Expands

Clayton County Central Services Department revises its Small Local Business Enterprise Program (SLBE) Ordinance as of February 15, 2022. The program changes include expanding from six (6) counties to eleven (11). Along with Clayton County, the Program will now include Cherokee, Cobb, DeKalb, Douglas, Fayette, Fulton, Gwinnett, Henry, Rockdale, and Spalding Counties. Which means that businesses located in those counties can now apply for SLBE certification.

Additional program changes include increasing applicants eligible personal net worth cap from \$750,000 to \$1.32 Million.

## Supplier Survey

Central Services Department has created its first official feedback questionnaire which can be located on the Clayton County's website under the Central Services Department's page. Any feedback from suppliers will help Central Services Department improve the supplier's Procurement experience with Clayton County.

The survey asks questions regarding procurement services as well as customer service skills provided by the Department. Suppliers answers are important and responses will be used to assist in the continuing efforts to improve programs and services provided.

The survey may be accessed at <https://www.surveymonkey.com/r/CCcentralservicesexternal>

# New Initiatives

## **Mentor Protégé Program**

Clayton County Central Services has implemented a Mentor Protégé Program. The program was approved by the Board of Commissioners on February 15, 2022.

The program seeks to:

- Build capacity of local business
- Increase Access to Organizations
- Enhance Business Competencies

### *Minimum Program Qualification for Protégé*

- Must be a certified SLBE with Clayton County
- Registered vendor with Clayton County
- In good standing- not on suspension or on Federal, State or Local Debarment lists
- Must be a for-profit business concern



Interested applicants must contact [centralservices.slbe@claytoncountygga.gov](mailto:centralservices.slbe@claytoncountygga.gov) for certification and MPP application information.

## **Memorandum of Understanding with Small Business Administration**

Clayton County has entered into a Memorandum of Understanding (MOU) with the Small Business Administration (SBA). The MOU allows for Clayton County to partner with SBA to provide resources to the small business community.

The MOU allows for dissemination of up-to-date information to the small business community regarding SBA's business development services, programs and services, sharing of access to resource partners, and speakers to participate in workshops, conferences, seminars and other activities to discuss SBA financing, government contracting and other business topics.



# Opportunities

Clayton County welcomes the opportunity to do business with you.

Before you engage in doing business with the County, be aware of solicitation limits by procurement methods.

The One (1) Quote procurement method is used when a purchase does not exceed \$5,000.00 .

Three (3) Quotes are obtained for all purchase requests over the sum of \$5,001.00 and up to \$74,999.99

Request for Quotes (RFQ) may be used when a purchase request is a service such as installation or repairs, and is between \$5001.00 and \$74,999.99 and requires insurance. A contract will be attached to this type of procurement method. RFQ's will include a Solicitation form, Compliance requirements, Insurance requirements and requested form submittals, along with a copy of the draft contract.

Invitation to Bid (ITB) is a competitive sealed bid process for cost of Services \$75,000 or greater. Specifications are usually clear and defined and cost is the primary basis of the award.

Request for Proposal (RFP) is a competitive process used when the Sealed Bid method is not practical or advantageous. Cost is NOT the primary consideration. RFPs are usually used to procure service contracts, highly technical equipment, etc. This process requires an Evaluation Committee to review proposal submittals.

## Upcoming Opportunities

All solicitations can be found on the Central Services Department webpage at [www.claytoncounty.gov](http://www.claytoncounty.gov).

Small Business Trade Center

Various Roadway Construction

Billboard Advertisement for Clayton County

COVID-19 Mobile Vaccination Services

Tennis Management Services



# CLAYTON COUNTY CENTRAL SERVICES BIDNET DIRECT

## WHEN

RFQ (Request for Quote) 03/14/2022  
Three Quotes 03/14/2022  
ITB (Invitation to Bid) 03/14/2022  
RFP (Request for Proposal) Late Spring 2022

## NEW

In efforts to improve service and efficiency, Clayton County Central Services is now using BidNet Direct as our Electronic Bidding (eBid) System

The BidNet Direct electronic bidding system will provide an easy and accessible way to submit BID documents and Quotes to the County. Simply register online at <https://www.bidnetdirect.com/georgia/claytoncounty>.

It's easy to participate in future Bid/Quote Opportunities and there is no cost for using this electronic system. **Simply follow the registration path and select the "Limited Access" option. It only takes a few minutes!**

Vendors must submit responses to RFQ's (Request for Quotes), Three (3) Quote Requests, and ITBs (Invitation to Bid) at <https://www.bidnetdirect.com/georgia/claytoncounty>. **Only responses to eBid solicitations may be accepted electronically.**

## WHAT IS BIDNET DIRECT?

State and local government agencies throughout the State of Georgia, like [Clayton County](#), utilize **Bidnet Direct** for distribution of solicitations - including documents and addenda, vendor management and award management. Many participating agencies also utilize the electronic bid submission option for vendors to submit responses directly online through the platform. In addition, our content team of researchers visits thousands of agency websites, newspapers, and other locations to aggregate open solicitations from non-participating agencies to alert registered vendors of matching opportunities.

## REGISTRATION

If you need any assistance registering or using the platform, please call Bidnet Direct's Support Team at 1(800)-835-4603 ext. 2 for or at [support@bidnet.com](mailto:support@bidnet.com) M-F from 8a.m. – 8p.m. EST. [support@bidnet.com](mailto:support@bidnet.com)  
You can start the [registration process here](#).

## ASSISTANT LINKS

Our Frequently Asked Questions, please click the following link: [eBids FAQ's](#)

## FEEDBACK

Leave us your feedback at <https://www.surveymonkey.com/r/CCcentralservicesexternal>



# Upcoming Events

How to Do Business with Clayton County

March 9, 2022

10:00 am-11:00 am

Register: [https://us02web.zoom.us/webinar/register/](https://us02web.zoom.us/webinar/register/WN_XwTM_mIkRwaSLVWsTh10BA)

WN\_XwTM\_mIkRwaSLVWsTh10BA



For more information on workshops and training, contact Central Services Department at 770-477-3587.







**MARCH 9, 2022**  
**10:00 A.M**

## **HOW TO DO BUSINESS WITH CLAYTON COUNTY**

Come learn the systematic process of doing business with Clayton County. Learn where to find resources for a business license, certifications, and contracting opportunities. This workshop is an overview. Join Us Virtually!

[https://uso2web.zoom.us/webinar/register/WN\\_XwTM\\_mIkRwaSLVWsTh1oBA](https://uso2web.zoom.us/webinar/register/WN_XwTM_mIkRwaSLVWsTh1oBA)



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**BUSINESS  
CERTIFICATIONS**

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**BUSINESS  
LICENSING**

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**PROCUREMENT  
PROCESS**

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**OPPORTUNITIES**

**CLAYTON COUNTY  
CENTRAL SERVICES**  
centralserviceslbe@clayton  
countyga.gov

<https://claytoncountyga.gov>

770-477-3587



Clayton County 6th Annual  
SPLOST Vendor Event

EXPANDING THE POSSIBILITIES



Thursday  
May 12, 2022  
10 AM - 12 PM  
Virtual Event

COME LEARN ABOUT:

- CURRENT SPLOST PROJECTS
- 2022 SPLOST PROJECTS
- TRANSPORTATION AND DEVELOPMENT PROJECTS
- NEW COUNTY INITIATIVES FOR SMALL BUSINESS
- AND MUCH MORE

Virtual Information  
To be provided

GUESTS:  
CLAYTON COUNTY ECONOMIC DEVELOPMENT  
SMALL BUSINESS ADMINISTRATION