



Small Local Business Enterprise Newsletter

Supporting Small Business

In the previous quarter for reporting period January 1st to March 31st of 2021, Clayton County spent with SLBEs approximately \$3,806,642. This represents 65.2% of total spending to certified firms across all programs for this period.

Clayton County Central Services is committed to diversity and inclusion in all procurements and continues to actively seek certified small local businesses to perform on contracts as either prime or subcontractors.



Business Certifications

Business certifications are a huge part of small business growth. Clayton County seeks certified businesses to perform on certain contracts, where subcontracting opportunities exist. Learn about how small business certifications can increase your opportunities to do business with Clayton County. Click https://www.youtube.com/watch?v=kqb6JU_ZNDU&feature=youtu.be to hear about how to get certified and its benefits.

Effective June 1, 2021 Clayton County Central Services will launch its online business certification module to receive and process certification applications.

The process will offer paperless receiving and processing of applications through a configured workflow system. Applicants will be able to see the status of their application within the system. The new application web portal will be advertised on the Small Local Business webpage within the Clayton County Central Services website.



New Initiatives

Mentor Protégé Program

Clayton County Central Services is beginning a new initiative to increase opportunities for small business in the form of a Mentor Protégé Program. The primary objective of the program is to facilitate the enhancement of business competencies, and thereby increase participant firms' capacity and their ability to compete for bid and solicitation opportunities with the County and other organizations. The program is expected to launch late 2021.

Benchmarking for Minority and Women owned Business

Clayton County Central Services is in the process of benchmarking MWBE utilization for its last and current fiscal years. As tracking of MWBE utilization has occurred throughout the duration of the SLBE program, goals for MWBEs have not been set for procurement opportunities. The formal benchmarking efforts allows a standardized methodology of tracking and reporting of MWBE utilization and an understanding of impacts, if any to MWBEs as it pertains to

Electronic Bidding

Clayton County launched its electronic bidding system on February 10, 2021. The new user-friendly, web-based system is a part of the County's electronic ERP Munis System and will allow vendors to register online and submit bids electronically. The electronic bidding system will provide an easy and accessible way to submit bid documents.

There is no cost to the vendor for using this electronic system. We request that all current and potential vendors register in the County's VSS system and select commodity codes pertaining to their particular area of interest in order to automatically receive emails when solicitations are issued by the Central Services Department. Vendors are required to submit responses to solicitations electronically for eBid solicitations only.

<https://selfservice.claytoncountyga.gov/MSS/Vendors/default.aspx>

If you have any questions, contact the Central Services Department at 770-477-3587 or email: centralservicesbids@claytoncountyga.gov

New eBids Help Line number: 770-347-0362

New eBids help email address: eBidsOnlineHelp@claytoncountyga.gov

Vendor training occurs twice a month.

The next dates for training are:

May 20th at 10 am

June 3rd at 10 am

June 17th at 10 am



**ONLINE
BIDDING**

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 \$5000.00.

Three (3) Quotes are obtained for all purchase requests over the sum of \$5000.00 and up to \$74,999.99

Request for Quotes (RFQ) may be used when a purchase request is for a service such as installation or repairs, and is between \$5000.01 and \$74,999.99 and requires insurance. A contract will be attached to the RFQ, and 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 or commodities \$75,000.00 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 Bid Opportunities

All solicitations can be found in their entirety on the Central Services Department webpage at www.claytoncounty.gov.

- Construction of Clayton County Fire Station #9
- Construction of Clayton County Fire Station #15
- Small Business Trade Center
- Archive Records Building
- Various Roadway Construction
- Full Concessions at International Park





Welcome to the Team

WE WELCOME OUR NEWLY CERTIFIED FIRMS!!!!

VENDORS	DESCRIPTION
Accession Distribution Training & Staffing	Education & Training Consulting, Educational Support Services, Administrative Management Consulting
DCJ Global Management Solutions, LLC	Environmental Services, Professional - Technical, Scientific
Ellis Electrics, LLC	Engineering Services, Professional - Controls Engineering, Electrical Engineering
Hammond & Engineering	Mechanical Engineering, Electrical Engineering
JT Asphalt, LLC	Asphalt Manufacture
KatyLady Building Maintenance Services, LLC	Commercial and Institutional Building Construction, Other Specialty Trade Contractors, Administrative and General Management, Janitorial, Services to Buildings and Dwellings
Materials Managers & Engineers 2M Nest	Engineer Services, Design Build, Quality Control Testing, Geotechnical Engineering, Foundation Engineering



★★★★★★★★★★★★★★
 ★ **Certified** ★
 ★ **Businesses to** ★
 ★ **Date** ★
 ★ **176 SLBEs** ★
 ★ **98 MWBEs** ★
 ★ **5 LVPs** ★
 ★★★★★★★★★★★★★★

Virtual Business



Central Services Department seeks to continue to inform our small business community of certification and business opportunities with Clayton County. All workshops will continue to be conducted virtually via Zoom webinars.

Meetings and interviews with business suppliers and applicants will be scheduled and conducted virtually.



Clayton County Contract Central Services Department
Contract Compliance Division

Host

Mandatory SLBE Workshop

May 25, 2021

10 am- noon

Main Presenter: Erica Rucker-Wills
Clayton County Economic Development Officer

Topic: Bite Sized Business Advice:
What every Small Business Owner should know

Breakout sessions:

- ◆ ITB/RFP Overview
- ◆ Performing as a Subcontractor on projects
- ◆ Electronic Bids Overview



Event designed for Clayton County SLBE firms and primes on County contracts.