

WELCOME!

AFTERNOON AGENDA

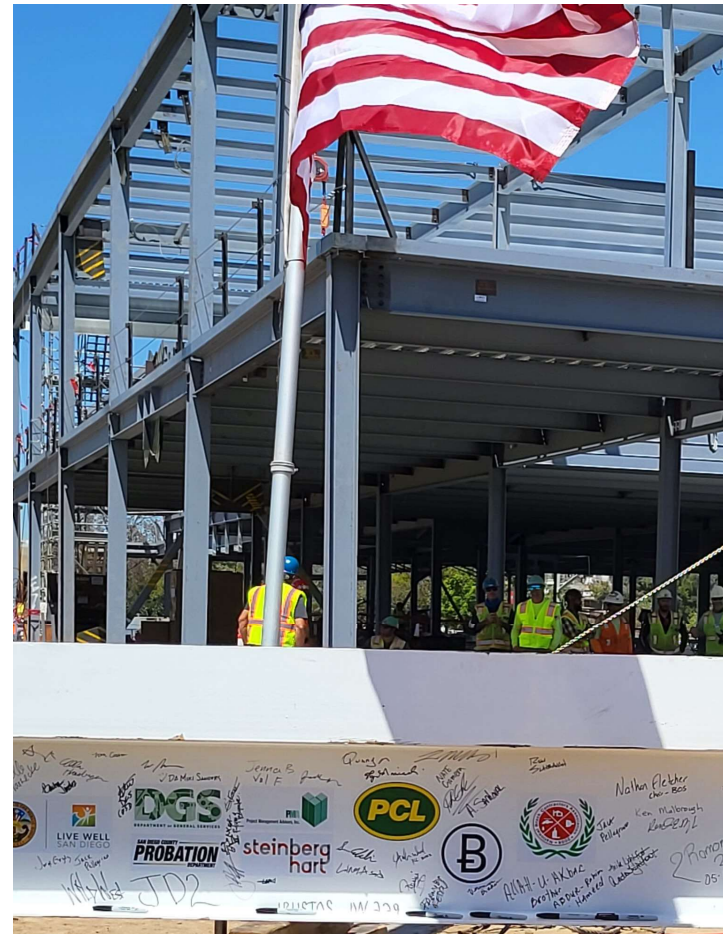
ACTIVITY	TIME
Doing Business with the County Presentation	12:10p – 12:30p
Q&A Panel on Contracting with the County	12:30p – 1:00p
Exhibition from County Departments	1:00p – 2:00p

- Please fill in all the chairs starting at the front of the room. No saving seats.
- Silence or turn off all cell phones and electronic devices.
- No food or drinks are allowed in the chambers.
- Restrooms and lactation rooms are near the elevators.
- The backdoor will be open if you need to excuse yourself.
- In an emergency, please exit through the closest door and use the stairs.
- Save all questions and comments until the end of the presentation.
- Please ask a DPC representative if you need accommodations.



DOING BUSINESS WITH THE COUNTY OF SAN DIEGO

JACK PELLEGRINO, DIRECTOR
DEPARTMENT OF PURCHASING & CONTRACTING





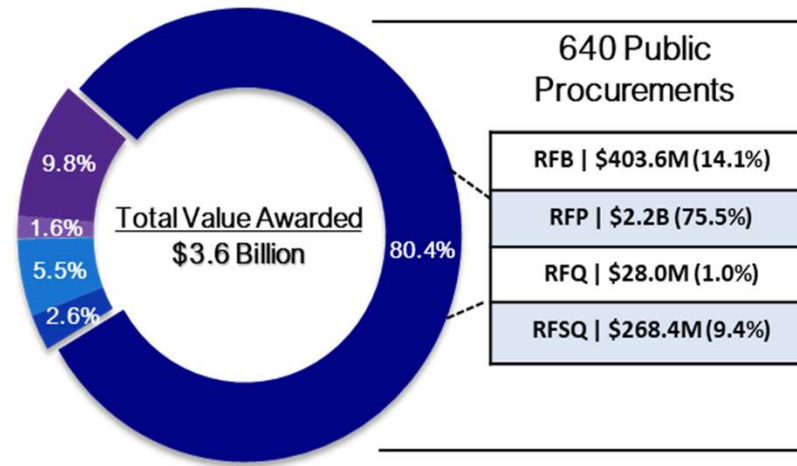
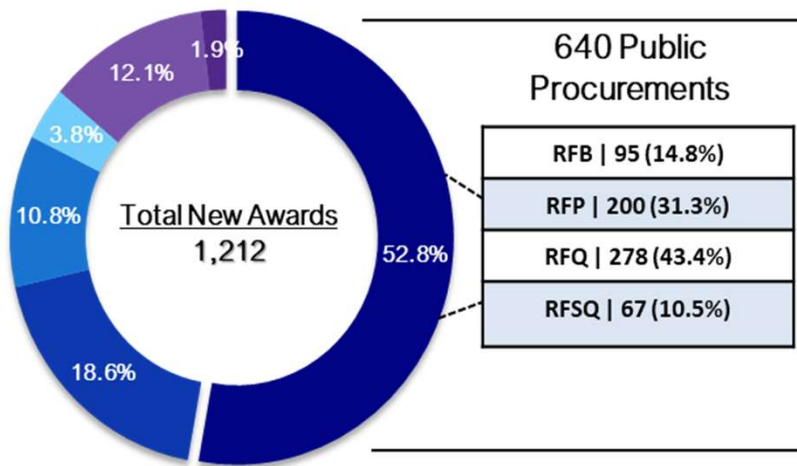
COUNTY ORGANIZATION & MISSION

VISION: *A just, sustainable, and resilient future for all.*

MISSION: *Strengthen our communities with innovative, inclusive, and data-driven services through a skilled and supported workforce.*

FISCAL YEAR 2022-2023

New Contract Awards

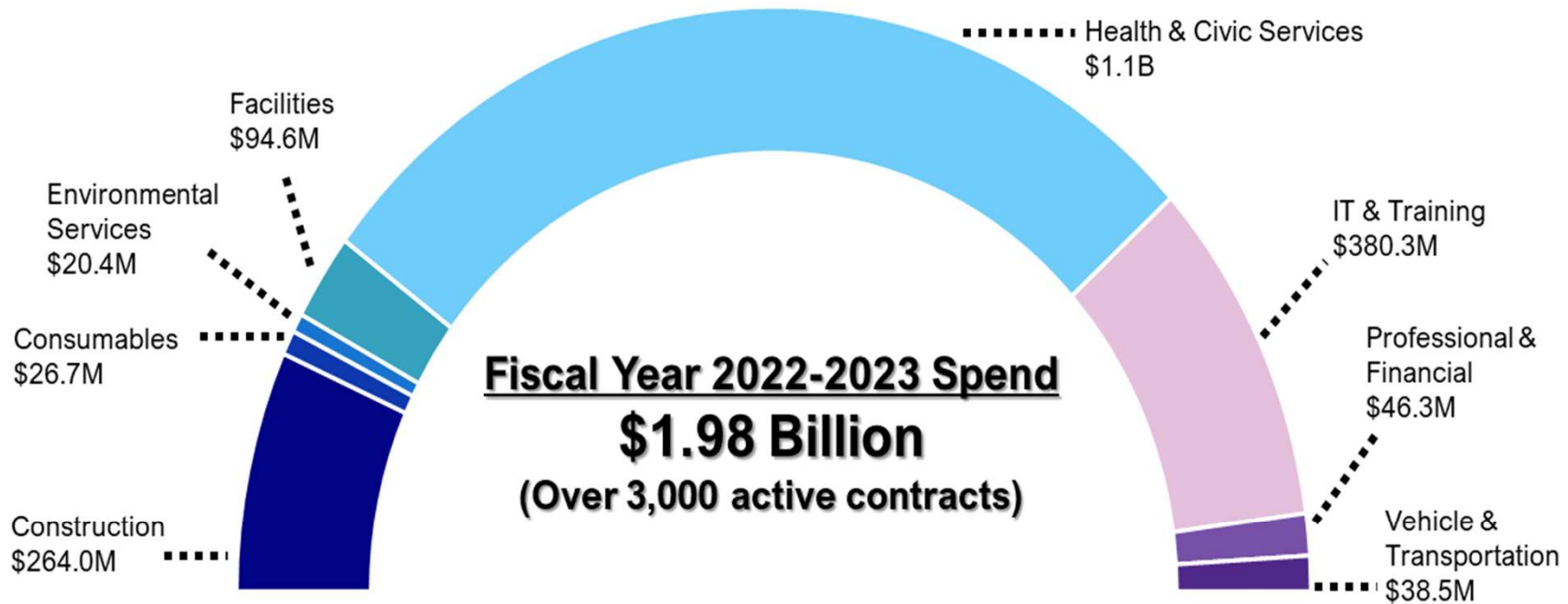


Public Procurement		Competitive Cooperatives		Single/Sole Source		Quick Quote		Other Categorical Exemptions		Other Government Agency	
640 (52.8%)	\$2.9B (80.4%)	225 (18.6%)	\$92.0M (2.6%)	131 (10.8%)	\$194.8M (5.5%)	46 (3.8%)	\$2.5M (0.1%)	146 (12.1%)	\$56.2M (1.6%)	23 (1.9%)	\$349.7M (9.8%)



FISCAL YEAR 2022-2023

Contract Spend



PROCUREMENT METHODS

SIMPLIFIED COMPETITIVE PROCESS

P-Card

\$0 to \$2,500

Request for Quote (RFQ)

\$2,500 to \$250,000

FORMAL COMPETITIVE & NEGOTIATED PROCESSES

Request for Bid (RFB)

Request for Proposal (RFP)

Request for Statement of Qualifications (RFSQ)

Reverse Auctions (RA)

Over \$250,000





WHAT GOODS AND/OR SERVICES CAN YOU PROVIDE?

- BuyNet – view and respond to current procurements
- <https://buynet.sdcounty.ca.gov/>



LOCAL BUSINESS PREFERENCE PROGRAM

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)

LOCAL BUSINESS

Physical address within San Diego County

SMALL BUSINESS

Certified by the CA Department of General Services (DGS)
(<https://caleprocure.ca.gov/pages/sbdvbe-index.aspx>)

VETERAN OWNED BUSINESS

Certified by the U.S. Department of Veterans' Affairs. Includes Veteran Owned Small Business (VOSB) and Service Disabled Veteran Owned Small Business (SDVOSB) certifications.
(<https://www.va.gov/osdbu/verification/whatsNext.asp>)

DISABLED VETERAN BUSINESS ENTERPRISE

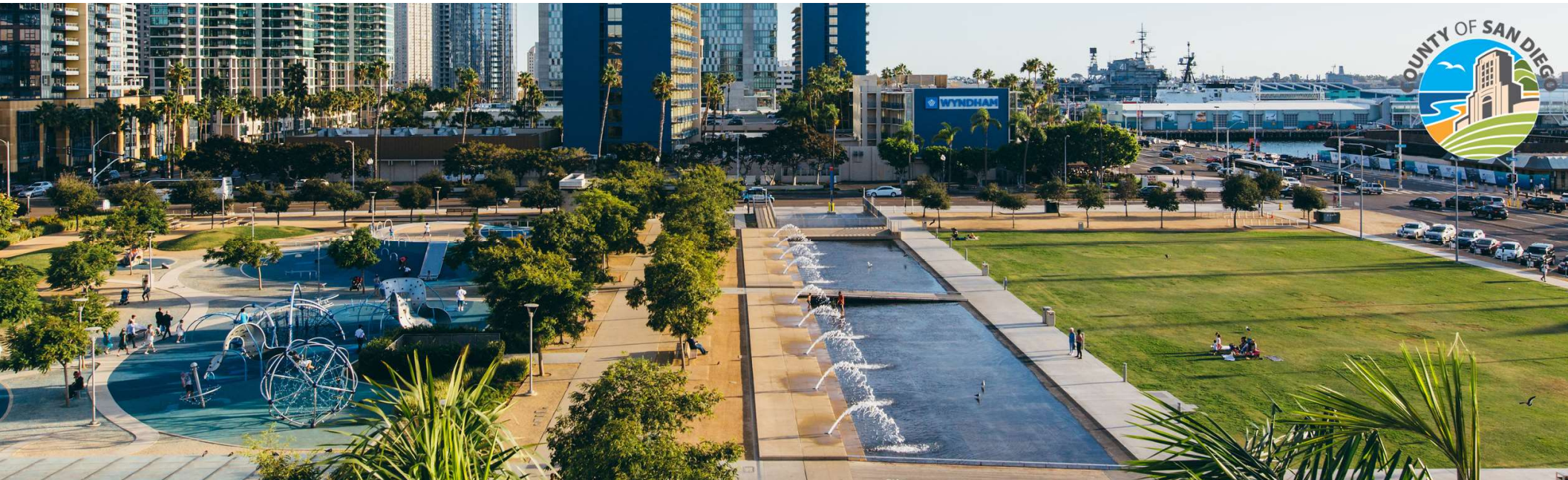
Certified by the CA DGS
(<https://caleprocure.ca.gov/pages/sbdvbe-index.aspx>)



BOARD POLICY B-74: Contracting Standards for Janitorial, Landscaping and Security Guard Services

- **Adopted by the Board on December 13, 2022 (13).**
- Established standard labor compliance criteria required of all Contractors providing janitorial, landscaping, and security guard services.
- Main components:
 - Contracts must be solicited via an RFP.
 - Insertion of Wage Floor requirements.
 - Consideration for the Suite of Health and Welfare benefits for personnel (employee and subcontractor) with the max score for an Offeror with an applicable Collective Bargaining Agreement.
 - Minimum SOW provisions (Labor peace agreement, Wage Theft Protections, Worker Retention).
 - Training Programs (sexual harassment etc.).





GET ENGAGED IN THE PROCESS

- Contract Search Tool – Research prior contracts

<https://www.sandiegocounty.gov/content/sdc/purchasing/documentum-contract-search.html>



CLOSING THOUGHTS & HELPFUL TIPS

- **REGISTER ON BUYNET AND SET UP A COMMODITY PROFILE**
- **FULLY READ THE SOLICITATION**
- **CLEARLY RESPOND TO ALL REQUIREMENTS**
- **OFFER “BEST” PRODUCTS, SERVICES, AND PRICING**
- **ASK QUESTIONS DURING THE PROCESS**



EQUITY IN COUNTY CONTRACTING





COUNTY GENERAL MANAGEMENT SYSTEM

Procurement engaged in every aspect of the County's General Management System.

CONTRACTING PROCESS

DPC's procurement process operates under an inclusive model of fair access to opportunities and full and open competition.

OUTREACH

Community engagement is at the center of the County's operational model and DPC's goal is to enhance community engagement in the procurement process, especially to appropriately consider and reflect community needs and cultural competency/lived experiences during process.



EQUITABLE CONTRACTING



COUNTY OF SAN DIEGO

SUPPLIER DIVERSITY & ENGAGEMENT ANNUAL REPORT FY 2021 - 2022



DEC 2022 // DEPARTMENT OF PURCHASING AND CONTRACTING

- **CHANGES TO THE PROCUREMENT PROCESS**
 - REGIONAL COMMUNITY SUBCONTRACTING
- **POLICIES THAT PROMOTE SUPPLIER DIVERSITY**
 - CONSCIOUS OUTREACH TO UNDERSERVED VENDORS AND COMMUNITIES
- **EFFORTS TO INCREASE SUPPLIER DIVERSITY**
 - PROVIDE NO-COST TRAINING AND SUPPORT THROUGH SBDC, APEX ACCELERATORS
- **LEVERAGING TECHNOLOGY**
 - NON-PROFIT DATA COLLECTION AND REPORTING THAT SUPPORTS VISIBILITY



EQUITY IN CONSTRUCTION

SOUTHEASTERN LIVE WELL CENTER



- **LOCAL BUSINESS PARTICIPATION CONTRACT REQUIREMENT:**
 - \$6.0M
 - 10% contract with 3% At-Risk amount
 - 5% of local workforce hire
- **LOCAL BUSINESS PARTICIPATION ACHIEVED UNDER CONTRACT:**
 - \$8.2M
 - 13.7% Contract Price
 - 9.64% Local workforce hired
- **OPEN AS OF SEPTEMBER 2023**



Q&A PANEL

JACK PELLEGRINO, DIRECTOR

Department of Purchasing and Contracting

MAGGIE RAMSBERGER, DIRECTOR

Health & Human Services - Agency Contract Support

ANDREW STRONG, DIRECTOR

Office of Equity and Racial Justice

BRANDEN BUTLER, DIRECTOR

Office of Ethics and Compliance

STEVE LOCKETT, DEUPTY DIRECTOR

Economic Development and Government Affairs



QUESTION 1:

WHAT ARE SOME OF THE EQUITY INITIATIVES YOUR DEPARTMENT HAS IMPLEMENTED THAT RELATE TO THE PROCUREMENT AND CONTRACTING PROCESS?



QUESTION 2:

WHAT ARE SOME RESOURCES YOUR DEPARTMENT PROVIDES OR TIPS YOU MAY HAVE TO HELP SMALL BUSINESSES INTERESTED IN DOING BUSINESS WITH THE COUNTY?



THANK YOU!

QUESTIONS?

EMAIL:

DPCOUTREACH.FGG@SDCOUNTY.CA.GOV

