

Business Development and Procurement Services



Economic
Development and
Housing Committee
April 16, 2007



Purpose

- Overview on Business Development and Procurement Services (BDPS) department
 - Department mission statement
 - Role of BDPS divisions

Department Mission

To enhance the effectiveness of the procurement process for the City of Dallas recognizing that procurement can affect change in the community through positive development of locally-owned and minority businesses

Business Development and Procurement Services (BDPS)

- Business Development and Procurement Services (BDPS) includes the following divisions:
 - Business Development
 - Procurement
 - Good Faith Effort (GFE Group)

Department Role

- The Department has high visibility in the business community, as well as within our organization
- The Department is a facilitator – cultivating relationships with:
 - City Departments
 - Local organizations to promote business opportunities
 - Local/ minority vendors – both prime and subs, to identify partnering opportunities beneficial to vendors and the City

Business Development

- The City of Dallas continues to:
 - Increase purchases from Dallas vendors to make an investment in the Dallas business infrastructure
 - Streamline the entire procurement process and increase the visibility of the City's purchasing power to attract more vendors to register and bid on goods and services

Business Development

- BDPS has marketed the Resource**LINK** Team to be the “sales force” for the City with the goal of :
 - Recruiting vendors
 - Educating the vending community on the City’s processes which will ultimately result in more competition and better pricing on City Contracts
- Focusing on local vendor development increases vendor knowledge, their ability to bid, and we are:
 - Promoting business growth and development
 - Putting tax dollars back into the local economy
 - Building economic climate of Dallas

Business Development

- Encourage utilization of Joint Ventures with Minority and Women-Owned Business Enterprises (M/WBE) partners to provide experience
- Assist individual businesses in their development by providing bonding assistance and access to capital to enhance vendors ability to compete successfully
- Encourage the utilization of business-to-business opportunities through one-on-one business matchmaking sessions
- Facilitate seminars and workshops between small businesses and large corporations (i.e. HKS and QUOIN – the Association of General Contractors) to offer the technical assistance required for success

ResourceLINK Team

- **The ResourceLINK team is a group of business development and procurement specialists who connect businesses with the resources and information needed to do business with the City of Dallas**
 - Conduct vendor training sessions to educate vendors on the City of Dallas' procurement process
 - Provide one-on-one support to vendors to address real or perceived barriers
 - Participate in chambers, advocacy and industry groups' events
 - Coordinate meetings between vendors and departments
 - Coordinate meetings between prime and sub contractors/Consultants
 - Link business with other public agencies, capital resources, and bonding/ insurance support

Partnerships

- **Strong partnerships with the business community supplement the city's Business Development and Procurement Services department's outreach efforts and include:**
 - Developing initiatives that support the City's Good Faith Effort policy focusing on:
 - Educating vendors about the city's contracting process
 - Awareness of city's contracting opportunities
 - Joint sponsored events and workshops
 - Minority business certification assistance
 - Participate on business expos
 - Participate in partners' committee meetings

Business Development Partners

Chambers of Commerce

- American Indian Chamber of Commerce
- Dallas Black Chamber
- DFW African Chamber of Commerce
- DFW Native American Chamber of Commerce
- Greater Dallas Hispanic Chamber
- Greater Dallas Asian American Chamber
- Greater Dallas Chamber
- North Dallas Chamber of Commerce
- North East Chamber of Commerce
- Oak Cliff Chamber of Commerce
- Pan Asian American Chamber of Commerce
- West Dallas Chamber of Commerce

Industry Groups

- Asian Contractors Association
- Black Contractors Association
- Hispanic Contractors Association
- QUOIN (Association of General Contractors)
- HKS, "The Business of Design" Conference Series

Advocacy Groups

- DFW Minority Business Development Council
- North Central Regional Certification Agency
- Women's Business Council- Southwest
- Bill J. Priest Institute

Procurement Services

- Create a Strategic Purchasing Review - focused approach to procurement
- Develop specifications jointly with City departments, obtain bids through online bid solicitation
- Consistent purchasing processes
 - “Car Wash”
- Consolidate approvals – consistent with span of control initiatives
- Focus on buying goods and services for the City, ensuring compliance with all regulations by administering the City’s centralized purchasing process

Good Faith Effort policy

- Good Faith Effort policy is to involve qualified minority and women owned business enterprises (M/WBEs) to the greatest extent feasible on the City's construction, procurement and professional services programs
- Established Good Faith Effort goals are:
 - Construction 25.00%
 - Architectural and Engineering 25.66%
 - Other Professional Services 36.30%
 - Other services 23.80%
 - Goods 18.00%

Good Faith Effort (GFE) Group

- Monitors city-wide GFE participation
- Assists vendors with compliance of the GFE policy
- Provides administrative services to contracting departments
- Resolves GFE related issues
- Uses software (CityBOTS) to track awards, change orders and subcontractor payments
- Reports GFE participation to City Council quarterly

Business Development and Procurement Services

- The City of Dallas has a vested interest and responsibility to reach as much of the vending community as possible to increase competition and acquire better pricing on all our contracts
- Focusing efforts on developing business capability and capacity in Dallas leads to enhanced business climate
- Without business development, the City of Dallas will ultimately pay higher cost for goods and services due to lack of competition, and require greater use of non-local vendors