



Bexar County Small Business and Entrepreneurship Department SMWBE/DBE Program

“How to find business opportunities
for your company in the public and
private sectors”



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SMWBE Program
DBE Liaison
Title VI Coordinator

HOW IMPORTANT ARE SMALL BUSINESSES?

Small businesses of all types can help strengthen local economies.

- Reasons Why Small Businesses are Important
- What are the Advantages of Small Local Businesses
- Local Partnership Ideas for Small Businesses
- Finding Local Small Businesses
- What are the Benefits of Businesses for the Local Economy



As noted by most economists, while small businesses may not generate as much money as large corporations, they are a critical component of and major contributor to the strength of local economies. Small businesses present new employment opportunities and serve as the building blocks of the United States' largest corporations and government purchasers.



SMWBE *XCEL*

"Linking Your Business to Opportunity for Acceleration"

Start Up

- 0-1 year in business

Growth

- 2-3 years in business

Accelerate

- 3+ years in business

Establishment of individualized, industry centered, programs for the appropriate capacity building phase.



How Do I Find Opportunities?

- ◉ Drug and Alcohol Testing
- ◉ Fire Protection
- ◉ Marketing, communications, event management and creative design
- ◉ Graphic design and website development
- ◉ Storage and security systems
- ◉ Traditional medicine
- ◉ Batteries
- ◉ Contract management
- ◉ Home Investors
- ◉ Medical equipment and supplies
- ◉ Religious supplies

Outreach Action Plan : Steps 1- 3

1. **Identify** targeted audiences from validated lists, directories and other reputable sources to develop a *master outreach database*
2. **Communicate** with key community individuals, organizations and trade associations to aide with outreach efforts
3. **Collaborate** with key agency contacts

Outreach Action Plan: Steps 4 - 6

4. **Develop** communication collateral materials, i.e....
brochures; newsletters; electronic postings; fact sheets
5. **Conduct** one-on-one field visits, and surveys to identify
target audience's needs; and to facilitate their
awareness and participation
6. **Disseminate** outreach information via mail and constant
contact to facilitate awareness and participation

Outreach Action Plan: Steps 7 - 10

7. **Follow-up** via telephone and e-mail to determine levels of participation
8. **Participate** in networking sessions, trade fairs, forums, briefings, roundtables and listening sessions to increase awareness and participation
9. **Pool resources** (when possible) by partnering with local agencies, municipalities and organizations offering similar types of services
10. **Publish** testimonies from recipients of services

Outreach Outcomes

1. **Determine** whether the targeted audience selected was clearly identified as recipients of the service or benefit
2. **Analyze** whether the means and methods selected to conduct the outreach achieved the desired outcomes
3. **Assess** whether the outreach staff possessed the required skill sets to achieve desired outcomes
4. **Identify** such barriers that may include departmental or agency policies, management, staff, legal, budget, program guidelines or external factors and lessons learned.

Bexar County



Bexar County Government

The members of Commissioners Court desire to undertake all necessary and reasonable steps to ensure that disadvantaged, minority-owned and woman-owned businesses (S/D/M/DI/V/WBE) are afforded equitable opportunities to participate in local government and other contracts within the relevant marketplace from which the County routinely purchases goods and services.

The County is keenly interested in ensuring that our public contracting and purchasing funds are not spent in a manner that in any way contributes to or perpetuates the effects of marketplace discrimination.



Commissioners Court

Nelson W. Wolff, County Judge
Rebeca Clay-Flores, Commissioner, Pct. 1
Justin Rodriguez, Commissioner, Pct. 2
Marialyn Barnard, Commissioner, Pct. 3
Tommy Calvert, Commissioner, Pct. 4

Opportunities

- Bexar County Purchasing
- Bexar County Offices
- Visitors Tax Projects
- Community Arenas
 - AT&T Center
 - Coliseum
- University Health System
- Tax Abatements
 - PGA TPC (Marriott Resort)



County Functions

- Criminal Justice
- Public Safety
- Fire Marshal
- Medical Examiner
- Law Enforcement
- Juvenile Justice
- Civil Courts
- Public Records
- Tax Collection
- Elections
- Streets and Drainage
- Economic Development
- Quality of Life



Private Sector

- **Headquarter Companies**
- **Corporations**
- **Manufacturers**
- **Industry Associations**
- **Economic Development Efforts**



The mission of our Economic Development effort is to attract and maintain high growth, value-added businesses, industries and investments through public/private initiatives and to promote the County as a world-class destination for living, working and doing business. A diverse supplier base is the strength of the economy and reflects the community-wide consensus for business development and quality job creation.

SMWBE Policy

Small, Minority and Women Owned Business Enterprises (SMWBE) Program

Bexar County is committed to increasing the involvement of SMWBEs in the procurement process. It is the intent of the County to afford SMWBE a fair opportunity to compete for all Bexar County contracts. Similarly, the County promotes SMWBE participation in its Tax Phase-in Program to support the growth and diversity of a regional economy.



Bexar County SMWBE Outreach Seminar

*SMWBE Participation Targets
20% MWBE & 30% SBE*

DBE Policy

Disadvantaged Business Enterprise (DBE) Program

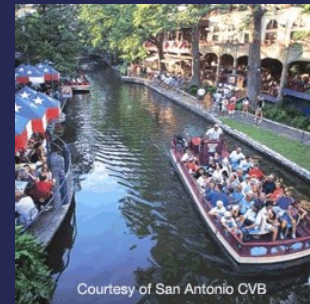
On March 12, 2007 Commissioners Court adopted the Texas Department of Transportation (TXDOT) Local Area Management Agreement. Under this Agreement, the County is required to establish a Disadvantaged Business Enterprise (DBE) program in accordance with regulations of the U.S. Department of Transportation (DOT), 49 CFR Part 26.



DBE Goals as set by TXDOT

Stakeholders

- Local Government
- State Government
- Federal Government
- International Trade Partners
- Private Sector
- Industry Trade Groups
- Professional Associations
- Chambers of Commerce
- Economic Development
- Community



Resource Providers

- Micro Lenders
- Banking & Financial Institutions
- Surety Associations
- Bonding and Technical Assistance Programs
- Small Business Development Centers
- Minority Business Enterprise Centers
- Women's Enterprise Centers
- US Small Business Administration
- Certification Agencies/Organizations
- State Economic Development Offices



Private Sector



- ⦿ <https://www.ismworld.org/>
- ⦿ <https://nmsdc.org>





SMWBE^{EXCEL}

"Linking Your Business To Opportunities for Acceleration!"



Click Here for Opportunities

www.bexar.org/SMWBE





[Back to SBE Home](#)

Bexar County Entities

Purchasing Department

Public Works Department

Regional Counties +

State Agencies

Federal Agencies

School Districts

Colleges & Universities

General Contractors

Resource Partners (PDF)

[Home](#) > [Government](#) > [Offices & Departments](#) > [Small Business & Entrepreneurship Dept.](#) > [Opportunities](#) > [Webinar Opportunities](#)

WEBINAR OPPORTUNITIES

CDMS/BEXAR COUNTY SUPPLIER PORTAL TRAINING

March 23, 2022

- **PRESENTERS:** Bexar County Purchasing, ROBERTA SALAS, Assistant Project Lead and SONYA DELGADO, SBED Data Compliance Coordinator
- **TOPICS:**
 - Contract Diversity Management System (CDMS)
 - Supplier Portal Bid Opportunities
- Click [here](#) to register

Bexar County Supplier and CDMS Workshop

Learn how to use the Contract & Diversity Management System to get listed as a supplier and vendor, find new opportunities and more.

REGISTER NOW

Virtual Training
March 23, 2022
10 AM - 12 PM
bexar.org/amwbe

PAST WEBINARS

CDMS/BEXAR COUNTY SUPPLIER PORTAL TRAINING

February 23, 2022

- **PRESENTERS:** Bexar County Purchasing, ROBERTA SALAS, Assistant Project Lead and SONYA DELGADO, SBED Data Compliance Coordinator
- **TOPICS:**
 - Contract Diversity Management System (CDMS)

Bexar County Supplier and CDMS Workshop

Learn how to use the Contract & Diversity Management System to:

- GET LISTED AS A SUPPLIER & VENDOR
- REVIEW CONTRACT TENDERS
- FIND NEW OPPORTUNITIES
- ACCESS CMWBE DIRECTION
- COMMODITY CODE SELECTION

Wednesday, February 23, 2022
10:00 AM - 12:00 PM

For additional information:
Contact: [Name]



[HOW DO I...](#)[ABOUT SBED](#)[OPPORTUNITIES](#)[COMPLIANCE](#)[DIRECTORY](#)[CONFERENCE](#)[Back to SBE Home](#)[Register as a Vendor with Bexar County](#)[Cooperative Purchasing - Get Listed](#)[Solicitations - Goods, Services, Facilities, Parks](#)[Solicitations - Public Works](#)[Professional Services](#)[Home](#) > [Government](#) > [Offices & Departments](#) > [Small Business & Entrepreneurship Dept.](#) > [How Do I...](#) > [Do Business with Bexar County](#)

DOING BUSINESS WITH BEXAR COUNTY



Bexar County is committed to working with small, minority-owned, women-owned, and veteran-owned businesses as well as disadvantaged business enterprises and historically underutilized businesses. Our goal is to work together with business owners, regional partners, state & federal agencies, and other resources to deliver the best environment for entrepreneurs and small businesses.

This area contains links to multiple Bexar County entities. The Bexar County Purchasing Department is responsible for the procurement of goods and services for Bexar County Departments and Offices. The Bexar County Public Works Department focuses on capital improvements and construction, as well as professional services. The Contract & Diversity Management System (CDMS) is a directory of all certified SMWBE / DBE / HUB businesses in the Bexar County area.

Other links here include the Bexar County District Attorney's office for reporting hot checks and white-collar fraud, the Bexar County Economic Development Department, and information on community-oriented bids and contracts. Each online link leads you to the appropriate website.

[Enable Google Translate](#)**SMWBE**_{NCEL}

Opportunities: Bid Alert



#SMWBE



#BIDALERT



#BexarSMWBE



<https://twitter.com/smwbe>

facebook

<https://www.facebook.com/bexarcountysmwbe/>

LinkedIn

<https://www.linkedin.com/company/smwbebexarcounty>

Current Procurement Thresholds

Informal Requirement → \$5,000 <

Strategic Sourcing (RFQ) \$5000 to \$49,999

Formal Solicitations → \$50,000 >



Cooperative Purchasing

The purchase of goods and services, made with the use of cooperative purchasing agreements or programs, will be in accordance with the Texas Local Government Code Chapter 262, Purchasing and Contracting Authority of Counties and the Local Government Code Chapter 271, Subchapter F (Cooperative Purchasing Program), and the Bexar County Administrative Purchasing Policy No. 8.1.

- State Term Contracts
- Texas Multiple Award Schedule (TXMAS)
- US General Services Administration (GSA)
- Texas Inter-local Purchasing System
- Texas-Arkansas Purchasing System (TIPSrrAPS Program)
- Texas Association of School Boards (BuyBoard Program)
- The Cooperative Purchasing Network (TCPN)
- Department of Information Resources (DIR)
- US Communities
- Other local governmental entities



Open Bids

Supplier Portal

Anonymous; Click to Login/Register

[Home](#)
[Events](#)
[Register As A Supplier](#)
[Forgot User Name](#)
[Contact Us](#)
[Help](#)

Open Events

Keyword:

Event #:

Sub Category:

Company:

Commodity Search:

Name:

Category:

Type:

Reference:

Search

Clear

Even...	Version	Name	Com...	Category	Sub Category	Type	Reference	Open Date	Close Date	Status	
893	3	Enterprise Asset Managemt	100			RFP		2/4/2022 6:10:00	3/25/2022 10:00:0	Open	
897		Health Services Inspections	100			IFB		2/16/2022 3:30:00	3/18/2022 10:00:0	Open	
898		Somerset K - Street Phase	100			IFB		3/4/2022 4:00:00	3/31/2022 10:00:0	Open	
906	2	Adult Detention Center Elev	100			IFB		2/18/2022 4:05:00	4/1/2022 10:00:00	Open	
907		Wayfinder Kiosk	100			RFP		3/12/2022 9:30:00	4/1/2022 10:00:00	Open	
909		Disaster Recovery Manager	100			RFP		2/17/2022 5:30:00	3/25/2022 10:00:0	Open	
910	1	Professional Services Crim	100			RFQ-		2/23/2022 4:00:00	3/21/2022 4:00:00	Amendment in progress	
911	1	Professional Services ESO	100			RFQ-		2/23/2022 4:00:00	3/22/2022 4:00:00	Amendment in progress	
912	1	Professional Services Coun	100			RFQ-		2/23/2022 4:00:00	3/23/2022 4:00:00	Amendment in progress	
913	5	Fire Sprinkler & Suppressio	100			IFB		2/25/2022 4:00:00	3/25/2022 10:00:0	Open	
915	1	Raymond Russell County P	100			RFP		2/25/2022 4:00:00	3/25/2022 10:00:0	Open	



Closed Bids

Apps New Tab Google Downloads - Fourth... Tight U.S. Job Mark...

Keyword

Event # Name Category Sub Category

Type Reference Commodity Search

[Search](#) [Reset](#)

[Options...](#)

Event #	Version	Name	Category	Sub Category	Type	Reference	Open Date	First Close Date	Status	
629	1	Printing & Mailing of Voter Registration Cards			IFB		10/10/2018 10:00:00 AM	10/31/2018 10:00:00 AM	Awarded	Bid Tabulation
644	3	Adult Detention Center Interior Lighting Project			IFB		09/21/2018 04:00:00 PM	10/24/2018 10:00:00 AM	Awarded	Bid Tabulation
650	3	Custodial, Floor Care, Window & Power Washing			IFB		09/19/2018 11:00:00 AM	10/19/2018 10:00:00 AM	Awarded	Bid Tabulation
643	1	Police Pursuit, Passenger, Truck & Equipment Tires			IFB		08/31/2018 10:00:00 AM	10/05/2018 10:00:00 AM	Awarded	Bid Tabulation
647	1	Bexar County Motorcycles			IFB		09/07/2018 04:00:00 PM	09/28/2018 02:00:00 PM	Awarded	Bid Tabulation
636	3	Consulting Services BC Military Transition Center			RFP		07/27/2018 03:30:00 PM	09/07/2018 10:00:00 AM	Awarded	Bid Tabulation
635	3	Bexar County Vehicle Purchase Fiscal Year 18-19			IFB		08/03/2018 04:00:00 PM	08/22/2018 10:00:00 AM	Awarded	Bid Tabulation
634	1	Alamo RMA - Public Involvement and Marketing Serv.			RFQ-		07/24/2018 05:00:00 PM	08/10/2018 10:00:00 AM	Awarded	Bid Tabulation
616	1	Cadena-Reeves Justice Center Cafeteria Concession			RFP		06/22/2018 10:00:00 AM	08/03/2018 10:00:00 AM	Awarded	Bid Tabulation
631		Evidence Capture & Digital Mgmt Solution			RFP		06/29/2018 10:00:00 AM	08/03/2018 10:00:00 AM	Pending award	
633		Temporary Labor Payroll Services			IFB		07/13/2018 10:00:00 AM	08/03/2018 10:00:00 AM	Awarded	Bid Tabulation
630	1	P25 Consulting Services			RFP		06/29/2018 08:00:00 AM	07/27/2018 10:00:00 AM	Pending award	
626		Legal Assistance Program			RFP		06/08/2018 05:00:00 PM	07/12/2018 10:00:00 AM	Pending award	
627		Critical Illness and Accident Insurance			RFP		06/08/2018 05:00:00 PM	07/12/2018 10:00:00 AM	Pending award	
628	1	Basic Term Life, AD&D and Voluntary Life coverage			RFP		06/08/2018 05:00:00 PM	07/12/2018 10:00:00 AM	Pending award	
595	5	Bexar County Vista Verde Tax Office Modifications			IFB		05/25/2018 05:00:00 PM	06/29/2018 10:00:00 AM	Awarded	Bid Tabulation
622	3	Voluntary Vision Insurance			RFP		05/18/2018 04:00:00 PM	06/26/2018 02:00:00 PM	Awarded	Bid Tabulation
621	3	Voluntary Short and Long Term Disability Insurance			RFP		05/18/2018 04:00:00 PM	06/26/2018 10:00:00 AM	Awarded	Bid Tabulation
620	2	Voluntary Dental Insurance			RFP		05/18/2018 04:00:00 PM	06/25/2018 02:00:00 PM	Awarded	Bid Tabulation
618	1	Employee Assistance Programs			RFP		05/18/2018 04:00:00 PM	06/25/2018 10:00:00 AM	Awarded	Bid Tabulation



Construction Bids

CIVICAST

BROWSE BIDS

BID MANAGEMENT

SIGN IN ▾



TOOLS AND FEATURES

- ✓ Exposure to ten of thousands of bidders
- ✓ Receive bids online
- ✓ Stage plan and bid documents
- ✓ Track plan holders
- ✓ Automate addendum email alerts
- ✓ Public Q&A record
- ✓ Password protect private projects
- ✓ First-rate customer service
- ✓ Unrestricted number of sub-users
- ✓ Sub-user activity log
- ✓ Broadcast bid invitations
- ✓ Document good faith efforts
- ✓ Contractor bid alerts
- ✓ Extensive documentation of project activity
- ✓ Eliminate miscommunication with plan rooms
- ✓ Go Green - A paperless bid system
- ✓ Clean presentation of project info
- ✓ Custom page for your projects

MOBILE AND TABLET FRIENDLY

www.civcastusa.com



SMWBE KCEL

S/M/W/DI/V/DBE Certification

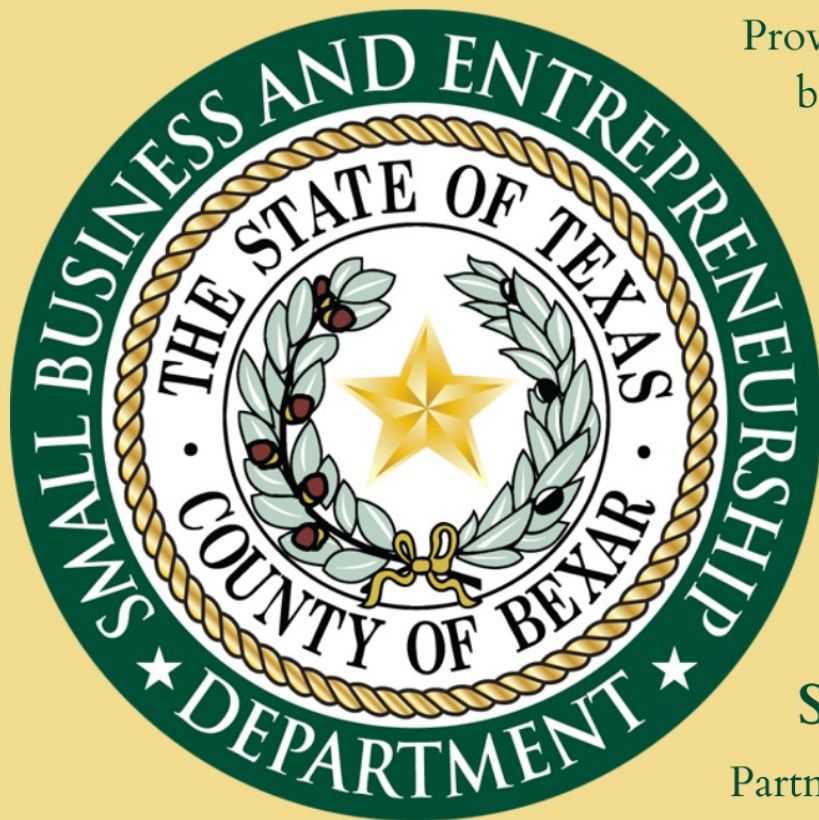
“Certification”

A designation as a HUB, SBE, MBE, DIBE, DBE, VBE, or WBE awarded by any authorized agency that a company is a for-profit independent operating business that is at least 51% owned, operated and controlled by minority person (s) and/or a woman or women. The ownership by minorities and women must be real and substantial.

“Certification Agency”

An authorized local, state, federal or private sector entity that provides certification services, which consist of vendor submittal of a certification application with supporting documentation, review, and often a personal interview or site visit to validate claims of SMWVBE status.





COMMUNITY OUTREACH

Provides notices for events,
bid opportunities, workshops,
issues newsletters, social media
communications

PROGRAM COMPLIANCE & REPORTING

Coordinates SMWBE/DBE
policies and procedures, establishes
innovative programs and provides
monitoring and compliance

SMALL BUSINESS RESOURCES

Partners with local, state, federal & private organizations
to link businesses to opportunities for acceleration



SMWBE *XCEL*

Questions?