



Seize the Nearly \$1 Billion Procurement Opportunity

Follow these steps to get your business out front in the Los Angeles County procurement market

L.A. COUNTY CONTRACTING CONNECTIONS

The County has adopted a 25% small business contracting goal as part of the [Contracting Connections program](#) from the Department of Consumer and Business Affairs (DCBA).

This goal paves the way to close to a BILLION dollars worth of County procurement opportunities.

This could be an untapped revenue stream for your business's products or services. With the rising costs of doing business, increasing sales is a good way to offset additional or new expenses. Additional benefits are also available for companies who are certified as a Local Small Business or Disabled Veteran Business.

WHERE TO START

1. [Procurement Technical Assistance Center](#)

The Department of Consumer and Business Affairs (DCBA) has been enhanced to include the L.A. County Office of Small Business, which includes the Procurement Technical Assistance Center. Brian Stiger is the department's director and he and his staff are ready to help. DCBA office phone number: (213) 974-1452. Small Business Services: (323) 881-3964. Or by web at:

[Consumer and Business Affairs Contact](#)

2. [How to Register](#)

To do business with the County of Los Angeles, a firm must register in the [County's vendor registration system](#). Vendor Registration alerts the County as to the products/services you offer AND **alerts you of upcoming events and bid opportunities in your field**. After successfully registering, you will be issued a County Vendor ID number and PIN. Registration is done online at the County's website: [County's vendor registration system](#)

Visit www.eprocure.dgs.ca.gov to register your business for the **State of California Bid Opportunities**.

Visit www.sam.gov to register your business for **Federal Government Bid Opportunities**.



3. [Find Opportunities](#)

To view bids online and to learn about purchasing and contract opportunities, visit the L.A. County website:

www.lacounty.gov/business/doing-business-with-the-county

"There's never been a better time to sell your goods and services to Los Angeles County. Small businesses like yours are winning County contracts and the Department of Consumer and Business Affairs is here to help you certify, connect, and grow."

Keven Chavez

Public Information Officer, DCBA

GET CERTIFIED!

Businesses who qualify for the County's Local Small Business or Disabled Veteran Business certifications are eligible for a 15% price preference when submitting County bids.

Certifications:

- Local Small Business Enterprise - SBE
- Community Business Enterprise Program - CBE
- Disabled Veteran Business Enterprise - DVBE
- Social Enterprise - SE

[Visit here for the Certification Instructions Preference Program](#)

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LAEDC Success Story

Matrix Mattress, City of Compton



Located in the South Los Angeles area, **Matrix Mattress** is a family owned business in operation for more than 30 years, with ten years at its Compton location. Three generations now work in their mattress manufacturing operation founded by the father, Ramon Valadez. What started as a mattress delivery service, grew into a successful mattress manufacturing operation with a fleet of 20 light trucks and 40 employees.

The Challenge. With new growth came growing pains and increasing costs. After the loss of some key customer accounts and their revenue, the company was losing money and at risk. The business was forced to downsize and layoff most of its labor force. The family regrouped and purchased a small mattress manufacturing operation. Learning from the past, the owner's main business lesson was to grow this new undertaking organically—slow enough to maintain control and to keep good management of its customers.

6 Jobs Saved in the City of Compton

The LAEDC BAP team and Leonard Barrales, Regional Manager provided integral assistance:

- Identified needs and challenges
- Proposed the company redesign itself, to capture other types of consumer markets, namely the procurement market
- Enrolled the company into a vendor system and reviewed applicable commodities lists and services
- Connected the company with supporting agencies which promote business connections with governmental agencies, such as the [Southern California Minority Supplier Diversity Council](#)
- Assisted the company in procurement practices to [do business with the County of Los Angeles](#)
- Guided the company on how to manage government contracts at a sustainable pace

The Results:

- Six jobs saved
- Vendor registration completed
- New business opportunities established

In the City of Compton six jobs saved with the company building relationships with government agencies who purchase their products.

"I wanted to restart this company at a pace I could manage. LAEDC's plan to assist our family business fits organically into our company's business culture."

Ernie Valadez, Manager / Family Owner
Matrix Mattress

ALL OF THESE SERVICES WERE PROVIDED AT NO COST.

September 2017 -No. 27

The DCBA is available to help business.

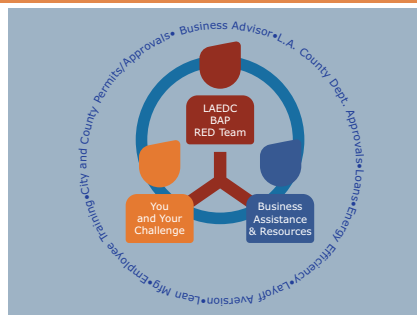
Do you own a small business in Los Angeles County?

- For those just starting out, or businesses without a business plan, the DCBA offers the small business concierge, directing business owners to the tools to navigate the process of opening and growing a business in L.A. County
- Educates consumers about their rights and responsibilities
- Mediates disputes and investigate consumer fraud complaints
- Enforces L.A. County's minimum wage ordinance

Visit [The Department of Consumer and Business Affairs](#) for more information.

The LAEDC Business Assistance Program (BAP) RED Team is here to assist you.

The award-winning LAEDC BAP RED Team can help connect your business to human resources and other enterprise-related support services. [Offered at no cost, this is in addition to other valuable services](#) such as permit assistance and access to financing.



The LA COUNTY Workforce Development Board (WDB) and the Los Angeles County Economic Development Corporation (LAEDC)

Partnering for business.

Welcome to our twenty-seventh issue of *LA County Business Connect*. Our newsletter is a service offered by the LA County WDB and the LAEDC to provide valuable tools to support and grow your business. One call, one click, can put you in touch with people who know where and how to get things done.

Just a few ways we can help:

- Resources for hiring and training employees
- Identify incentives and resources that can save you money
- Assist with access to financing
- Provide existing workers with new skills to help you compete
- Best of all, LAEDC services are **FREE!**

Call the LAEDC today and let us connect you to resources to help your business thrive!

Visit www.laedc.org/our-services/business-assistance-layoff-aversion/ or call **888-4-LAEDC-1**

CONNECT WITH US!

Put the LA County WDB and the LAEDC to work for you!

Call **888-4-LAEDC-1** Or visit LAEDC.org/business-assistance



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