

Contract and Purchasing Services Division

Workshops Offered

We provide workshops on How to do Business with Sacramento County and How to Use our eProcurement on-line bidding system.

To view our current workshop schedule, please visit our website at www.sacountybids.net.

More Information

For more information on the County's Procurement Opportunities Program, selling to the County, or to get started selling to the County of Sacramento visit www.sacountybids.net or call us.

▶ Sacramento County

Phone: (916) 876-6360

E-mail: sacpurchasing@sacounty.net

Contract and Purchasing
Services Division
9660 Ecology Lane
Sacramento, CA 95827



Procurement Opportunities Program

Doing Business with Local and Small Businesses



SACRAMENTO
COUNTY



Procurement Opportunities Program

Sacramento County is reaching out to local and small businesses through the Procurement Opportunities Program

Sacramento County wants to do business with local and small business enterprises.

1. Do you provide equipment, supplies, construction, and/or non-professional services?
2. Is your company independently owned/operated; not dominant in its field of operation?
3. Do you have fewer than 50 employees; have 25 employees (preference eligible)?
4. Is your principal office located in the Sacramento Regional Market Area (preference eligible)?

Promoting Local Small Businesses



If you participate in the Procurement Opportunities Program, you could qualify for up to 7% price/point preference on contracts up to \$1,000,000.

Sacramento County provides opportunities by leveling the competition through price/point preference, knowledge, participation and potential for success.

What is Price/Point Preference?

The preference amount is the additional amount the County is willing to pay to do business with local and/or certified micro-businesses located in the Sacramento Regional Market Area. For the purpose of this program, the Sacramento Regional Market Area is defined as Sacramento, El Dorado, Placer, Sutter, Yolo and Yuba counties. The Price preference applies to Request for Bid response; whereas, the Point preference applies to the price portion of a Request for Proposal.

In other words, all bids being equal, if you qualify for the local and micro-business bidder preferences, you may receive up to 7% price preference as the lowest responsive bidder.

What will the Procurement Opportunities Program provide for my business?

- ⇒ Opportunity to compete with the larger, more established businesses.
- ⇒ Opportunity for business growth.
- ⇒ Opportunity to participate in the County's contracting and procurement process.

For complete details and to see if you qualify to participate in the Procurement Opportunities Program, contact the Contract and Purchasing Services Division.

Why should I do business with Sacramento County NOW?

- ⇒ The preference threshold was \$250,000; NOW it's \$1,000,000!
- ⇒ The local price/point preference was 3%; NOW it's 5%!
- ⇒ Enjoy the opportunity for success NOW by providing goods and services in your region.

How it works

Bidders	2% Small	5% Local	Bid Amount	Adjusted Amount
Bidder A	Yes	Yes	\$22,179	\$20,626.47
Bidder B	Yes	No	\$21,983	\$21,543.34
Bidder C	No	No	\$21,400	\$21,400.00
Bidder D	No	Yes	\$22,000	\$20,900.00

The preference is used as a calculation for determining the lowest bidder, and does not affect the actual amount paid to the vendor. In this example, the award would go to Bidder A (the formally certified micro-business located in Sacramento County) for \$22,179.

Although the "preference" applied to the winning bidder is \$1552.53, (7% of \$22,179.00) the net cost to the County in this example is \$779 (the difference between Bidder A and Bidder C's actual bids).