Welcome! The session will begin soon.
You are all muted, but feel free to use the ‘Chat’ function to network before we begin.
If you have a question, please put it in the ‘Chat’.
After the Forum, you will receive access to all Forum presentations and the attendee lists from each session.
City of Philadelphia
Local Business Purchasing Initiative (LBPI)
The City is simplifying the contracting process for businesses.

- As a majority-minority City, our goal is for local purchasing to increase opportunities for all businesses, including M/W/DSBEs.
- The LBPI contract approval process is projected to reduce from 110 days to 30-45 days for opportunities included in the initiative.
- LBPI contracts will not have as much paperwork and therefore less burden on small businesses.
The Local Business Purchasing Initiative will increase access by removing barriers and encouraging competition.

- Most opportunities, including small opportunities, will be located on one website: contracts.phila.gov. This website will include links to other important information for vendors.

- Departments are required to solicit M/W/DSBEs and other disadvantaged businesses.

- Annual reporting requirements will track metrics of success for the inclusion of local and M/W/DSBEs on these purchases.
Philadelphia is reinvesting in our communities through local businesses.

- Small, local businesses are the backbone of Philadelphia’s economy: more than 84% of businesses in Philadelphia have fewer than 20 employees.

- For every $1 spent in large buyer procurement in Philadelphia, an additional $0.50 is generated for the local economy (according to a report cited by the Economy League’s *Philadelphia Anchors for Growth & Equity* initiative).

- The City awarded over 800 contracts under $100,000 in FY ’18, which were worth over $15 million total. These contracts are an entry point to working with the City.
Micropurchases: Opportunities for up to $34,000

- Departments are not required to post these publicly, but they must at least solicit 3 vendors who belong to any of these groups:
  - M/W/DSBEs, small businesses, local businesses registered with the City of Philadelphia, Emerging Vendor Program businesses
- Fastest contract execution process
- Includes Professional Services and Supplies, Services and Equipment
Small Order Purchases: Opportunities from $34,000-$74,999

• Departments are required to post these publicly, and they must at least solicit 3 vendors who belong to any of these groups:
  • M/W/DSBEs, small businesses, local businesses registered with the City of Philadelphia, Emerging Vendor Program businesses
• Faster contract execution process compared to traditional RFP or bid processes
• RFP will be kept to 5-10 pages where possible and less documentation will be required from businesses.
• Includes Professional Services and Supplies, Services and Equipment
Local Business Purchases: Certain $75,000-$100,000 opportunities

• Departments are required to post these publicly and can only allow certified Local Business Entities (LBE) to apply.
• Note that the final contract amount may be below $75,000.
• Faster contract execution process compared to traditional RFP or bid processes.
• RFP will be kept to 5-10 pages where possible and less documentation will be required from businesses.
• Includes Professional Services and Supplies, Services and Equipment.
• Other purchases from $75,000-$100,000 that are not set aside for LBEs will go through the formal bid or RFP process.
Where to get certified as an LBE or M/W/DSBE, find opportunities

Become a certified Local Business Entity, including link to application:
https://www.phila.gov/procurement/LBP/Pages/default.aspx

Information on becoming a certified M/W/DSBE:

General information on doing business with the City:
Applying to Opportunities Online

• When you click on an opportunity on Contracts Hub, you will be directed to eContractsPhilly or PHLContracts to register as a vendor (if new) and apply to the opportunity. You can still look for opportunities directly on these pages.
Certain additional opportunities will be found on the Additional Opportunities Page, which is linked from Contracts Hub:

These listings include Requests for Information and opportunities with social services agencies and quasi-city agencies.

BigIdeasPHL will no longer operate, and archived closed opportunities will also be posted here.
Appendix: What are some examples of contracts that could be impacted between $34,000-$100,000?

**Goods and non-Professional Services include:**

- Catering services
- Asphalt paving
- Court reporting services
- Restoration of library materials
- Automotive paints and tools
- Computer systems maintenance
- Roofing repairs
- Janitorial services
- Office supplies
- Playground equipment
- Lumber

**Professional Services include:**

- Research and analysis consulting
- Financial advisory consulting
- Architectural design services for lighting fixtures
- Sustainability consulting for the Airport
- Leadership training
- Community development services
- Collection and bank deposit services
- Clinical health services

...and many more!
Closing Questions and Answers

• Questions and Answers
  ▪ Please put your questions in the ‘Chat’

• Closing
  ▪ When instructed, close out of this session and use the link you used for the opening session to get back to the Closing Session
  ▪ If you can’t find that link see the ‘Chat’ when instructed and click the link provided