



LOS ANGELES COUNTY  
**CONSUMER &  
BUSINESS AFFAIRS**

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# FREE SERVICES

FOR LOS ANGELES COUNTY SMALL BUSINESSES

- Procurement Assistance
- Assistance to New Businesses & Startups
- Business Certifications
- Networking & Matchmaking Events
- Workshops on Government Contracting
- L.A. County Small Business Advocate
- Counseling & Resources

Serving Los Angeles County consumers and  
businesses since 1976.



## OUR MISSION

To promote a fair and vibrant marketplace, we serve consumers, businesses, and communities through education, advocacy, and complaint resolution.



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# L.A. County's Contracting Connections

## SMALL BUSINESS SERVICES



**CERTIFY. CONNECT. GROW.**

## CONTRACTING CONNECTIONS

### What is the Contracting Connections Program?

Los Angeles County's Contracting Connections program was designed by the Board of Supervisors and consists of a four-year small business utilization plan to grow and strengthen the region's economy. The County's goal is to increase the percentage of contracts that go to certified local small businesses to 25% and disabled veteran businesses to 3%, which is close to \$1 billion yearly.

All you have to do is certify, connect, and grow.

### CERTIFY.

#### Sell to the County - We're buying

If you sell it, Los Angeles County probably buys it! The County purchases billions of dollars in goods and services every year ranging from hospital equipment, office supplies, to furniture and consulting services.

If you're a local small business, disabled veteran business or a social enterprise, we want to buy from you!

Take the first step and register as a vendor with Los Angeles County today by visiting: <http://camisvr.co.la.ca.us/webven/>

As part of the Contracting Connections program, the County offers three certification programs to boost your contracting opportunities.

#### Local Small Business Enterprise (LSBE)

The LSBE Preference Program boosts contracting opportunities for qualifying small businesses in Los Angeles County.

#### Disabled Veteran Business Enterprise (DVBE)

The DVBE Preference Program is designed to enhance purchasing and contracting opportunities for businesses owned by disabled veterans.

#### Social Enterprise Preference Program (SE)

The SE Preference Program was designed to increase contracting opportunities for enterprises whose primary purpose is to enhance Los Angeles County through economic, social, and environmental sustainability.

### CONNECT.

#### Small Business Advocates

Each department in the County has designated a Small Business Advocate to provide information on the latest bid opportunities to business owners. As a certified business, you will have direct contact to any of the Small Business Advocates to help you find the contract that's right for your business.

#### Networking events

Certified businesses receive priority registration to our workshops and events. You can meet face-to-face with County staff, including procurement officers and

Small Business Advocates to find out about County resources and contracting opportunities that can help grow your business!

#### Development assistance

Not quite ready to bid for contracts? DCBA's Small Business Services can help prepare you with tools to get your business off the ground.

### GROW.

#### Bid Preference:

All three certifications receive a 15% bid price reduction or 'preference'\* when bidding on certain goods and services solicitations from Los Angeles County.

#### 15-day Prompt Payment:

If you are certified as an LSBE you can receive payment within 15 days of receipt of an undisputed invoice.

#### Exclusive listing on the County's online directory of certified businesses:

LSBEs, DVBEs, and SEs will be placed in a database of certified vendors.

*\*The actual preference is calculated on the cost or price component of the lowest most responsible and responsive bid amount. The bid price reduction cannot exceed \$150,000. The 15% preference is used only to determine the lowest bidder or proposal and does not change the amount of contract award.*