

# LET'S GET DOWN TO BUSINESS

## Doing business with Metro

Expanding opportunity through contracting

# Diversity in contracting matters

Positive results for the region:

- Creates healthy economy in the Metro region
- Builds capacity of local COBID certified firms
- Increases competition, and
- Adds different perspectives



# Expanding outreach and training efforts



# Commonly contracted services

- Construction and maintenance
- Architecture and engineering
- Forestry and landscaping
- Foodservice and supplies
- Professional, technical and scientific services
- Goods manufacture and supply



# Contracting thresholds

- Up to \$10,000 – directly contract
- Up to \$150,000 – Intermediate procurement posted on ORPIN
- Over \$150,000 – Formal procurement posted on ORPIN



# What can you do as a vendor?

- Register with ORPIN and check *pdxprocurementsearch.com*
- Get COBID certified
- Attend Metro's Annual Open House
- Scan the Daily Journal of Commerce for business opportunities
- Network with chambers



# What can you do as a vendor?

- Check the Metro website for training opportunities
  - Workshops
  - Technical assistance
- Legal capacity to conduct business in Oregon
- Comply with Equal Employment regulations



# Avoid common mistakes

- Address all questions directly
- Submit prior to the deadline
- Double check your bid/proposal document
- Ask for a debrief





# What's on the horizon

- New Metro equity contracting program
- More training and technical assistance
- Setting targets for Metro projects
- Exemption for up to \$50,000 professional services
- Workforce diversity for large construction projects



# Questions?

