

CONFIDENTIAL - NOT FOR DISTRIBUTION

Next Generation Procurement

Innovative. Efficient. Inclusive.

02.13.19

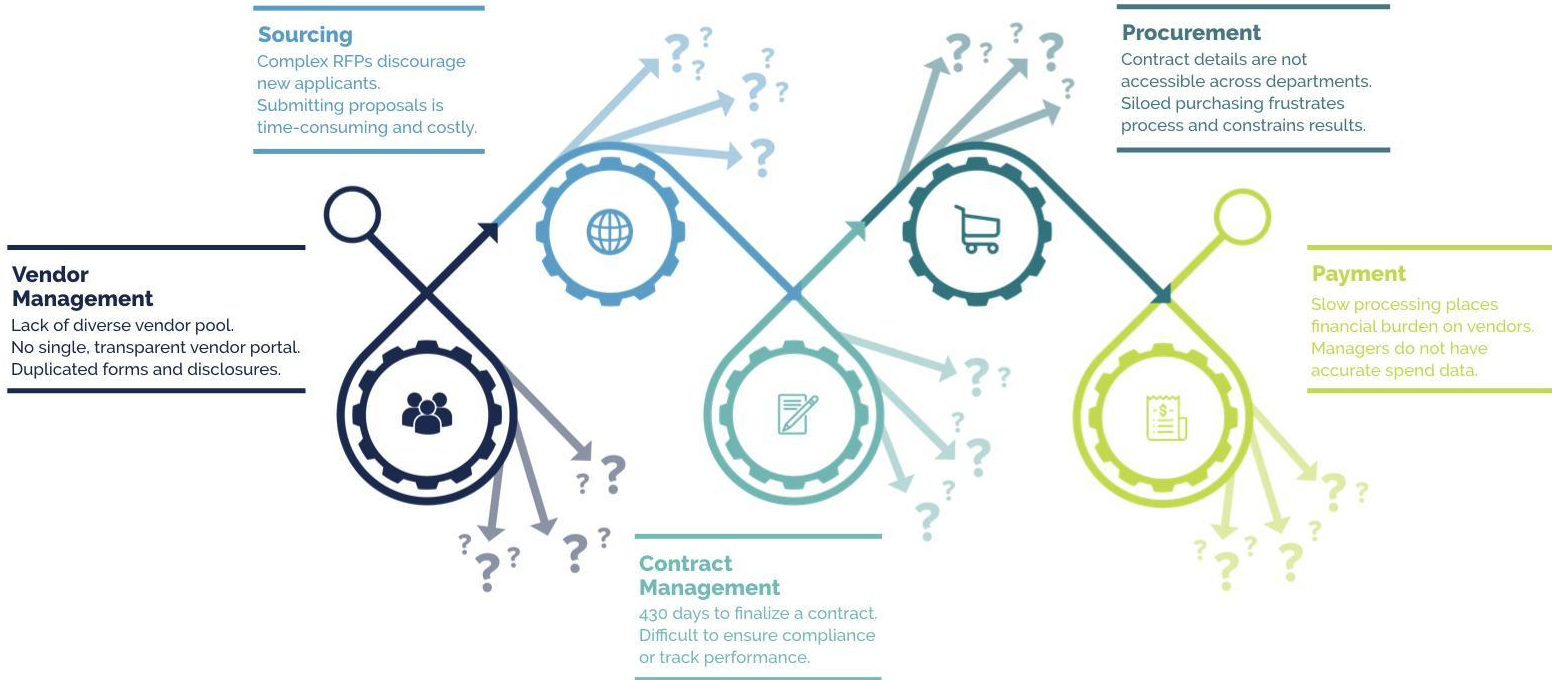
Eric
Garcetti
#lamayor

Procurement in Los Angeles is outdated and inefficient—creating complexity that hinders competition, diversity, and innovation.

By improving our processes, people, and systems, procurement transformation can drive **operational efficiency** and **economic impact**.

CONTEXT

Our flawed procurement process is the single greatest obstacle to achieving LA's operational objectives.



To transform procurement, we must create a process that works for everyone.

VALUES



Inclusive



Responsible



Modern



Efficient



Accountable

GOALS

increase diversity of bidders and awardees

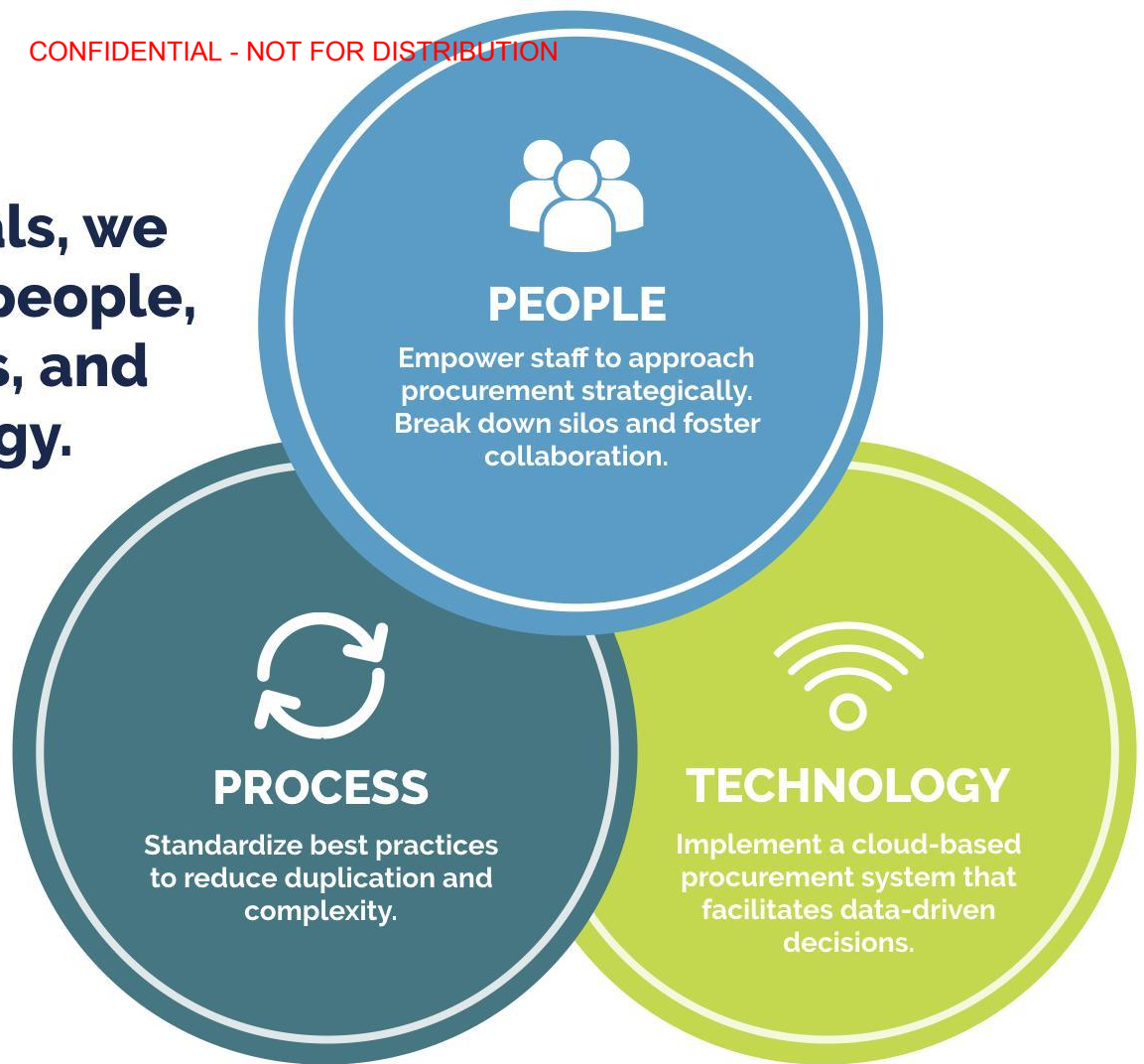
maximize value while retaining integrity

develop best-in-class vendor experience

reduce cycle times and costs

make data transparent and accessible

To reach these goals, we will empower our people, modernize process, and leverage technology.



By pairing high-impact, near-term actions with long-term systematic change, we're already on our way.

Empower People

- ✓ Establish CPO Team
- ✓ Institute Monthly DCC Meetings
- 🔄 Develop Expert Speaker Series
- 🔄 Create Professional Development Program for Procurement Administrators
- Host Regional Procurement Events

Modernize Process

- 🔄 Transform xBE Certification
- 🔄 Improve Performance Evaluation
- 🔄 Redesign RFx Templates
- 🔄 Create Industry-Specific Contract Templates
- 🔄 Implement Standard Procedures
- Optimize Legal and Regulatory Requirements

Leverage Technology

- ✓ Build buyLA Website
- 🔄 Consolidate Internal Reporting
- 🔄 Publish Procurement Indicators
- 🔄 Implement an End-to-End Procurement Solution
- Improve Vendor Due Diligence
- Develop Regional Marketplace

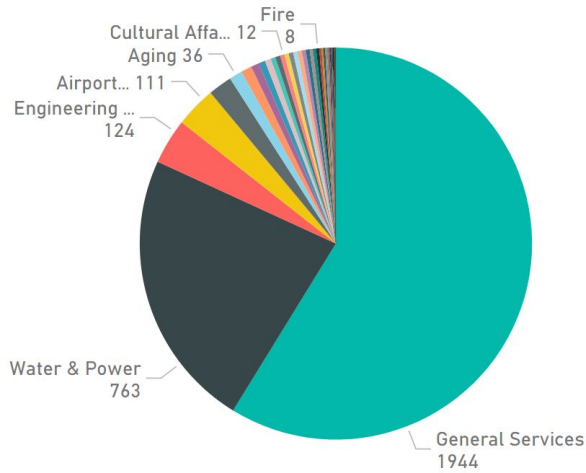
2018 In Review



1. Fiscal Year 2018 (July 1, 2017 - June 30, 2018) spend for all City departments, including proprietary. Based on payments data and preliminary. Data is subject to change slightly based on further data refinement.
2. Calendar Year 2018. Based on BAVN data on released solicitations by all City departments.
3. Calendar Year 2018. Based on number of contracts attested to by the City Clerk.
4. Total number of certified firms based on BCA OTS and BAVN data.
5. Fiscal Year 2018 (July 1, 2017 - June 30, 2018) spend for all City departments, including proprietary. Data is subject to change slightly based on further data refinement.

2018 In Review: Department Solicitations

BAVN POSTINGS BY DEPARTMENT

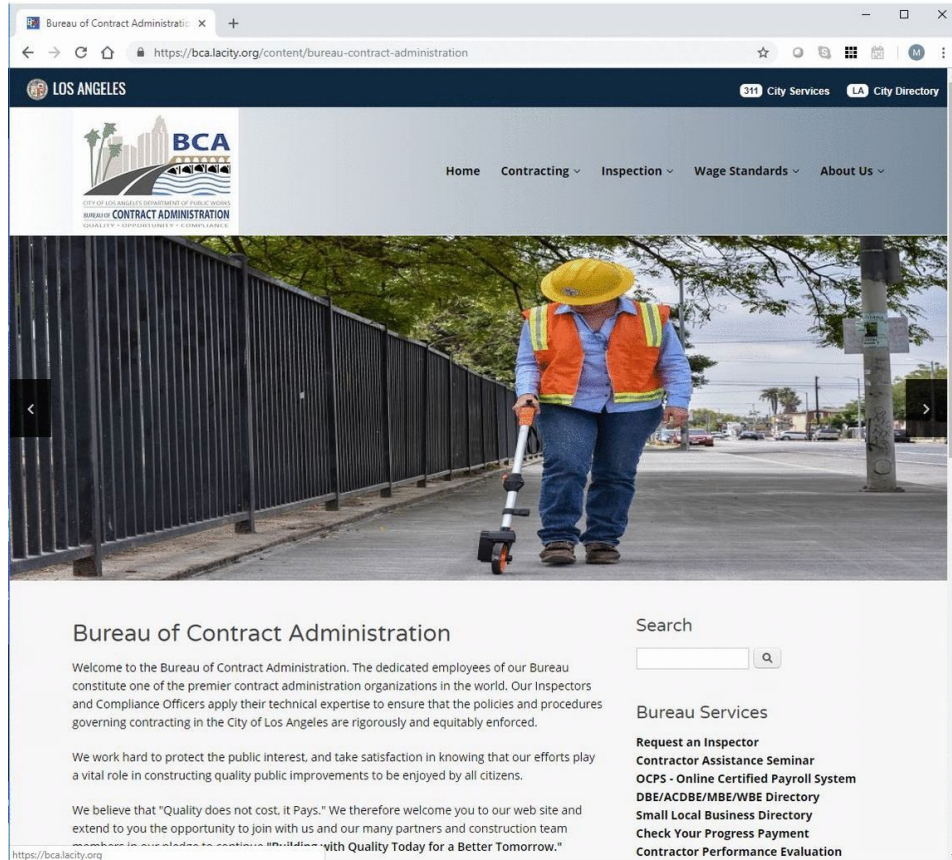


- DEPARTMENT_NAME
- General Services
- Water & Power
- Engineering Bureau, Public Works
- Airports, Los Angeles World
- Harbor Department, Port of Los Angeles
- Aging
- Sanitation Bureau, Public Works
- City Administrative Officer, Office of the
- Attorney, Office of the City
- Housing Authority, City of Los Angeles
- Homeland Security and Public Safety, Ma...
- Housing and Community Investment
- Cultural Affairs
- General Services, Non-Commodity
- Personnel
- Police
- Recreation and Parks
- Street Services Bureau, Public Works
- Building and Safety
- Information Technology Agency
- Transportation
- Fire
- Economic and Workforce Development
- Disability, Department on
- Finance, Office of

DEPARTMENT_NAME	Count of Opportunities
General Services	1978
Water & Power	763
Engineering Bureau, Public Works	223
Airports, Los Angeles World	111
Harbor Department, Port of Los Angeles	68
Controller, Office of the City	54
Sanitation Bureau, Public Works	52
Information Technology Agency	45
Aging	36
City Administrative Officer, Office of the	35
Recreation and Parks	29
Total	3628

2018 In Review: Online Certification Tool

In the very recent past, businesses had to certify on paper by first going on the BCA website...



2018 In Review: Online Certification Tool

City of Los Angeles

MINORITY BUSINESS ENTERPRISE CERTIFICATION APPLICATION

WBE & WBE ELIGIBILITY REQUIREMENTS*

- Minority Business Enterprise**
 - For-profit and independent business.
- Women Business Enterprise**
 - For-profit and independent business.

CERTIFICATION AFFIDAVIT:

A FALSE STATEMENT OR MATERIAL OMISSION MADE IN CONNECTION WITH THIS APPLICATION IS SUFFICIENT CAUSE FOR DENIAL OF CERTIFICATION, REVOCATION OF A PRIOR APPROVAL, AND INITIATION OF REMEDIATION PROCEDURES, AND MAY SUBJECT THE INDIVIDUAL, ANJOR OR ENTITY MAKING THE FALSE STATEMENTS TO ANY AND ALL CIVIL AND CRIMINAL PENALTIES AVAILABLE PURSUANT TO APPLICABLE FEDERAL AND STATE LAW.

THE SIGNATOR OF THIS DOCUMENT MUST BE THE APPLICANT FIRM'S OWNER, OFFICER OR DIRECTOR.

I, _____ (of Name Printed), affirm under penalty of perjury that I am _____ (Title) of _____ (Applicant Firm) and that I have read and understood all of the questions on this application and that all the foregoing information is true and correct to the best of my knowledge. The responses include all information necessary to fully and accurately identify and explain the operations, capabilities and pertinent history of the applicant firm as well as the ownership, control and affiliations thereof.

I understand and recognize that the information submitted in this application is for the purpose of ascertaining certification approval by the City of Los Angeles. Bureau of Contract Administration (LABCA). I understand that LABCA reserves the right to collect documents and conduct site visit on it deems necessary. I understand that LABCA may, by means it deems appropriate, determine accuracy and truth of the statements in the application, and I authorize such agency to contact the entity, individual(s), company, agency(ies) identified in the application, contractor, etc., and other certifying agencies for the purpose of verifying the information supplied and determining the applicant's eligibility.

I declare under penalty of perjury that the information provided in this application and supporting documentation is true and correct.

Required Signature: _____ Date: _____

NOTARY CERTIFICATE

State of _____ County of _____

On this _____ day of _____, 20____ before me, the undersigned Notary Public, personally appeared _____ personally known to me (or proved to me on the basis of satisfactory evidence) to be the person whose name is subscribed to the within Affidavit, and acknowledged that he/she executed the same in the capacity therein stated and for the purposes therein expressed.

In witness whereof, I hereunto set my hand and Official Seal.

Notary Public: _____ Seal: _____

REVISED 06/01/2018 Page 4 of 6

PERSONAL INFORMATION

NAME: _____ TITLE: _____ GENDER: MALE FEMALE

OFFICE: U.S. CITIZEN PERMANENT LOCAL RESIDENT

ETHNICITY: HISPANIC BLACK-AMERICAN NATIVE-AMERICAN ASIAN-PACIFIC SUBCONTINENT ASIAN

HOME ADDRESS: _____ CITY: _____ STATE: _____ ZIP: _____ PHONE NUMBER: _____

CONTROL

NAME	TITLE	DATE APPOINTED	ETHNICITY	GENDER	RESPONSIBILITY

NAICS CODES

The City of Los Angeles utilizes the North American Industry Classification System (NAICS) to identify a firm's Area of Specialty or Expertise. Is firm may only be certified in the business activity in which the firm is regularly engaged, competent to engage, and is controlled by the minority or women quarter(s).

SUPPORTING DOCUMENTS CHECKLIST

SUBMIT REQUIRED DOCUMENTATION FOR ALL CATEGORIES BELOW THAT APPLY TO YOUR BUSINESS.

All Applicants

- Proof of ethnicity and/or gender for all qualifying owners (e.g., passport or birth certificate that explicitly states ethnicity and/or gender)
- Proof of U.S. citizenship or permanent legal residency (e.g., passport, birth certificate)
- Education of all qualifying owners, principals and key personnel showing degrees of employment/ownership, education, and training with corresponding dates
- Business Federal Income Tax Returns (Form 1040) including W-2s, schedules, and statements for the most recent three years for all qualifying owners (state tax returns are not required)
- Documented proof of capital investment and/or contributions to acquire ownership or purchase stock for each qualifying owner (e.g., both sides of cancelled checks)
- End of year Balance Sheets and Income Statements for the most recent three years (or life of firm, if less than three years)
- All relevant licenses, permits and certificates with expiration dates.
- Documented proof of ownership or signed lease agreement(s) for all office, warehouse, storage space, etc. owned or leased by your firm
- State Registry Card

Corporation

- Federal Corporate Income Tax Returns (Form 1120 or 1120S) including all schedules and statements for the most recent three years (state tax returns are not required)
- Articles of Incorporation (signed by the state official with approval date)
- Both sides of all corporate stock certificates (current and cancelled)
- Stock transfer log(s)
- Minutes of the First Organizational Meeting
- Board Meeting Minutes for the last three (3) years, if available.

Partnership or Joint Venture

- Federal Partnership Income Tax Returns (Form 1065) including all schedules and statements for the most recent three years (state tax returns are not required)
- Original and any amended Partnership and/or Joint Venture Agreements

LLC

- Federal Partnership Income Tax Returns (Form 1065) including all schedules and statements for the most recent three years (state tax returns are not required)
- Original and any amended Operating Agreements(s)
- Articles of Organization

Trucking Operator

- Title(s) and registration certificate(s) for each truck owned and/or operated by your business
- Current Motor Carrier Permits

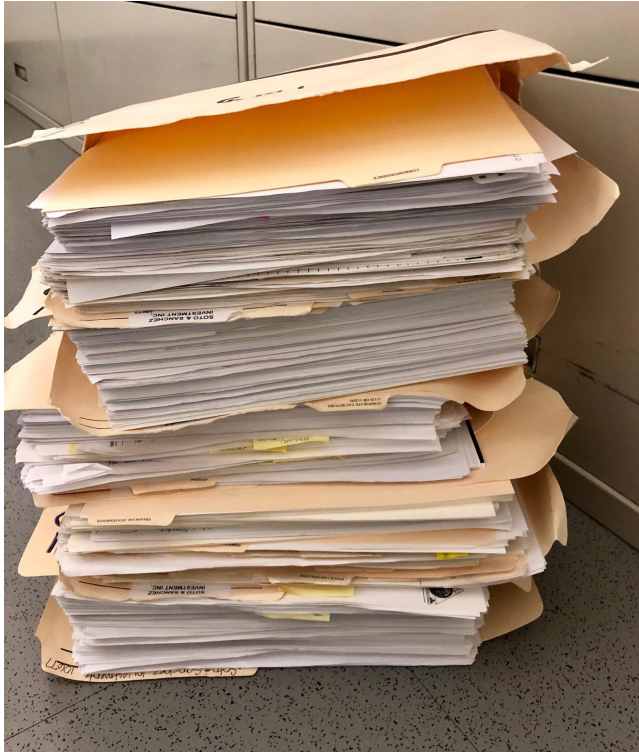
Retailer/Dealer

- Proof of warehouse ownership or lease
- List of product lines carried
- List of distribution equipment owned and/or leased

Then completing a paper application...

2018 In Review: Online Certification Tool

Which ended up looking like this.



2018 In Review: Online Certification Tool

Today, businesses can log onto the City's online certification tool and apply directly online! And BCA analysts will also be reviewing the same information online, reducing confusion, cycle times, and barriers.

The screenshot displays a web browser window with the URL <https://sandbox.avisare.com/signup/cityofla>. The page header includes the City of Los Angeles logo, the text "CITY OF LOS ANGELES Online Certification Portal", the "Department of Public Works Bureau of Contract Administration", and "Powered by AVISARE". The main content area features a large background image of a city skyline at sunset. On the left, the text reads: "Determine Which Certifications You Qualify For. Apply Online. Track The Real-Time Status of Your Application." Below this, it states: "Getting certified as a Woman or Minority-owned business has never been easier! To start:" followed by a three-step process: 1. Create your Business Account, 2. Click on Certifications Center, 3. Fill out application form and apply. On the right, a white sign-up form is overlaid with the heading "Create your free account now!". The form includes fields for "First Name", "Last Name", "Email Address", and "Password", each with a "Please fill in this field" error message. A blue "NEXT" button is positioned below the form. A navigation menu at the top of the form shows "ACCOUNT INFO" (selected), "COMPANY INFO", "YOUR OFFERING", and "PREVIEW & SUBMIT". A small chat icon is visible in the bottom right corner of the page.

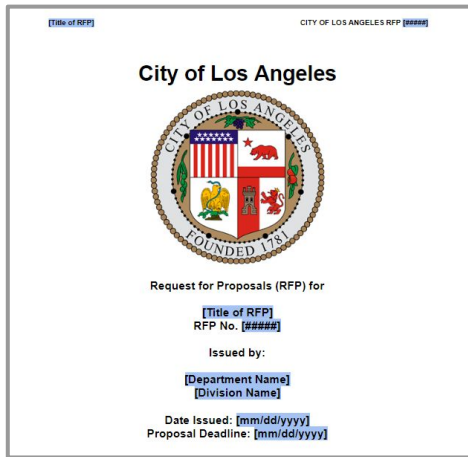
2018 In Review: Professional Development

- **June 2018:** Harvard Government Performance Lab
- **September 2018:** DWP+Simplar Institute
- **October 2018:** Institute of Supply Management Trainings
- **January 2019:** City of LA Professional Development Training Series Begins



2018 In Review: Tools for DCCs

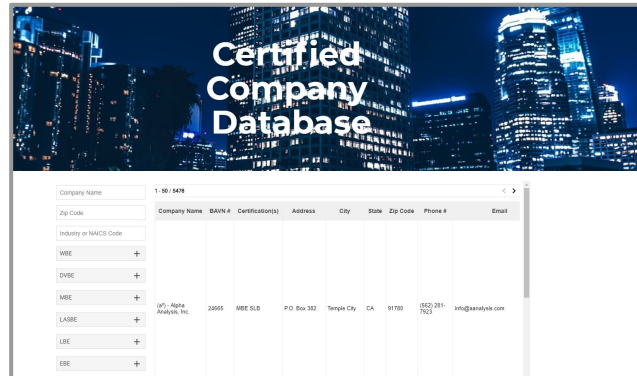
RFP and RFQ
Templates
Developed
October 2018



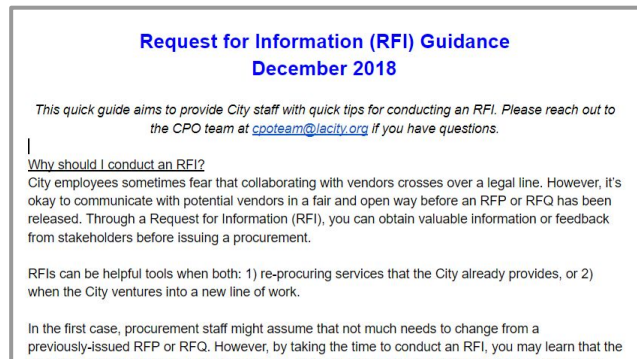
Pre-Proposal Conference
Slide Deck Template
November 2018



Certified Company Database
December 2018



RFI Guidance
December 2018



Certification Directory

● **Certified Company Directory**

- Certification Data from BCA and BAVN
- Searchable by Company Name, NAICS, Industry and Certifications!
- Exportable to CSV file for further manipulation.
- Live on the BuyLA site now.



Company Name: 1 - 50 / 5478

Zip Code: _____

Industry or NAICS Code: _____

WBE: +

DVBE: +

MBE: +

LASBE: +

LBE: +

EBE: +

SLB: +

DBE: +

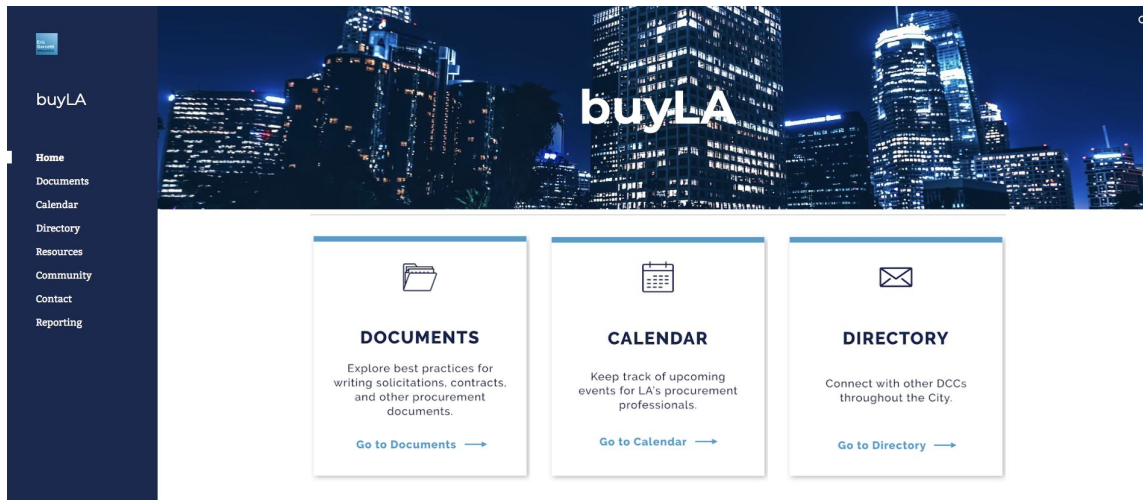
VSBE: +

More actions... ▾

Company Name	BAVN #	Certification(s)	Address	City	State	Zip Code	Phone #	Email
(*) Alpha Analysis, Inc.	24665	MBE SLB	P.O. Box 382	Tempe City	CA	91780	(562) 281-7923	info@aanalysis.com
01Jones Care	89353	LBE SLB	5225 104 ave 206	Los Angeles	CA	90045	3104628792	

- **Internal Website**

- Portal for all City Procurement Professionals
- Shared Templates and Contracts
- Shared Calendar of Events.
- Contact Lists and Peer Learning



2018 In Review: Events & Outreach

January:

- Certification Intake Specialist Training for the Business Source Centers

February:

- BuildWith - Emphasis on Construction and Matchmaking
- FACLA Symposium Doing Business with the City

May:

- Mayors Summit
- GSD Vendor Fair
- Accessing LA / Koi Pond - Emphasis on Personal Services

June:

- Pro-Tech Innovation Labs
- LAWA Matchmaking Event

August:

- Accessing City Contracts Opportunities

September:

- DWP Outreach Event for Women
- Small Business Academy

October:

- Accessing LA - Emphasis on the Valley



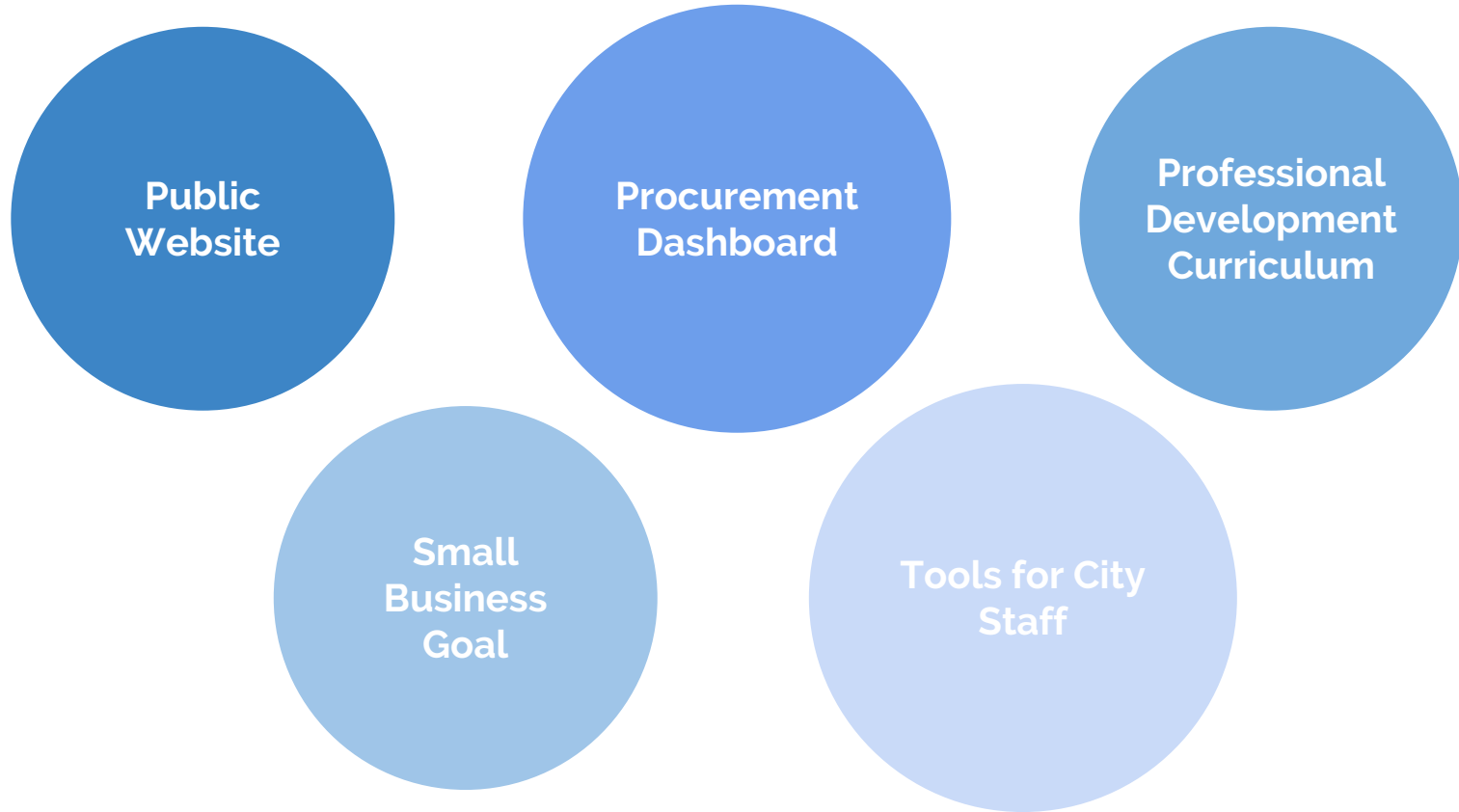
Monthly:

- LAWA Monthly Outreach Event
- Prevailing Wage Compliance Training
- OCPS Training for Contractors

Bi-Monthly (Every other month):

- Accessing BCA Workshop





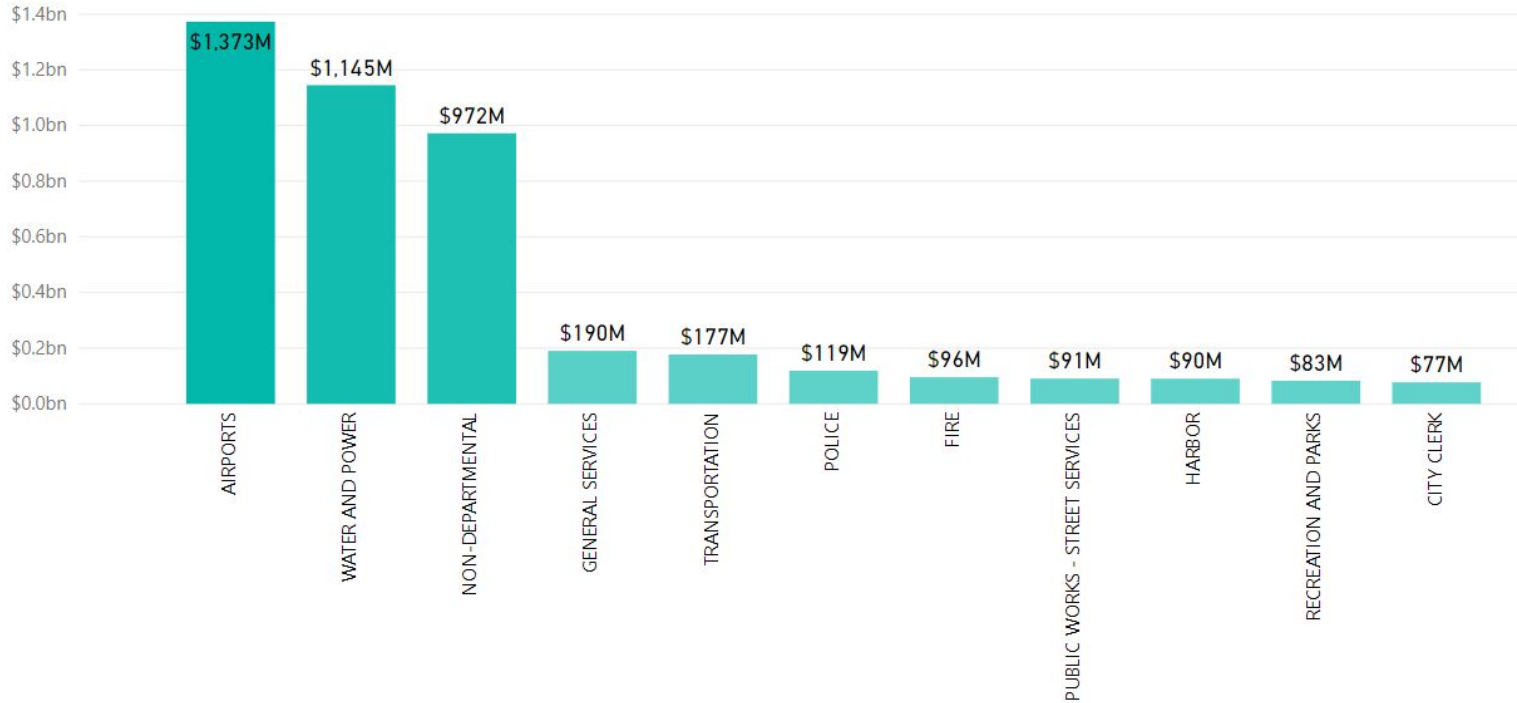
2019 Plan: Reporting Dashboard

Department 45	Total Spending \$4.71bn	Vendors 9836	FISCAL YEAR 2018 <input type="button" value="v"/>
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DEPARTMENT.NAME2	Dollar Amount	% Total	VENDOR(S)
AIRPORTS	\$1,372,953,021	29.15%	1064
WATER AND POWER	\$1,144,686,298	24.30%	1782
NON-DEPARTMENTAL	\$972,117,626	20.64%	2154
GENERAL SERVICES	\$190,338,601	4.04%	919
TRANSPORTATION	\$177,291,560	3.76%	353
POLICE	\$119,218,387	2.53%	582
FIRE	\$95,697,340	2.03%	448
PUBLIC WORKS - STREET SERVICES	\$90,712,590	1.93%	259
HARBOR	\$90,274,148	1.92%	1074
Total	\$4,710,165,193	100.00%	9836

2019 Plan: Reporting Dashboard

Department 45	Total Spending \$4.71bn	Vendors 9836	FISCAL YEAR 2018
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2019 Plan: Reporting Dashboard

FISCAL YEAR

- 2016
- 2017
- 2018
- 2019

Total Vendor Count

9836

Expenditure Type

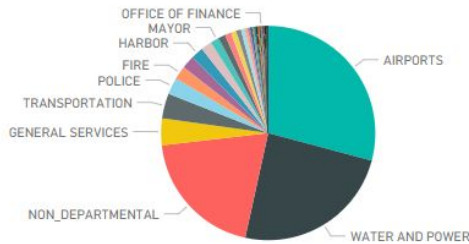
Expenditure Type	DOLLAR AMOUNT	% of Total
SUPPLIES AND OTHER SERVICES	\$2,867,180,818	60.87%
IMPROVEMENTS OTHER THAN BUILDINGS	\$427,074,501	9.07%
MATERIALS AND SUPPLIES	\$358,882,149	7.62%
CONSTRUCTION SERVICES	\$308,579,139	6.55%
PROFESSIONAL SERVICES	\$201,854,480	4.29%
CAPITAL OUTLAYS	\$158,426,515	3.36%
FUEL FOR GENERATION	\$131,774,169	2.80%
OTHER OUTSIDE SERVICES	\$115,452,246	2.45%
54510 CAPITAL CONSTR SVC	\$29,847,775	0.63%
OPERATION AND MAINTENANCE SERVICES	\$16,633,419	0.35%
PROFESSIONAL & SPECIALIZED SERVICES	\$11,801,092	0.25%
PERSONNEL SERVICES	\$10,181,800	0.22%
54260 ENVIRON ASSESSMNT SVC	\$9,213,476	0.20%
POSTAL SERVICES	\$6,059,330	0.13%
MISCELLANEOUS PROFESSIONAL SERVICES	\$5,092,566	0.11%
SPONSORSHIPS AND ADVERTISING	\$4,544,303	0.10%
55010 PARTS & MATERIALS	\$4,137,599	0.09%
INFORMATIN SYSTEM CONSULTING SERVICES	\$4,028,738	0.09%
13150 EQUIPMENT ABOVE \$5000	\$3,603,004	0.08%
Total	\$4,710,165,193	100.00%

2019 Plan: Reporting Dashboard

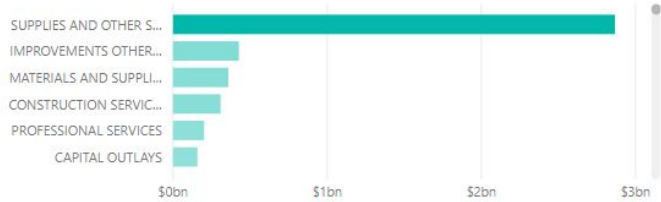
DEPARTMENT NAME	◇	FISCAL YEAR
All	▽	<input type="checkbox"/> 2016 <input type="checkbox"/> 2017 <input checked="" type="checkbox"/> 2018 <input type="checkbox"/> 2019
EXPENDITURE TYPE	☑	
All	▽	
Total Amount	Vendor Count	
\$4.71bn	9836	

DOLLAR AMOUNT by DEPARTMENT NAME

DEPARTMENT NAME ● AIRPORTS ● WATER AND ... ● NON_DEP... ● GENERAL S... ● TRANSPO... ● POLICE ▶



DOLLAR AMOUNT by EXPENDITURE TYPE



Department	Dollar Amount
AIRPORTS	\$1,372,953,021
WATER AND POWER	\$1,144,686,298
NON_DEPARTMENTAL	\$928,945,452
GENERAL SERVICES	\$190,338,601
TRANSPORTATION	\$177,291,560
POLICE	\$119,218,387
FIRE	\$95,697,340
PUBLIC WORKS - STREET SERVICES	\$90,712,590
HARBOR	\$90,274,148
CITY CLERK	\$77,378,627
MAYOR	\$61,498,976
RECREATION AND PARKS	\$49,586,525
INFORMATION TECHNOLOGY AGENCY	\$44,994,062

2019 Plan: xBE Reporting Dashboard (Prime Level)

Local Business Enterprises

Select Department

All

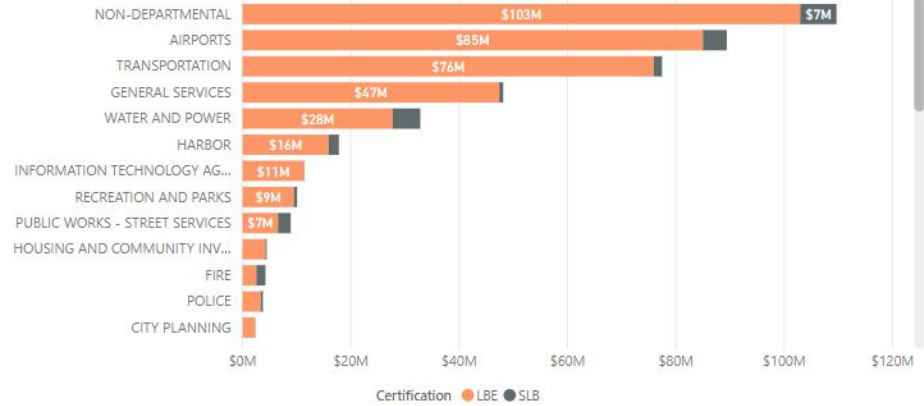
Select Fiscal Year

2018

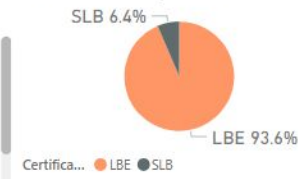
Certifications

All

DOLLAR.AMOUNT by DEPARTMENT.NAME and Certification



DOLLAR.AMOUNT by Certification



Percent of Total Spend

9.13%

Local Vendors

282

LBE

226

SLB

113

Contracts Total

\$429.95M

DEPARTMENT.NAME	LBE	SLB	Total
NON-DEPARTMENTAL	\$102,955,764.91	\$6,708,638.91	\$109,664,403.82
AIRPORTS	\$84,998,488.51	\$4,422,870.77	\$89,421,359.28
TRANSPORTATION	\$75,942,868.68	\$1,515,726.80	\$77,458,595.48
GENERAL SERVICES	\$47,403,115.94	\$728,598.96	\$48,131,714.90
WATER AND POWER	\$27,732,653.01	\$5,084,663.13	\$32,817,316.14
HARBOR	\$15,892,862.51	\$1,891,464.90	\$17,784,327.41
INFORMATION TECHNOLOGY AGENCY	\$11,363,508.21	\$51,786.86	\$11,415,295.07
Total	\$402,441,390.85	\$27,507,882.50	\$429,949,273.35



2019 Plan: External Website



The image shows a screenshot of the buyLA website. At the top, there is a navigation menu with links: HOME, ABOUT, CONTRACTING 101, UPCOMING OPPORTUNITIES, REPORTING, CERTIFICATION DIRECTORY, and CALENDAR. Below the menu is a large blue graphic with the text "buyLA" in the center, surrounded by various icons representing procurement and business processes. Below this graphic is a white section with introductory text and a decorative graphic of interconnected nodes.

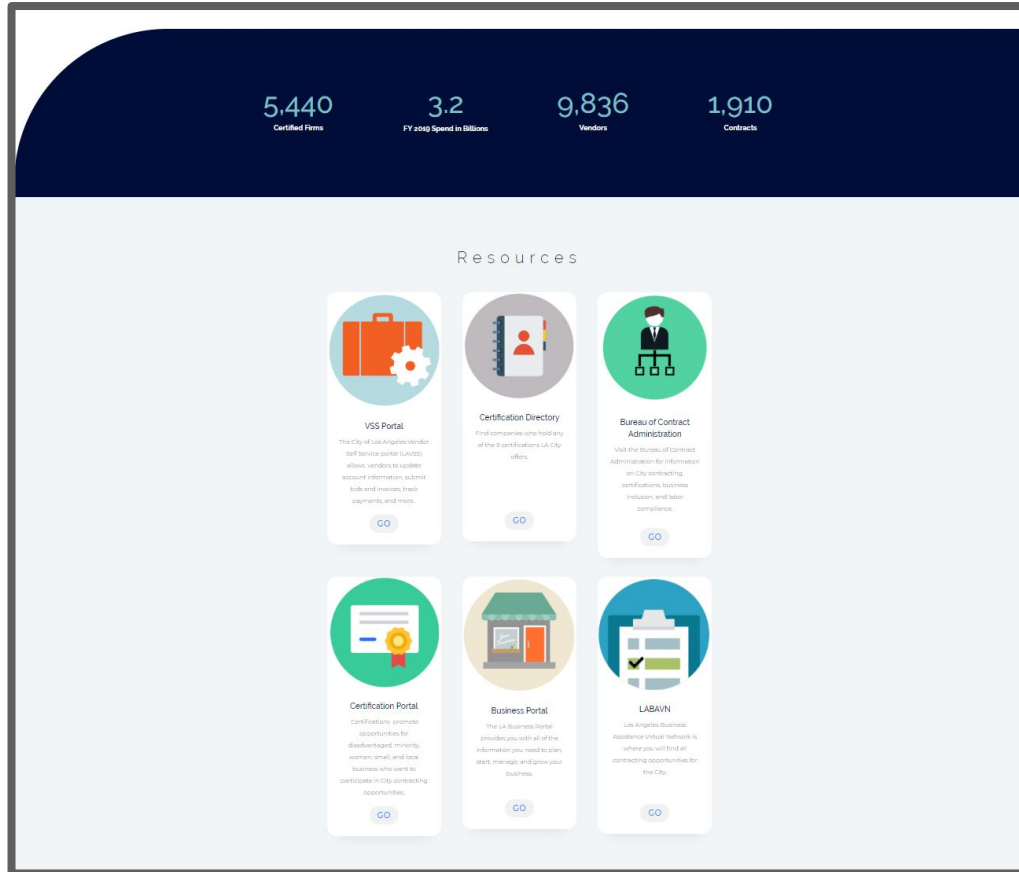
LA Procures
HOME ABOUT CONTRACTING 101 UPCOMING OPPORTUNITIES REPORTING CERTIFICATION DIRECTORY CALENDAR

buyLA

Welcome to LA Procures – the City of Los Angeles' resource for all things procurement. Whether you're a City procurement professional, a current vendor, or a business that's interested in working with the City, this website provides you with helpful and relevant information. We are always looking to improve so please let us know if you would like to see something or have any comments.

MAYOR'S OFFICE OF BUDGET AND INNOVATION | OFFICE OF THE CPO

2019 Plan: External Website



2019 Plan: External Website

Eric Garcetti

HOME ABOUT CONTRACTING 101 UPCOMING OPPORTUNITIES REPORTING CERTIFICATION DIRECTORY CALENDAR

Our Mission is to Create an Equitable, Responsible, Modern, Efficient, and Accountable Procurement Process

Through a "center-led" approach the CPO will focus on Citywide strategies, best prices, and knowledge sharing while supporting departments that remain responsible for their own purchases. This approach affords the City with the advantage of centralized and decentralized models, allowing subject matter experts and procurement professionals to maximize value for the City.

PROCUREMENT EXCELLENCE

- INNOVATION
- STRATEGIC PARTNERSHIPS
- TECHNOLOGY INFRASTRUCTURE
- LEADERSHIP
- SUSTAINABILITY & TRANSPARENCY
- SUPPLIER DIVERSITY
- DATA AND METRICS
- SAVINGS

Contact Us

Eric Garcetti
@MayorDfLA

CPOTeam@LACity.org
200 N Spring St, Los Angeles, CA 90012


2019 Plan: External Website

The screenshot shows a website page with a navigation bar at the top containing links like 'HOME', 'ABOUT', 'CONTACT US', 'CITY OF LOS ANGELES', 'REQUIREMENTS', 'CERTIFICATION/REGISTRATION', and 'CALENDAR'. The main content area is titled 'Contracting 101' and includes the subtitle 'Your quick guide to contracting with the City!'. To the right is a large, circular illustration filled with business-related icons such as charts, a lightbulb, a magnifying glass, a rocket, and a dollar sign, with the word 'BUSINESS' in the center. Below the illustration, the text reads: 'Contracts with the City fall into one of three categories:'. Three categories are listed in a grid: 'Commodities' (shopping cart icon), 'Construction' (crane icon), and 'Professional Services' (computer monitor icon). Each category includes a brief description, award criteria, and a list of awarding agencies.

Contracting 101

Your quick guide to contracting with the City!

Contracts with the City fall into one of three categories:




Commodities
Supplies, equipment, and materials

Award Criteria:

- Lowest Bid
- Responsiveness
- Vendor meets all qualifications

Awarding Agencies:

- Department of General Services
- Los Angeles World Airports
- Port of Los Angeles
- Department of Water and Power




Construction
Entire construction industry

Award Criteria:

- Lowest Bid
- Responsiveness
- Contractor meets all qualifications

Awarding Agencies:

- Public Works
- Housing Authority
- Department of General Services
- Recreation and Parks
- Department of Water and Power
- Los Angeles World Airports
- Port of Los Angeles



Professional Services
Legal, medical, marketing, food & beverage, janitorial, and consulting

Award Criteria:

- Cost
- Experience and Expertise
- Administrative Compliance

Awarding Agencies:

- All City Departments
- Los Angeles World Airports
- Port of Los Angeles
- Department of Water and Power

2019 Plan: External Website

Reminder:

All vendors contracting with the City must obtain a Business Tax Registration Certificate (BTRC) from the Office of Finance.

This also applies to vendors located outside of the City.

***Please visit <http://www.lacity.org> to obtain a BTRC.

Not every contract has the same requirements. Be sure to review the RFP, RFQ, or RFB carefully for details.

Business and vendors that contract with the City must comply with all federal, state, and local laws.

- Equal Benefits to All Employees and Partners:**
Requires contractors offer the same health and other benefits to their employees with domestic partners as offered to employees with spouses regardless of gender.
- Pay a Living Wage and provide Benefits to Employees:**
Requires that contractors comply with all provisions of the Living Wage ordinance, including paying their employees a minimum "living wage" with health benefits and compensated time off. The "living wage" changes yearly and is updated July 1st each year.

Certifications help level the playing field.

Eligible businesses should apply for certifications that apply to them!

Available Certifications:

- Minority Business Enterprise (MBE)
- Women Business Enterprise (WBE)
- Disadvantaged Business Enterprise (DBE)
- Airport Concessions Disadvantaged Business Enterprise (ACDBE)
- Small Business Enterprise (SBE)
- Small Business Enterprise - Proprietary (SBE - Proprietary)
- Emerging Business Enterprise (EBE)
- Local Business Enterprise (LBE)
- Disabled Veteran Business Enterprise (DVBE)
- Transition and Opportunity Program (T.O.P.)

For more information on certification eligibility, please visit Bureau of Contract Administration's website at <https://bca.lacity.org>

Find all of your contracting opportunities on the Los Angeles Business Virtual Network (LABAVN).

The Los Angeles Business Assistance Virtual Network (LABAVN) is a free service that features all contract opportunities throughout the City in one convenient location.

On LABAVN you can:

- Create a unique user profile and be notified of new opportunities.
- Discover contract opportunities.
- Apply for certifications.
- Submit compliance documents.
- Discover business resources.

Register Today: www.labavn.org

The screenshot shows the LABAVN website interface. At the top, there is a navigation bar with 'LABAVN' and 'Los Angeles Business Assistance Virtual Network' logo, and links for HOME, SEARCH, REGISTER, LOGIN, SUPPORT, and Ask City. The main content area features a large image of the Los Angeles City Hall and the text 'Search for Bid Opportunities'. Below this is a search form with a text input field for 'BAVN ID or description', dropdown menus for 'Category', 'Status', and 'Type', and a 'Search' button. At the bottom of the search area, there is a 'Advanced Search' link. Below the search area, there is a blue banner with the text 'Join BAVN to work with the City of Los Angeles and find unique opportunities for your business.' and buttons for 'Register' and 'Already a customer? Login'.

Reporting

The CPO will be providing procurement metrics based on FMS data.
These metrics provide insight into the current state of procurement within The City of Los Angeles.

Dashboard:

- Citywide spend
- Departmental Breakdown
- Vendors by Contract Value
- Expenditures
- Prime Level Certification Spend

Departmental Spending

FISCAL YEAR: 2018

DEPARTMENT	VENDORS	DOLLAR AMOUNT	% Total
AIRPORTS	1064	\$1,372,953,021	29.15%
WATER AND POWER	1782	\$1,144,686,298	24.30%
NON-DEPARTMENTAL	2154	\$972,117,626	20.64%
GENERAL SERVICES	919	\$190,338,601	4.04%
TRANSPORTATION	353	\$177,291,560	3.76%
POLICE	582	\$119,218,387	2.53%
FIRE	448	\$95,697,340	2.03%
PUBLIC WORKS - STREET SERVICES	259	\$90,712,590	1.93%
HARBOR	1074	\$90,274,148	1.92%
RECREATION AND PARKS	598	\$83,081,746	1.76%
CITY CLERK	121	\$77,378,627	1.64%
MAYOR	202	\$61,498,976	1.31%
INFORMATION TECHNOLOGY AGENCY	201	\$44,994,062	0.96%
LIBRARY	414	\$27,983,961	0.59%
HOUSING AND COMMUNITY INVESTMENT DEPARTMENT	145	\$21,821,442	0.46%
CITY ADMINISTRATIVE OFFICER	125	\$16,552,402	0.35%
PUBLIC WORKS - BOARD OF PUBLIC WORKS	50	\$14,835,520	0.31%
Total	9836	\$4,710,165,193	100.00%

Department: 45
 Total Vendor Count: 9836
 Total Spending: \$4.71bn

2019 Plan: External Website

The screenshot shows the 'Certification Directory' page on the City of San Jose website. The page features a navigation menu at the top and a main content area with a search filter on the left and a table of company listings on the right. The table columns include Company Name, EAVN #, Certification(s), Address, City, State, Zip Code, Phone #, Email, and ALL_Description. The descriptions are truncated in the screenshot.

Company Name	EAVN #	Certification(s)	Address	City	State	Zip Code	Phone #	Email	ALL_Description
(N*) Alpha Analysis, Inc.	24055	MBE SLB	P.O. Box 382	Tempe	CA	91780	(602) 281-7921	info@sanalysis.com	Other Scientific and Technical Consulting Services Other Management Consulting Services Administrative Management and General Management Consulting Services Other Activities Related to Real Estate All Other Professional, Scientific, and Technical Services Other Specialized Design Services Drafting Services Architectural Services Management, Scientific, and Technical Consulting Services Other Professional, Scientific, and Technical Services
01JONES Care	86353	LBE SLB	9320 65th ave	Los Angeles	CA	90045	3104823762		Other Health and Personal Care Stores Other Outpatient Care Centers Home Health Care Services All Other Ambulatory Health Care Services Labor Unions and Similar Labor Organizations Services for the Elderly and Persons with Disabilities Other Individual and Family Services Other Individual and Family Services, including Care Retirement Communities and Assisted Living Facilities for the Elderly
1 Source Material Handling, Inc.		SLB	17733 San Fernando Road, Unit 140	Sylmar	CA	91342	(619) 838-1588	accounting@1smh.com	
14 forty	30040	WBE LBE SLB	2328 Hyperion Ave	Los Angeles	CA	90027	3239821440		Advertising Agencies
1708 Family Crisis Center	36701	LBE	2118 Arlington Ave Suite 200	Los Angeles	CA	90018	323-737-3800		Offices of Lawyers Temporary Shelters Outpatient Mental Health and Substance Abuse Centers Other Community Housing Services Employment Placement Agencies
1874	64482	SLB	1954 Echo Park Ave	Los Angeles	CA	90028	2138415529		Other Management Consulting Services
1-Stop Translation USA, LLC	6871	LASBE EBE SLB	3702 Wilshire Blvd Suite 620	Los Angeles	CA	90010	213-460-0211	info@1stopasia.com	Translation and Interpretation Services Translation and Interpretation Services
2 Graphic Copy LA, Inc.		SLB	811 Wilshire Blvd Suite 250	Los Angeles	CA	90017	213-253-2387	gpa2010@yahoo.com	
21Tech LLC	62362	MBE	1330 Broadway Suite 1520	Oakland	CA	94612	4153590600		Software Publishers Data Processing, Hosting, and Related Services Other Information Services Computer Systems Design and Related Services Management, Scientific, and Technical Consulting Services Other Professional, Scientific, and Technical Services Management of Companies and Enterprises Computer Systems Design and Related Services Internet Publishing and Broadcasting and Web Search Portals Custom Computer Programming Services Computer Systems Design Services Computer Facilities Management Services Other Computer Related Services Wholesale Electronic Markets and Brokers
2COPAK LLC SAN ANTONIO GROUP	90289	LASBE EBE SLB VSBE	3520 Wilshire Blvd Suite 610	Los Angeles	CA	90010	2136944019	hkim@archeongroup.com	Architectural Services
2H Construction, Inc.	2662	LBE	2591 Walnut Avenue	Signal Hill	CA	90755	562-424-5947		Commercial and Institutional Building Construction Industrial Building Construction
2R Drilling Inc.	20582	LASBE EBE VSBE	3668 Chino Ave	Chino	CA	91710	909-485-1785		Site Preparation Contractors
3 Kings Associates, Inc.	97112	LASBE EBE SLB VSBE	600 WEST MANCHESTER BLVD	INGLEWOOD	CA	90301	3102159940	3kingsandassociatesinc@gmail.com	New Multifamily Housing Construction (except For-Sale Builders) New Housing For-Sale Builders Residential Building Construction New Single-Family Housing Construction (except For-Sale Builders) Residential Remodelers
3Thirteen Studio	69320	LBE SLB	3220 W Empire Avenue	Burbank	CA	91504	8184423173	coloma@thirteenstudio.com	Graphic Design Services Architectural Services
3214 Urban Consulting	69697	LASBE LBE EBE SLB VSBE	432 S New Hampshire Ave Apt 404	Los Angeles	CA	90020	3238729158	abernazarb@gmail.com	Architectural Services Landscape Architectural Services All Other Professional, Scientific, and Technical Services Environmental Consulting Services Other Scientific and Technical Consulting Services Surveying and Mapping (except Geophysical) Services
360	94338	MBE LASBE EBE DBE VSBE	1575 N Betavia	Orange	CA	92667	9499189120		Computer Systems Design Services Marketing Consulting Services Custom Computer Programming Services
380 A-C, Inc.	93249	LASBE EBE VSBE	1201 Baseline Rd	La Verne	CA	91760	9099713068		Framing Contractors Structural Steel and Precast Concrete Contractors Industrial Building Construction Painting and Wall Covering Contractors Finish Carpentry Contractors Commercial and Institutional Building Construction Masonry Contractors Other Foundation, Structure, and Building Exterior Contractors Residential Building Construction Flue/Gas Concrete Foundation and Structure Contractors
380viewPR	67830	WBE MBE	530 S. Hewitt St. #222 #322	Los Angeles	CA	90013	2137322234	miachel@380view.com	Public Relations Agencies
3COTECH	77819	WBE LBE DBE	224 W 8th Street	San Pedro	CA	90731	7147483424		Professional and Management Development Training Administrative Management and General Management Consulting Services Building Inspection Services Engineering Services Other Scientific and Technical Consulting Services All Other Professional, Scientific, and Technical Services Other Management Consulting Services Building Inspection Services Management Consulting Services Other Scientific and Technical Consulting Services

2019 Plan: External Website

Eric Garcetti

HOME ABOUT CONTRACTING 101 UPCOMING OPPORTUNITIES REPORTING CERTIFICATION DIRECTORY CALENDAR

Events for January 2019

SHOW EVENTS SEARCH

VIEW AS
Month

February +

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	SUNDAY
31	1	2 BullACC0	3	4	5	6
7	8 Metro Connect: How-to-Do Business with Metro Workshop Learn How to Become a Vendor and Supplier with PCL Construction	9 Online Certified Permit Systems Training	10	11	12	13
14	15	16	17	18	19	20
21	22 Metro Connect: Lunch and Learn with The Primm Series	23 Metro Connect: Certification Workshop 101	24	25	26	27
28	29	30	31	1	2	3

February +

EXPORT EVENTS

Search

Recent Comments

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Categories
No categories

Meta
Site Admin
Log out
Entries: 555
Comments: 255
WordPress.org

Upcoming Events

Metro Connect: Lunch and Learn with The Primm Series
January 22 @ 11:00 am - 12:30 pm

Metro Connect: Certification Workshop 101
January 23 @ 10:00 am - 12:00 pm

Doing Business with Los Angeles World Airports
February 6 @ 9:00 am - 11:00 am

Kiewit Estimating Workshop
February 7 @ 10:00 am - 12:00 pm

View All Events

Professional Development Training

Partnership: The City of Los Angeles has partnered with the Simplar Institute to create a training curriculum for procurement professionals with the City.

Goal: To develop a comprehensive professional development & training curriculum that incorporates best practices from both the private and public sectors to provide procurement professionals with tools to help them grow and excel.

Vision:

- Module 1: Procurement 101
For Beginners
- Module 2: RFP Fundamentals and Procedures
For Intermediate Users
- Module 3: Innovative & Advanced Techniques
For Intermediate and Advanced Users



Partner with Council to improve Local Business Preference Program:

Include Small Businesses and Social Enterprises and simplify operations.

Continue to Build Standardized & Best Practices: Continue to improve process and build towards a standardized set of rules and procedures.

Pilot E-procurement Tech Platforms: Partner with departments to test out potential solutions in order to improve efficiency, increase savings, and prioritize user experience.