

# **SMALL BUSINESS DAY NEAR THE BAY**

## **Tuesday, March 14, 2017**

**Sponsored by UC Berkeley & UC San Francisco  
Supplier Diversity Program and Campus, Government  
& Local Partners**

# Welcome

## Campus Representatives joining us today

### Supply Chain Management UC Berkeley

Stacey Templeman, UC Berkeley Acting Chief Procurement Officer, Jen Uy, Campus Buyer, Alex Butler, Commodity Manager, Carla Prado, Business Systems Analyst

### Supply Chain Management UCSF

Jim Hine, UCSF Chief Procurement Officer, Paul Mulligan, UCSF Procurement Manager, Nathan Mosley, UCSF Construction Commodity Manager

### UC Berkeley Local Government and Community Relations

Ruben Lizardo, Director, Jen Loy, Assistant Director

### UCSF Community Engagement

Lydia Bell, Center for Community Engagement

# Welcome

- Full agenda, so please hold questions until the end of each session's presentation. Slide deck will be published on [UC Berkeley Supplier Diversity website](http://supplychain.berkeley.edu/campus/supplier-diversity) after today's event.  
<http://supplychain.berkeley.edu/campus/supplier-diversity>
- We will have a timekeeper to keep us on schedule
- Tables located around the room - materials from our agencies & partners
- Thank you to Deborah Moss, Quiche and Carry for the breakfast
- Tastings later in the morning. Audrey Emmer & Representatives from America To Go will be here.

# Our Agenda

<b>9-9:10am (10 min)</b>	<b>Welcome/ Intro to the Day</b>	<b>Roesia Gerstein, UC Berkeley &amp; San Francisco</b>
<b>9:10-9:25am (15 min)</b>	<b>Meet &amp; Greet</b>	<b>Roesia</b>
<b>9:25-9:50am (25 min)</b>	<b>Resources – SBA, SBDC</b>	<b>Benny Gutierrez, SBA Oscar Dominguez, SBDC</b>
<b>9:50am-10:30am (40 min)</b>	<b>Why Certify? Federal, State of CA, University of CA</b>	<b>Mark McComas, SBA Wayne Gross, DGS Roesia Gerstein</b>
<b>10:30-10:40am (10 min)</b>	<b>Break</b>	
<b>10:40-11:25am (45 min)</b>	<b>Meet the Borrowers Panel</b>	<b>Oscar, Walter Allen, Acumen Building Enterprise, Patrick Madden, Kerex Engineering, tba, Surplus Service</b>
<b>11:25am-11:55pm (30 min)</b>	<b>Working the System: Bay Systems Inc</b>	<b>Roesia, Jasmine Ali, Hanh Kent</b>
<b>11:55-12:15pm (20 min)</b>	<b>Next Steps/Callouts, Thank You's &amp; Wrap-up</b>	<b>Participants</b>
<b>12:15-1:00pm (45 min)</b>	<b>Meet our partners/network</b>	<b>Participants &amp; Partners</b>

# Today's Assignment

1. **One New Fact**- something you did not know before you came (which is true – not fake!)
2. **Three Contacts** – names, emails, phone numbers: can be business cards, written down, or?
3. **One Step/Action** which you are going to take once you leave here

## Meet & Greet 9:10am

- Turn to someone you do not know
- Each of you has 5 min. to introduce yourself & describe your business (feel free to take notes!)
- Be ready to tell the group about the person you have just met, their business name, and what goods and/or services it provides

**9:20am** (5 min) *Call out – what did you learn?*

# SBA Resources – Benny Gutierrez 9:25am (10 min)<sup>7</sup>

TRANSLATE | LOGIN | REGISTER | CONTACT US | FOR LENDERS | NEWSROOM



**SBA**  
U.S. Small Business Administration

[Starting & Managing](#) | [Loans & Grants](#) | [Contracting](#) | [Learning Center](#) | [Local Assistance](#) | [About SBA](#)



## About the SBA

[Video: An Introduction to SBA ▶](#) | [Jobs at SBA ▶](#) | [Contact SBA ▶](#)

SBA.gov » About the U.S. Small Business Administration

[What We Do](#) | [SBA Team](#) | [SBA Locations](#)

## **SBA Resources (continued)**

### **San Francisco District Office Three Main Functions**

1. Free business consulting and free/low-cost business workshops.
2. Lending. Bank partners and micro loan.
3. 8(a) Business Development Program



# 8(a) Business Development Program



**Contracting**

- Video: Sell to the Government ▶
- Qualify for Government Contracts ▶
- Government Contracting Blogs ▶

SBA.gov » Contracting » Government Contracting Programs » 8(a) Business Development Program

## Contracting

- ▶ What is Government Contracting?
- ▶ Getting Started as a Contractor
- ▶ Finding Government Customers
- ▶ Resources for Small Businesses
- ▼ **Government Contracting Programs**
  - What is a Small Business Set Aside?
  - ▶ Women-Owned Small Businesses
  - ▶ **8(a) Business Development Program**
  - ▶ HUBZone Program
  - Service-Disabled Veteran-Owned Businesses
  - Small Disadvantaged

## 8(a) Business Development Program

Learn how SBA's 8(a) Business Development Program helps small, disadvantaged businesses compete in the marketplace.

### About the 8(a) Business Development Program

Learn how SBA's 8(a) Business Development Program helps small, disadvantaged businesses compete in the marketplace.

### Mentor-Protégé Program

The SBA's Mentor-Protégé program enhances the capability of 8(a) participants to compete more successfully for federal government contracts.

### Eligibility Requirements

Find out about what the requirements are for the 8(a) Business Development program.

### 8(a) BD Program Staff

Points of Contact for 8(a) Program Headquarters Offices

### How To Apply

Learn about the application process for the 8(a) Business Development program.

# Northern California (NorCal) Small Business Development Centers

## Oscar Dominquez 9:35am (10 min)



SMALL  
BUSINESS  
DEVELOPMENT  
CENTER  
CONTRA COSTA

ABOUT US ▾ SERVICES ▾ CALENDAR RESULTS ▾ RESOURCES ▾



# Questions on Resources 9:45am (10 min)



# Why Certify? Roesia

- Businesses are encouraged to get certified by organizations doing business with the federal government
- Good way to market to the federal government, State of CA, and private sector companies
- University of CA system verifies status of certification through its data cleansing process twice per year
- You can register your company in the [federal System for Award Management \(sam.gov\)](#) and in the [State of CA system](#)- note slides Wayne just discussed

# Why Certify? Mark McComas 9:50am (10 min)



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## Contracting

[Video: Sell to the Government ▶](#)

[Qualify for Government Contracts ▶](#)

[Government Contracting Blogs ▶](#)

SBA.gov » Contracting

### What is Government Contracting?

[Overview](#)

[SBA's Role in Contracting](#)

[Your Responsibilities as a Contractor](#)

[Contracting Regulations](#)

### Getting Started as a Contractor

[Qualifying as a Small Business](#)

[Make Sure You Meet SBA Size Standards](#)

[Get a D-U-N-S Number](#)

[Determine Your NAICS code](#)

[Register as a Government Contractor](#)

Wayne Gross 10:00am (10 min)

# How to do Business with California State Government



Sell to the State



Small Business/  
Disabled Veteran  
Business Enterprise



Get Public Procurement  
Information



Updated 030320177

# How to do Business with California State Government

## Outreach Liaison

Department of General Services

Procurement Division

Certification and Outreach Branch


707 3rd Street

West Sacramento, CA 95605

[Wayne.Gross@dgs.ca.gov](mailto:Wayne.Gross@dgs.ca.gov)

916-375-4339

# Welcome to California's Online Marketplace



**Sell to the State**

Get Registered and Learn More about the System



**Small Business / Disabled Veteran Business Enterprise**

Get Certified and Understand Your Advantages



**Get Public Procurement Information**

Search for Bid Opportunities and Other Public Information

- ### Latest News and Events
- Release of Cloud Computing Special Provisions for SaaS  
Friday, September 5, 2014
  - Small Business & DVBE Outreach Events 2015  
Thursday, January 1, 2015



SEE ALL THE LATEST NEWS/EVENTS >>





Small Business/ Disabled Veteran Business Enterprise Click here to Get Certified

SB/DVBE Certification

- Find out about SB/DVBE Certification Search for Certified SB/DVBE Firms

Office of Small Business & Disabled Veteran Business Enterprises (OSDS) Resources

- Learn about Nonprofit Veteran Service Agency (NVSA) certification and Nonprofit (NP) recognition Find SB/DVBE Forms Obtain assistance on prompt payment penalties File a complaint Find resources for how to start and develop a business (Business Development Program) Caltrans' Disadvantaged Business Enterprise (DBE) certification

Outreach Resources



Resource Page

- Doing Business with the State View Upcoming SB/DVBE Outreach Events Find Reciprocity Partners that accept DGS's certified firms Find a SB/DVBE Advocate Find agencies that have delegated purchasing authority Learn about the benefits of the SB/DVBE Option Apply to become a California Multiple Award Schedules (CMAS) Contractor

[Programs & Services](#) > [Office of Small Business & Disabled Veteran Business Enterprise Services \(OSDS\)](#) > [Outreach, Training, and Advocacy](#)

## Outreach, Training and Advocacy

The Outreach section is committed to expanding statewide outreach for Disabled Veteran Business Enterprises and small businesses through education and business opportunity enhancements.

- ▶ [Upcoming Outreach Events and Mobile App](#)
- ▶ [Resources](#)
- ▶ [SB/DVBE Training, Webinars, and Videos](#)
- ▶ [Find a SB/DVBE Advocate](#)
- ▶ [Reciprocity Program](#)
- ▶ [State Agency Recognition Awards](#)
- ▶ [Contact the Outreach Section](#)

### What's New



- ◉ [Testimonials of the State of California's DVBE Certification Program](#)
- ◉ [Small Business & DVBE Outreach Events 2017](#)
- ◉ [Cal eProcure is now open for business](#)
- ◉ [Small Business and DVBE Outreach Events Mobile App](#)
- ◉ [DGS Emergency Acquisitions Guide](#)

[View All news and events items](#)

### PD Quick Links

- ◉ [SB/DVBE Advocates](#)
- ◉ [2016 SARA Awards](#)
- ◉ [2015 SARA Awards](#)
- ◉ [2014 SARA Awards](#)
- ◉ [2013 SARA Awards](#)
- ◉ [2012 SARA Awards](#)

Resources

Brochures and Handouts

- ◉ [How to do Business with the State Brochure - English](#) (PDF) ←
- ◉ [How to do Business with the State Brochure - Spanish](#) (PDF)
- ◉ [DVBE Brochure](#) (PDF)
  
- ◉ [I'm Certified, Now What?](#) - English (PDF)
- ◉ [I'm Certified, Now What?](#) - Spanish (PDF)

Registration and Certification Instructions

- ◉ [New Users](#) - English (PDF) ←
- ◉ [New Users](#) - Spanish (PDF)
- ◉ [For Suppliers](#) (PDF)
- ◉ [Users Transitioning from BidSync](#) (PDF)
- ◉ [Small Business \(SB\) and/or Disabled Veteran Business Enterprise \(DVBE\) certification process](#)
  
- ◉ [How to Introduce Yourself to a SB/DVBE Advocate](#) (PDF)

SB/DVBE Presentations

- ◉ [How to do Business with the State](#) - English (PDF)
- ◉ [How to do Business with the State](#) - Spanish (PDF)
- ◉ [I'm Certified, Now What?](#) (PDF)
- ◉ [Leveling the Playing Field](#) (PDF)
- ◉ [Updating Your Profile - Instructions](#) (PDF)
- ◉ [Getting a List of Prospective Bidders](#) (PDF)
- ◉ [Bidder List Instructions](#) (PDF)
- ◉ [Introduction to State Government Contracting](#) (PDF)
- ◉ [Increasing SB & DVBE Contracting Participation](#) (PDF)

SB/DVBE Participation in State Contracting

- ◉ [SB/DVBE Participation in State Contracting FY 2015-16](#) (PDF)

Consolidated Annual Report

- ◉ [Fiscal Year 2015-16 Consolidated Annual Report \(Full Report\)](#)

Upcoming Solicitations for DGS

- ◉ [PD Upcoming Solicitations](#)

- ◉ [Small Business & DVBE Outreach Events 2017](#)
- ◉ [Cal eProcure is now open for business](#)
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## Upcoming Solicitations for DGS

- ◊ [PD Upcoming Solicitations](#)
- ◊ [OBAS Upcoming Solicitations](#)

## What other State Departments are buying

- ◊ [DGS's Office of Business and Acquisition Services \(OBAS\) Marketing Brochure](#) (PDF)
- ◊ [How to do Business with CalSTRS](#) (PDF)
- ◊ [CHP and the SB/DVBE Option](#) (PDF)
- ◊ [CALFIRE Purchasing Contracts](#) (PDF)
- ◊ [Doing Business with CPUC](#) (PDF)
- ◊ [How to do Business with Caltrans](#) (PDF)
- ◊ [Caltrans: How to apply for DBE Certification](#) (PDF)
- ◊ [How to do Business with DCA](#) (PDF)
- ◊ [CDCR Services and Goods Handout](#) (PDF)
- ◊ [Construction Firms Wanted](#) (PDF)

## Departments with SB/DVBE First Policy

- ◊ Department of General Services
- ◊ Franchise Tax Board
- ◊ Department of Veterans Affairs
- ◊ Military Department
- ◊ Department of Public Health
- ◊ California Highway Patrol
- ◊ California Department of Technology
- ◊ Department of Education
- ◊ California Public Utilities Commission
- ◊ Department of Consumer Affairs

▶ SB/DVBE Training, Webinars, and Videos

▶ Find a SB/DVBE Advocate

▶ Reciprocity Program

▶ State Agency Recognition Awards

[Programs & Services](#) > [Office of Small Business & Disabled Veteran Business Enterprise Services \(OSDS\)](#) > [Outreach, Training, and Advocacy](#)

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### Webinars

- ◊ [Cal eProcure Overview](#) (YouTube video)
- ◊ [How to do Business with the State](#)
  - ◊ [Steps 1 & 2 - Register your business and become a certified SB and/or DVBE](#) (YouTube video)
  - ◊ [Step 3 - Use the California State Contracts Register \(CSCR\)](#) (YouTube video)
  - ◊ [Step 4 - Become a California Multiple Award Schedules \(CMAS\) Contractor](#) (YouTube video)
  - ◊ [Step 5 - Market your business to State Agencies](#) (YouTube video)

### DVBE Testimonial Videos

- ◊ [Testimonial #1](#)
- ◊ [Testimonial #2](#)
- ◊ [Testimonial #3](#)
- ◊ [Testimonial #4](#)
- ◊ [Testimonial #5](#)
- ◊ [Compilation Video](#)

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The agencies listed below are current partners that honor the state of California's Small Business and/or Disabled Veteran Business Enterprise (SB/DVBE) certification as acceptance into their individual respective business enterprise programs. Certain partner agencies may also have specific local eligibility requirements that must be met. You may visit each agency's website for more information on their individual programs.

**Bay Area**

Agency	Accepts SB	Accepts DVBE
<a href="#">Bay Area Rapid Transit (BART)</a>	✓	✓
<a href="#">Contra Costa County</a>	✓	
<a href="#">Santa Clara Valley Transportation Authority (VTA)</a>	✓	✓
<a href="#">Santa Clara Valley Water District</a>	✓	
<a href="#">San Francisco City College</a>	✓	
<a href="#">San Francisco City/County</a>	✓	✓
<a href="#">East Bay Municipal Utility District</a>	✓	

**Los Angeles Region**

Agency	Accepts SB	Accepts DVBE
<a href="#">City of Long Beach</a>	✓	
<a href="#">Port of Long Beach</a>	✓	
<a href="#">City of Los Angeles</a>	✓	✓
<a href="#">City of Pasadena</a>	✓	
<a href="#">County of Los Angeles</a>	✓	✓
<a href="#">County of Riverside</a>	✓	✓
<a href="#">Los Angeles Community College District</a>		✓
<a href="#">Los Angeles County Metropolitan Transportation Authority (MTA)</a>		✓
<a href="#">Los Angeles Unified School District</a>	✓	✓
<a href="#">Metropolitan Water District of Southern California</a>	✓	✓

**Northern California Region**

Agency	Accepts SB	Accepts DVBE
<a href="#">Yuba County</a>	✓	

**Sacramento Region**

Agency	Accepts SB	Accepts DVBE
<a href="#">County of Sacramento</a>	✓	
<a href="#">Sacramento Housing and Redevelopment Agency</a>	✓	
<a href="#">Sacramento Municipal Utility District (SMUD)</a>	✓	

**San Diego Region**

Agency	Accepts SB	Accepts DVBE
<a href="#">City of San Diego</a>	✓	✓
<a href="#">County of San Diego</a>	✓	✓
<a href="#">Port of San Diego</a>	✓	✓
<a href="#">San Diego Association of Governments (SANDAG)</a>	✓	
<a href="#">San Diego County Housing Commission</a>	✓	✓
<a href="#">San Diego County Regional Airport Authority</a>	✓	✓
<a href="#">San Diego County Water Authority</a>	✓	✓
<a href="#">San Diego Unified School District</a>	✓	✓

**Utilities**

Company (CPUC Supplier Clearinghouse)	Accepts SB	Accepts DVBE
<a href="#">AT&amp;T</a>		✓
<a href="#">California American Water Company</a>		✓
<a href="#">California Water Service Company</a>		✓
<a href="#">Comcast</a>		✓
<a href="#">Cox Communications</a>		✓
<a href="#">Frontier</a>		✓
<a href="#">Golden State Water Company</a>		✓
<a href="#">Level 3 Communications</a>		✓
<a href="#">Liberty Utilities (CalPeco Electric)</a>		✓
<a href="#">Pacific Gas &amp; Electric</a>		✓
<a href="#">San Gabriel Valley Water Company</a>		✓
<a href="#">San Jose Water Company</a>		✓
<a href="#">San Diego Gas &amp; Electric Company</a>		✓
<a href="#">Southern California Edison</a>		✓
<a href="#">Southwest Gas</a>		✓
<a href="#">Sprint</a>		✓
<a href="#">Suburban Water Systems</a>		✓
<a href="#">T-Mobile</a>		✓
<a href="#">TelePacific Communications</a>		✓
<a href="#">Trans Bay Cable</a>		✓
<a href="#">Verizon Wireless</a>		✓

Utility companies are not reciprocity partners. However, they do honor the DVBE certification. California Public Utilities Commission (CPUC) requires utility companies to provide DVBE usage reports (PUC § 8283-8284). The CPUC Clearinghouse has an aspirational goal of 1.5% versus the State's mandatory goal of 3%. Utility companies listed are for DVBE business development purposes.



# QUESTIONS

Thank you for participating in our presentation

We wish you success!

Email us at:

- [Wayne.Gross@dgs.ca.gov](mailto:Wayne.Gross@dgs.ca.gov)
- [Advocate@dgs.ca.gov](mailto:Advocate@dgs.ca.gov) **or**

Phone us at: 916-375-4400

# UC Systemwide Bidding – ucop.edu Roesia 10:10am

The screenshot shows the 'Procurement Services' website with a navigation menu. The 'FOR SUPPLIERS' tab is selected. On the left, a sidebar menu lists 'Working with us', 'Supplier contracts', and 'Campus RFPs'. The main content area is titled 'Working with the University of California' and contains several paragraphs of text and two sub-sections: 'Becoming a UC supplier' and 'Supplier Reporting'.

## Procurement Services

- OVERVIEW
- FOR UC STAFF
- FOR SUPPLIERS**
- FORMS & POLICIES
- TOOLS & TRAINING

### FOR SUPPLIERS

- Working with us** >
- Supplier contracts
- Campus RFPs

#### Working with the University of California

We welcome inquiries from all companies interested in doing business with the University.

Procurement Services at UCOP has two primary groups of customers: the staff of the Office of the President itself and the University as a whole. Local UCOP Procurement Services handles purchasing needs for Office of the President, and Strategic Sourcing manages systemwide procurement. See [UCOP Procurement Team](#) for full list of contacts.

In order to provide fair, open and efficient opportunities for all companies interested in doing business with the University of California, we ask all potential suppliers to pre-qualify for any bidding or supplier activity. To view sourcing events or register for bidding [click here](#).

Please explore this page for additional information on how you can work with UC.

#### Becoming a UC supplier

How to pre-register as an authorized supplier for the University of California.

#### Supplier Reporting

The University of California requires quarterly reporting of sales, incentive and sustainability data from all its strategic suppliers. Data is used for systemwide reporting.

## Documentation you need to provide to register your business

- Tax ID (FEIN)
- Commodities (NAICS)
- DUNS #

**Questions on Certifying 10:25am (5 min)**  
**Break 10:30-10:40am**



## **Meet the Borrowers Panel 10:40am (45 min)**

**Moderator:** Oscar Dominguez

**Panelists:**

- Walter Allen, Acumen Building Enterprise
- Patrick Madden, Kerex Engineering
- tbd, Surplus Service

# Walter Allen, Acumen Building Enterprise



**ACUMEN**  
building enterprise

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home » services

intelligent transportation systems  
infrastructure management  
technical communications

### Services

It's a challenge every transportation infrastructure project manager knows: the time, money, process balancing act. How do you protect one with respect to each of the others and still deliver the level of efficiencies and quality your project requires? That's where our diverse team of experts comes in; we stand ready to provide the top-flight [transportation infrastructure management](#) and [technical communications](#) services your next project deserves.

Whether it's sustainable systems, high-speed rail, airports, ports, marine terminals, highways, you name it, Acumen offers a flexible package of expert support services that public agencies, local and state governments and private businesses large and small have been relying on for more than 20 years.

**Acumen services by category**

- [Intelligent transportation systems](#)
- [Infrastructure management](#)
- [Technical communications](#)

**Acumen Tweets**

A failed transit experiment in Kansas City could still be the future of transit. More California research <https://t.co/0gmLzP8NGP> via @WIRED. Mar 7

Chao says U.S. drivers may face more tolls to raise infrastructure funds. Hold on to your wallets. <https://t.co/9h6EMg7ofi>. Mar 6

More bikes than cars: this is the world's most bike-friendly city - Where is Oakland? <https://t.co/8noXD0rPMV> via @wef, Mar 6

California HSR reports progress on project. OVER 900 jobs and 334 businesses working. GO JERRY!! <https://t.co/TfYtJpz290G>, Mar 3

Rail Suppliers enhance CBTC systems to function in a more complex rail environment. Good overview of CBTC systems. <https://t.co/cV3n50mTDs>, Mar 2

# Patrick Madden, Kerex Engineering



- HOME
- ABOUT
- OUR SERVICES
- HAULING SERVICES
- GALLERY
- CAREERS
- CONTACT



### HIGH QUALITY WORKMANSHIP

Kerex Engineering Inc. work crews adapt quickly to working alongside other crews and are accustomed to meeting strict deadlines while staying on budget. Each project we undertake in Walnut Creek is managed by a skilled onsite supervisor.

### STATE OF THE ART EQUIPMENT

Our advanced and well maintained machinery includes various sized trucks, cranes, loaders, excavators, compressors and specialty hand tools necessary for any excavation job.

### FULLY INSURED AND BONDED

The Kerex Engineering Inc. excavation crew is highly trained and regularly updated on applying the strictest of safety standards according to Walnut Creek codes. Your job site and property are always protected regardless of the size of your project.

### HAVE AN INQUIRY?

GET IN TOUCH WITH US:

1-877-782-6730

[patrick@kerexengineering.com](mailto:patrick@kerexengineering.com)



# Surplus Service

(510) 226-0600 [Info@SurplusService.com](mailto:Info@SurplusService.com) [f](#) [G+](#) [in](#) [t](#)

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## E-Waste Management Solutions

Providing businesses and organizations with a full range of services needed to make electronic disposal easy and zero waste reporting a priority.

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# Questions for the Panel

1. Please tell us a little about you and your business.
2. When was the first time you capitalized or leveraged your company and would you please share your experience?
3. What documentation was required? Any surprises?
4. Did you seek assistance in the process and at what point?
5. Is your company certified and was that a factor in accessing capital?
6. Any last words of wisdom?



# Interview with Bay Systems Inc - Roesia

## 11:25am (30 min)

Jasmine Ali, CEO

Hanh Kent, Director of Client Services

# About Bay Systems Inc

## What Sets Bay Systems Apart

*Small, Agile and Flexible with **Big Results***

*Extreme Federal **Government FOCUS***

*Unparalleled Commitment to **Customer Service***

- Certified 8(a) SDB, WOSB, Hubzone boutique firm
- Located in East Palo Alto, CA
- **19 years of excellent performance in Federal market**
- An **award-winning** & reputable company
- Community Leader
- Financially Stable - **Competitive Pricing**
- **DCAA-audited** & Approved Accounting System

# Bay Systems' Core Capabilities

Proven performance record in *Cyber Security, Network Operations, Cloud Computing, and Staffing Solutions*

Serving Clients: *Federal Agencies, National Laboratories, and University of California Office of the President* with 10 campuses

- Project-based and Talent Acquisition Effort
- Focus and *Results Orientation*
- *Commitment to Delivery* in everything we do

# Interview with Bay Systems Inc

1. How did you find out about the SBA 8(a) Business Development Program & describe how the program helped your company?
2. What major steps did Bay Systems Inc take to be considered for the UC systemwide bid solicitation?
3. If you could give other small businesses one piece of advice what would it be?

## **Next Step Breakout: 11:55am (20 min)**

### **One New Fact/3 Contact Names/Next Step**

Remember the assignment?

Pair up with a partner and discuss:

1. One fact that you learned
2. Whose contact info do you have?
3. Talk about your call to action: what is your next step?

## Learning Callouts, Thank Yous & Wrap Up 12:15pm

1. Let's hear from you: fact, contacts, next step?
2. Thanks to all of you who showed up and participated. Best of Luck!
3. Meet our partners/network

We could not have done all of this without our partners: SBA, SBDC, State of CA: Department of General Services, Berkeley Local Government and Community Relations, Richmond Chamber, RichmondBuild, Richmond Mainstreet, Quiche and Carry, City of Richmond, America To Go - Let's give them a hand.

