

# CORPORATE PROCUREMENT SUPPORT

## WHAT RSI DOES?

- Analyze and develop a clear Statement of Work around your needs and objectives.
- Build a Solicitation and Evaluation Model for effective response evaluation.
- Structure your solicitations so more Small Businesses feel comfortable competing.
- Improve Small Business engagement.
- Organize Industry Engagement Days to increase subcontracting.
- Conduct solicitation specific training to potential Small Business bidders.
- Work with your procurement department to simplify the bidding process.

At its best, the bidding process should be a series of symbiotic relationships:

**GOVERNMENT - BUSINESS - PRIME - SUB - COMMUNITY**

RightSource understands procurement from both sides of the equation - We know how to bridge the communication barrier between the procurement professionals and the bidders.

## THE PROBLEM TO BE SOLVED

You have community goals and legal obligations to engage small business. BUT, small businesses don't compete enough, driving up your price and creating the perception of favoritism. When small businesses do win, they don't know how to complete the work within your structure, creating a headache for contract administration.

## THE GOAL:

- Better small business engagement
- Increased competition
- Lower prices, Higher quality
- Improved compliance
- Greater community engagement



## CONTRACTING AS A 2ND LANGUAGE

Training/Consulting For Corporate Procurement Structure



# PROCUREMENT TRAINING FOR SMALL BUSINESSES

## CONTRACTING AS A 2ND LANGUAGE

TRAINING PROGRAM DEVELOPED FOR  
LOCAL LEAD SBDC

Small Businesses want to obtain corporate and government contracts. Certification is not enough to get them there. SBs need to learn how to impact the procurement process and respond to solicitations. RightSource developed a 6-course program to train small businesses to do just that.

We also worked with the SBDC in Long Beach to target training programs to specific communities as needs arise, including a training program for Black-owned businesses in the LA area and capability statement writing workshops.

Let RightSource work with you to tailor the program you need to help your community succeed.

## WHAT IS PROCUREMENT?

Procurement is the structured process by which organizations obtain the best product at the lowest price while meeting the organization's community objectives. This is done by recruiting a broad selection of vendors and giving them a transparent and predictable competition platform.

## THE GOAL:

HELPING SMALL BUSINESSES  
RESPOND TO THEIR FIRST  
CONTRACT OPPORTUNITY.

### WHAT RSI DOES?



#### PRESENTATIONS



#### WORKSHOPS



#### BREAK OUT SESSIONS

RightSource has participated in procurement solicitations for over 20 years, in writing solicitations, responding to them, and obtaining direct contracts. We look forward to sharing our expertise with other small businesses.

#### ONE ON ONE CONSULTATIONS



## CONTRACTING AS A 2ND LANGUAGE

Training Program – From Start to Contract  
Course Structure

- 📖 INTRODUCTION TO GOVERNMENT AND CORPORATE CONTRACTING
- 📖 MARKETING TO PROCUREMENT DECISION MAKERS
- 📖 FINDING OPPORTUNITIES
- 📖 LEVERAGING SET-ASIDE CERTIFICATIONS
- 📖 IDENTIFYING SOLICITATIONS THAT FIT
- 📖 STRUCTURING A RESPONSE

## WHY PARTICIPATE?

Government and corporate organizations use procurement for TRILLIONS of dollars of purchasing every year. The Federal Government alone spends over \$500B every year and 23% of that is set-aside for small businesses. States, cities, corporations all have set-asides for small businesses. Even though they set-aside a significant portion for small businesses, very few small businesses participate. For unengaged small businesses, this is a missed opportunity for consistent, reliable revenue.