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“Opportunities With The City”

November 8, 2011

Building a Successful Partnership

City Agencies

- ∩ **Police**
- ∩ **Fire**
- ∩ **Parks , Recreation & Cultural Services**
- ∩ **Streets**
- ∩ **Traffic**
- ∩ **Engineering**
- ∩ **Golf**
- ∩ **Pikes Peak Highway**
- ∩ **COS Airport**

Business with a Competitive Edge

∞ Provide maximum total value

- Delivery
- Quality
- Price/Costs
- Responsible/Responsive

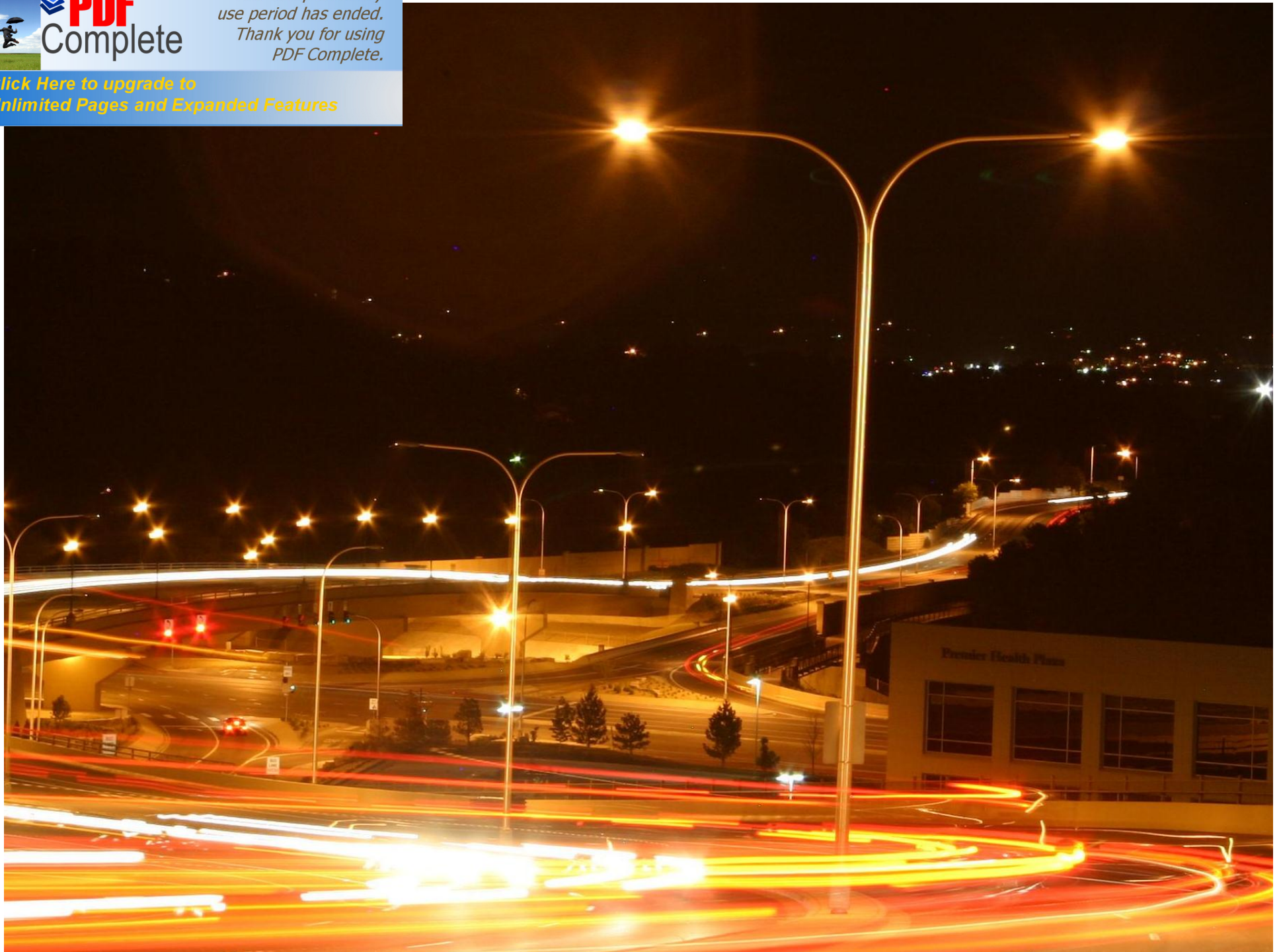
City Competition Requirements

- ❧ **Competition not required less than \$19,999**
- ❧ **Clients obtain 3 quotes for requirements over \$19,999 up to \$200,000 informally**
- ❧ **Purchases over \$200k must be formally solicited and awarded by the Contracting Office**



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ures - “How to Receive Opportunities with the City”

- ∞ **Register on-line to receive automated e-mail notification for formal solicitations**
- ∞ **IT’S FREE!!**
- ∞ **Market product or services to appropriate Departments**



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Registration Site

WEBSITE ADDRESS:

“ WWW.SPRINGSGOV.COM ”

. Then go to CityWire

Contract Terms

- ∩ **Be flexible**
- ∩ **Take few exceptions**
- ∩ **Make allowances**
- ∩ **We strive to develop good partnerships**

Spending Statistics - 2010

- ∞ **\$150,000,000 + Amount contracted (including estimated Visa transactions of \$11 million)**
- ∞ **Spent In State (\$17 million)**
- ∞ **Spent in Co. Springs (\$53 + million)**
 - **50,000+ VISA approx. transactions**

Partnership with Business Organizations

REGULAR PRESENTATIONS TO:

- **Black Chamber of Commerce**
- **El Paso County Contractors
Association**
- **Colorado Springs Chamber of
Commerce**

Upcoming Projects

- ∞ **Woodmen Road Improvements (Bell to Powers)**
- ∞ **N. Nevada Ave Bridge**
- ∞ **Fire Station 21**
- ∞ **On-Call Concrete 2012**

Upcoming Projects (Cont.)

- ∞ **Vincent Drive Road Extension – Phase 2**
- ∞ **Union Pacific Rail Road Temporary Bridge Shoring**

Upcoming Projects (Cont.)

- ∩ **Circle Drive Sidewalk Improvements**
- ∩ **Grid 5 Snow Removal**
- ∩ **On-Call Snow Removal**
- ∩ **On-Call Stormwater Projects**

Upcoming Projects (Cont.)

∞ Traffic Engineering :

- Traffic Paint
- Long Life Materials
- Thermoplastic Material

∞ Streets – Crack Seal Materials

∞ Right of Way Support Services for Woodmen Corridor Improvement Project



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Questions????

 **Procurement Services
Division
385-5910**