

Environmental Commitment and Price Preference: The County seeks to purchase products with the lowest overall environmental impact from manufacturing through end of life. To achieve this objective, environmental factors and product attributes are evaluated in the procurement process. To encourage the purchase of products containing recycled materials, a 10% price preference is applied to those products for the purposes of comparing bid pricing.

Packaging and Product Take Back: The County strongly encourages vendors to minimize packaging and to use recycled and recyclable packaging materials. Once a product has reached its end of life, ideally the vendor will take back the product for reuse.

Other County Programs: The County passed an ordinance to minimize/eliminate the use of products that contain or generate persistent bioaccumulative toxins (PBTs) during manufacturing or reuse/disposal such as mercury, lead, dioxin, etc.

The County passed a green building ordinance which requires County construction projects to be built to a LEED Silver standard. Materials procured for construction as well as furniture, fixtures, and other interiors will be recyclable, durable, and have a low-environmental impact.

Tax: The County pays California State sales and use tax when applicable and is exempt from some federal taxes.

Insurance: Vendors who provide goods and services to the County may be required to submit proof of insurance coverage as specified by the County's Risk Manager. Please call the County Risk Manager at (510) 272-6451 for more information regarding insurance requirements.

Bid & Performance Bonds: Bonds may be required when it is necessary to protect the interests of the County. Most contracts issued by GSA-Purchasing do not require bonding.

Gifts & Gratuities: The County of Alameda maintains a strict policy prohibiting the acceptance by its employees of gifts and/or gratuities from any vendor or potential vendor.

**FOR MORE INFORMATION ON DOING
BUSINESS WITH
THE COUNTY OF ALAMEDA
GSA-PURCHASING
PLEASE CALL (510) 208-9600 AND
VISIT OUR WEBSITE AT**

www.acgov.org

Click on  at top of web page to sign up for updates on County contracting opportunities as well as County training and outreach events.

See *Doing Business With Us* located on the right side of the screen (middle) and click on

- [Small Local & Emerging Business Program](#)
- [Current Contracting Opportunities](#)
- [Upcoming Contracting Opportunities](#)
- [Sole Source Procurements](#)
- [Vendor Application](#)
- [Calendar of Events](#)

Or, using the drop down box below **Quick Links**, on the upper left section of the screen, select **Departments** and then **Purchasing** for links to all the above-listed web pages and more.

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VENDOR GUIDE

COUNTY OF ALAMEDA

**GENERAL SERVICES AGENCY
Purchasing Department**

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Oakland, CA 94612
(510) 208-9600

www.acgov.org

Aki K. Nakao, Director
Pedro Valencia, Deputy Director
John Glann, Purchasing Manager



Welcome: The County of Alameda purchases a wide variety of goods and services through a centralized purchasing system. The purpose of this brochure is to acquaint you with the County's purchasing policies and procedures, and explain how you can do business with the County. Our goal is to assist you in your marketing efforts and promote partnerships between you and the County of Alameda. If this brochure does not answer all of your questions, please visit our website at www.acgov.org or contact Purchasing at (510) 208-9600 for further information.

Centralized Purchasing: Procurement of goods and services are centralized in the General Services Agency (GSA) Purchasing Department under the Deputy Director. The acquisition of goods and services must be approved by GSA or the Board of Supervisors and authorized by a purchase order. The payment process is decentralized in Alameda County. Invoices are submitted to the contracting agency. Every attempt will be made by the County to process payments within 30 days. County departments may utilize the County Procurement Card to purchase approved goods and services up to \$3,000.

Sales Calls & Contacts: Office hours are 8 a.m. to 12 p.m. and 1 p.m. to 5 p.m., PST. To save time and ensure you receive adequate attention, please make an appointment before coming to GSA-Purchasing. Please contact GSA-Purchasing or consult our website for the Buyer's name and phone number for the product or service you provide.

Contracting Opportunities: The Auditor-Controller's Office of Contract Compliance (OCC) currently manages the Small Local Emerging Business (SLEB) Program and maintains a list of local and small/emerging locally owned vendors interested in doing business with the County. These businesses are solicited by GSA-Purchasing through informal and formal competitive bid procedures to provide required goods and services to County departments. Formal Requests for Proposal/Quotation (RFP/Qs) are posted on the GSA Current Contracting Opportunities website and published in local newspapers. A bid preference is available to local and certified small/emerging locally owned businesses. Goods and/or Services over \$25,000 are required to be purchased from certified SLEBs or a minimum 20% (unless otherwise indicated) SLEB participation is required. Purchases of \$25,000 and under are from certified SLEBs whenever possible. Contact the OCC at (510) 891-5500 or visit our website for more information regarding the SLEB Program and how to register your company as a certified small or emerging local business.

Business Outreach: The General Services Agency Office of Acquisition Policy (OAP) works with community businesses and County staff to promote and support the SLEB Program. Vendor informational meetings, networking/bidders conferences, training and vendor fairs are held to promote opportunities for the small and emerging local business community to become acquainted with the County's procurement process. OAP business outreach events are advertised in local newspapers and posted on the GSA Calendar of Events website.

Informal Competitive Bid Process: An informal competitive bid process is utilized when the cost of goods or services is \$100,000 or less. Quotes are solicited from at least 3 vendors whenever possible. GSA-Purchasing solicits informal quotes by telephone, fax or mail from vendors listed in the SLEB Vendor Database. Informal requests for bids are not normally advertised. Contracts are awarded to the lowest responsive bidder meeting specifications.

Formal Competitive Bid Process: Formal competitive bid procedures are utilized when the cost of goods or services exceeds \$100,000 (but may be used for smaller amounts) and include the issuing of a Request for Interest (RFI) and/or a Request for Proposal/Quotation (RFP/Q). RFP/Qs may be preceded by an RFI posted on the GSA Current Contracting Opportunities website and issued to small and emerging local businesses that are listed in the Local Vendor Database. Vendors responding to an RFI will be placed on the vendor bid list for the subsequently issued RFP/Q. RFP/Qs are posted on the GSA Current Contracting Opportunities website and advertised in local newspapers. The formal competitive bid process will include an opportunity for prospective bidders to attend networking/bidders conferences as part of the RFP/Q schedule of events.

In this process, sealed bids will be received at GSA-Purchasing in accordance with RFP/Q instructions. A summary of bids received indicating the successful bid is available for review at GSA-Purchasing after the award of the purchase order or contract. An RFP/Q award will be in accordance with the criteria indicated in each RFP/Q issued and will not necessarily be awarded to the bidder quoting the lowest cost.

Local Vendor Preference: A 5% bid preference is available to Alameda County products or vendors on all sealed bids except with respect to those contracts which state law requires be granted to the lowest responsible bidder.

An Alameda County vendor is a firm or dealer with fixed offices and having a street address within the County and which holds a valid business license issued by the County or City within the County for at least 6 months prior to the date upon which a request for sealed bids or proposals is issued. Alameda County products are those which are grown, mined, fabricated, manufactured, processed or produced in the County.

Local and Small/Emerging Business Bid Preferences: A 5% bid preference for local businesses and a 5% bid preference for County certified small or emerging businesses (SLEBs) is available except with respect to those contracts which state law requires be awarded to the lowest responsible bidder. The maximum bid evaluation preference points for being certified is 10%: 5% local and 5% certified. Compliance with the SLEB program is required for architectural, landscape architectural, engineering, environmental, land surveying, and construction project management services projects, but no preference points are applied.

The County utilizes the definition of a small business as indicated by the United States Small Business Administration. An emerging business, as defined by the County is one that is at least one-half the size of a small business and has been in business less than five years.

First Source Program: This program was developed to create a public/private partnership linking job seekers, unemployed and under-employed County residents to sustainable employment through the County's relationships with businesses, including contracts in excess of \$100,000 that have been awarded to vendors through the competitive process. Awarded vendors must, during the term of the contract, notify the County of any new or vacant positions within their company and provide Alameda County with a ten-day window to provide pre-screened applicants before such positions are advertised to the general public.