

MEET *the* PRIMES

10:30 a.m. – 11:00 a.m.

SESSION
FEATURING

Procurement
Department



Everything from A - Z Sample Opportunities

Electrical Work	Plumbing
Painting	HVAC
Landscaping/Plant Service	Printing
Uniforms	MRO Supplies
Furniture	Consulting Services
Electronics	Signage
Training	Catering
Vehicle Purchase/Maintenance	Demolition
Architect & Engineering Services	Construction & related trades

Solicitation Methods

- Procurement Card (P-Card)
 - Used for small dollar, non-repetitive purchases.
- Request for Bid (RFB)
 - Used for materials, equipment and construction. Can also be used for well-defined non-professional services.
- Request for Qualifications (RFQ)
 - Used for architects, engineers and design-build contracts. Also used to establish a pre-qualified list of respondents for ready service on-call agreements and as part of a two-step procurement process in addition to RFBs and RFPs.
- Request for Proposals (RFP)
 - Used for professional and non-professional services.

Procurement's Commitment to the Small Business Community

Procurement places a high value on maximizing opportunities to the small business community by:

- Tracking small and local business outreach, participation and awards for each project that is competitively solicited
- Applying Authority approved small business preferences to solicitations and evaluations (ref. Policy 5.12)
- Providing workshops and training for vendors
- Meeting with various local business associations
- Attending Trade Shows and webinars to stay current on trends and resources.

California Department Of Industrial Relations Registration Requirement

SB-854 Requires:

- All contractors and subcontractors who bid or work on a public works project must register and pay an annual fee to DIR.
 - No contractor or subcontractor may be listed on a bid proposal or work on a public works project unless registered with DIR.
- <http://www.dir.ca.gov/Public-Works>

www.san.org

The screenshot shows the San Diego International Airport website. At the top, there's a browser window with the URL 'san.org'. Below the browser, there's a flight information table with columns for destination, date, time, airline, and status. A 'More' button is located below the table. To the right, there's a calendar interface for November and December 2020, with 'Entry time' and 'Exit time' dropdowns and a 'Search' button. Below the flight table is a banner with the text 'A good traveler leaves no trace. OFFSET YOUR CARBON FOOTPRINT'. At the bottom, there's a blue navigation bar with four sections: 'ABOUT US', 'BUSINESS', 'COMMUNITY & ENVIRONMENT', and 'CONNECT'. A green arrow points from the top right of the page down to the 'BUSINESS' section.

Destination	Date	Time	Airline	Passengers	Seats	Status
Salt Lake City	11-02-20	9:13 AM	DELTA	1364	46	On Time
Seattle	11-02-20	9:15 AM	Alaska	482	20	On Time
Las Vegas	11-02-20	9:17 AM	FRONTIER	2127	18	On Time
Portland	11-02-20	9:20 AM	Alaska	710	21	On Time
Chicago	11-02-20	9:27 AM	spirit	563	16	Unavailable

CALENDAR

NOVEMBER 2020: 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30

DECEMBER 2020: 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31

Entry time: 6:00 AM
Exit time: 11:00 PM
Search

ABOUT US
Airport Authority
Airport Projects
Board Meetings
Careers

BUSINESS
Airport Innovation Lab
Business Opportunities
Ground Transportation
Small Business Development

COMMUNITY & ENVIRONMENT
Accessibility
Airport Noise Mitigation
Airport Development Plan (ADP)
Environmental Affairs
Sustainability Efforts

CONNECT
Blog
Contact Us
News Room
Privacy Policy / Terms & Conditions
Sitemap

Contracting Information

http://www.san.org/Business-Opportunities

Welcome to San Diego Interna... San Diego International Air...

View Favorites Tools Help

FLIGHTS SHOP DINE RELAX PARKING & TRANSPORTATION TRAVEL INFO AIRPORT ART SERVICE & FACILITIES EDUCATION INTERACTIVE MAP

SAN DIEGO INTERNATIONAL AIRPORT
LET'S GO.

BUSINESS OPPORTUNITIES

Advertising >

Various advertising opportunities are available throughout the airport terminals with the potential to reach 20-million customers a year.

Aviation and Commercial Business >

Aviation and Commercial Business functions as the landlord for the Airport and other Authority-owned and operated facilities and leaseholds. It also serves as the Authority's representative in acquiring off-airport property rights from other parties and is responsible for negotiating real estate-related and Authority business agreements, including new airline operating agreements with all carriers, concession agreements, new fee structures with all licensed car rental companies, appraisals of airfield tenant leaseholds for rent adjustments, new leases with the FAA, and San Diego Gas & Electric (SDG&E) easements.

Concessions >

Find information on the variety of concession opportunities available at San Diego International Airport. We oversee contracts for food/beverage, retail, passenger service, advertising, and shared tenant services.

Contracting Opportunities >

San Diego International Airport is an exciting and interesting place with various business opportunities, which are awarded to companies through a Request for Proposal (RFP) or competitive bid process. We look forward to partnering with companies to provide our travelers with first class amenities and services.



Ground Transportation >

Operation of commercial vehicles throughout the airport is governed by procedures established by the Airport Authority. If you are interested in providing ground transportation services at San Diego International Airport, you can start the process here.

Major Subcontracting Projects >

Learn how San Diego International Airport exists in a class unto itself in bringing together the principles of purpose, sustainability, aesthetics, convenience and efficiency.

Small Business Development >



Web Page and Vendor Registration

The screenshot shows a web browser window displaying the San Diego International Airport's Business Opportunities page. The browser's address bar shows the URL <http://www.san.org/Business-Opportunities/Contracting-Opportunities>. The page features a navigation menu with categories like FLIGHTS, SHOP DINE RELAX, PARKING & TRANSPORTATION, TRAVEL INFO, AIRPORT ART, INTERACTIVE MAP, EDUCATION, and SERVICE & FACILITIES. The main content area is titled "BUSINESS OPPORTUNITIES" and "CONTRACTING OPPORTUNITIES". A sidebar on the left lists various business opportunities, including Contracting Opportunities, Advertising, Air Service Incentive, Aviation & Commercial Business, Concessions, Ground Transportation, Major Subcontracting Projects, and Small Business Development. The main content area includes a "LAUNCH PLANET BIDS" button, tabs for OVERVIEW, ONLINE BIDDING SYSTEM, and PUBLIC AUCTIONS, and several paragraphs of text providing information about the contracting process, including a note about the Planetbids Vendor Portal for SDCRAA and a note about the BidsOnline system. A "General Information" section at the bottom provides links to download a brochure and view terms and conditions.

BUSINESS OPPORTUNITIES

- Contracting Opportunities >
- Advertising >
- Air Service Incentive >
- Aviation & Commercial Business >
- Concessions >
- Ground Transportation >
- Major Subcontracting Projects >
- Small Business Development >

ALL NEW INTERACTIVE MAP
EXPLORE NOW >

CONTRACTING OPPORTUNITIES

LAUNCH PLANET BIDS

OVERVIEW ONLINE BIDDING SYSTEM PUBLIC AUCTIONS

Thank you for your interest in doing business with the San Diego County Regional Airport Authority (SDCRAA). We are committed to providing an equal opportunity for all business enterprises to participate in our purchasing and contracting activities.

To begin the process, visit the [Planetbids Vendor Portal for SDCRAA](#), where you can register as a bidder online, search for bid requests, download documents, bid electronically (where applicable) and much more! If you would like to look at or print a list of commodity codes currently used by SDCRAA, [click here to view current list of codes](#).

Both formal and informal solicitations may be processed through our online system. All responses are due at or before the time shown on each solicitation. Late responses cannot be accepted. It is the bidder's/proposer's responsibility to ensure that the most complete and current version of the solicitation, including addenda, has been downloaded.

Please note: Contractors/Vendors are solely responsible for maintaining up to date and accurate information. Vendors may edit their profile at any time.

We have made every effort to make all aspects of the contracting process as easy, secure, and reliable as possible. However, if you need help or have questions concerning the features available to our bidders on this section, please click on [Need Help?](#) for online assistance. Contractors/Vendors are solely responsible for contacting PlanetBids directly for technical assistance.

Note: In order to access the BidsOnline system, you must install Adobe flash player 10.1 or higher. [Click here](#) to download and install the latest Adobe Flash Player.

General Information

Download the [How to do Business with the Airport Authority](#) brochure!

- View Standard Terms and Conditions
- [Purchase Order Terms and Conditions](#)

Highlights from the Authority's Contracting Webpage

- Doing Business with SDCRAA brochure
- Vendor Registration
- Contract Solicitations
- Standard Terms and Conditions
- Safety and Security Instructions for Contractors
- W-9 Form
- Links to
 - Small Business Development
 - Major Subcontract Projects
 - Concessions Management

Information to Have Available Prior to Registering

You will need the following information to register:

- ❖ Federal Employer Identification Number (FEIN)
- ❖ Vendor Name, address, and contact information
- ❖ Select at least 1 commodity code/business category (NAICS)

If applicable:

- ❖ Contractor License number and expiration date
- ❖ SBE or DBE Certification number
- ❖ DIR Registration Number

Note: Information can be updated at anytime

Registration

PlanetBids Vendor Portal - Windows Internet Explorer
http://www.planetbids.com/portal/portal.cfm?CompanyID=16725

San Diego County Regional Airport Authority **VENDOR PORTAL**

- New Vendor Registration**
Create a new vendor record.
If you wish to view or edit an existing vendor, simply Log In with your User Name and Password.
- Bid Opportunities**
Search for bid opportunities with this agency, download documents, become a prospective bidder, and electronically bid on projects.
- My Contracts** LOGIN REQUIRED
Manage your awarded contracts, record payments, add subcontractors, produce reports and charts.
- Certified Vendors** UNAVAILABLE
Find Certified Vendors
- Contracts** UNAVAILABLE
View public information regarding agency contracts.
- News & Events**
News and current events in the world of this agency.

PlanetBIDS
Copyright © 2014 PlanetBids, Inc. All Rights Reserved.
Not Logged In [Log In](#)

Done Internet | Protected Mode: Off 100%

Contractor Responsibilities

- Contractors are responsible for:
 - Checking the bid site for bids, updates, addenda, Q&A
 - Meeting the minimum requirements/qualifications such as licenses or necessary permits
 - Submitting all required materials fully and completely prior to the solicitation closing time
 - Having proper insurance, bonding and payroll
 - Knowing the Purchase Order, Construction Contract or Service Order terms and conditions
 - Meeting the Authority's Operational Safety & Security Requirements

Tips & Tricks

- Establish a central “sales” email and password for all contracting opportunity notifications *and make sure it is checked regularly
- Review solicitations for subcontracting opportunities
- Listen and learn what is important to the contract owners by attending the pre-solicitation meeting
- Pay attention to important dates and deadlines
- For SDCRAA solicitations, check the website 48 hours before the published due date for any new addendums or project related clarifications
- Allow plenty of time for your bid/proposal submission

Authority Contracting Process



Start work!!
Review other recommendations & awards

Submit proposals and bids by the due date
Provide all required documentation

Attend pre-submittal meetings
- Verify eligibility
- Monitor for required actions (addenda, email alerts, Q&A)

Review opportunities of interest in more detail:
- Attached Docs
- Addenda & Emails
- Q&A
- Other Bidders

-Search opportunities
- Review email notifications
- Check prospective bidders list for networking opportunities

Check your recent activity with the online reporting tool

Register online
Make sure your profile is up to date

Become familiar with **SAN.org**
Learn how to do business with the **AIRPORT**

Go!

Get Set...

Get Ready...

MEET *the* PRIMES

www.SANMTP2020.Eventbrite.com



THANK YOU FOR YOUR PARTICIPATION JOIN US AT OUR UPCOMING MEET THE PRIMES SESSIONS

Tues., Nov. 3, 2020

11:30 a.m. - 12 p.m. Labor

Compliance Dept.

1:30 p.m. - 2 p.m. Revenue

Generation &
Partnership Development -
Food & Beverage/Retail

2:30 p.m. - 3 p.m. Quieter

Home Program

4 p.m. - 5 p.m. Airport Design &
Construction

Wed., Nov. 4, 2020

10 a.m. - 11:30 a.m. Public Agencies &
Business Support Services Panel,
Featuring:

Procurement Technical Assistance Center
(PTAC), SANDAG, CALTRANS District 11,
County of San Diego, North County
Transit District, San Diego County Water
Authority, Port of San Diego, University
of California San Diego

1 p.m. - 2 p.m. Public Agencies & Business
Support Services Panel, Featuring:

San Diego & Imperial Valley Small
Business Development Center (SBDC),
City of San Diego, San Diego Unified
School District, U.S. Veteran Business
Alliance (USVBA) San Diego Chapter,
Business Incentive Credits