



GOVERNOR'S

20 | **SMALL**
21 | **BUSINESS**
WEBINAR SERIES

How Public Procurement Can Grow Your Business

Small Business Assistance Team



April 28, 2021

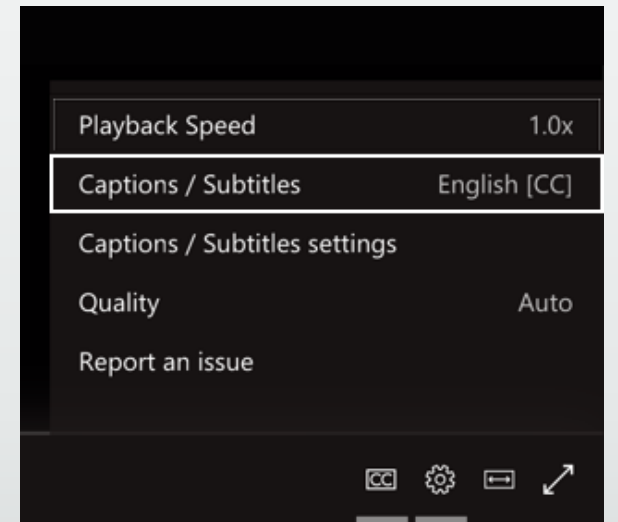


**OFFICE OF THE
GOVERNOR**

ECONOMIC DEVELOPMENT & TOURISM

ACCOMMODATIONS NOTICE

- The streaming text link will be posted in the “Featured” feed; cut and paste into your browser to access <https://tcc.1capapp.com/event/gov2/>
- This webinar offers live captioning and subtitles in English, Spanish, Chinese (Traditional & Hong Kong S.A.R.), Arabic, French, and Vietnamese
- To turn on live captions and subtitles, select **Captions/Subtitles On**  in your video controls
- To change the caption language, select **Settings**  > **Captions / Subtitles**, and choose your language
- **Transcripts are available within 48 hours from our events page at <https://gov.texas.gov/business/page/small-business-events>**



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PANELISTS



Edward Campos, Director
Small & Minority Business Resource Dept.
City of Austin



Gregory James, Director
Procurement Technical Assistance Center (PTAC)
Cross Timbers, Arlington



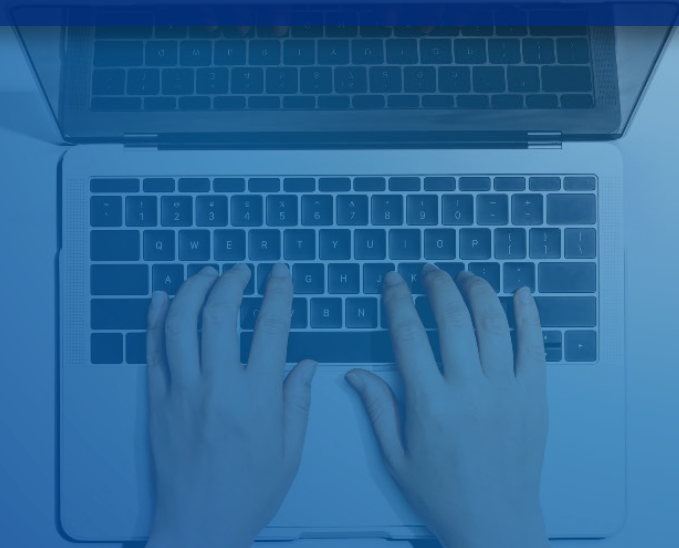
Gabriela Zambrano, Director
Minority Business Development Agency (MBDA)
Houston



Patrick Alcorn, Director
Veteran Business Outreach Center (VBOC)
Dallas



PANEL QUESTIONS





Frequently Asked Questions:

- 1. Can you tell us what your key goals are in the Small & Minority Business Resource Dept., at the City of Austin?**
- 2. What are the resources that your team offer to small businesses to help them to prepare to compete for city contracts?**
- 3. As they build their strategies, where can companies find out about the kinds of goods and services the city spends money on? Is there a database useful for market research?**



Frequently Asked Questions:

4. **City, State and Federal public procurement – where do you start and why?**
5. **What kinds of businesses should consider competing for public procurement?**



Live Q&A - Please ask questions.....

LIVE Q&A NOW OPEN

- The live Q&A feed is now open...
- Watch the “Featured” or “Published” live Q&A feed
- Check if your question has already been asked
- “Like” the questions you would like answered
- Questions with the most “likes” will be prioritized

Unfortunately we may not get to all questions...



Frequently Asked Questions:

6. How can you find out what companies are winning contracts you could supply on?
7. How can you collaborate with other companies to win or participate in contracts?

LIVE Q&A NOW OPEN



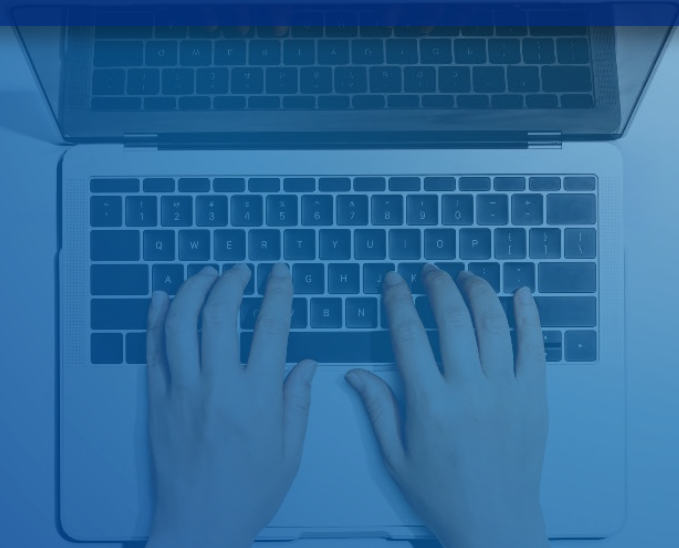
Frequently Asked Questions:

LIVE Q&A NOW OPEN

8. Can you suggest key things entrepreneurs should think about when developing their business development strategy for public procurement?
9. Should you consider more than one certification if it is relevant?



LIVE QUESTIONS & ANSWERS





NEW!! Small Business Resource Portal



The Governor's Small Business Resource Portal

<https://gov.texas.gov/business/page/small-business-portal>

- Provides links to key resources for small businesses and start-ups
 - Local, state and federal resources
 - Business Advice & Growth Assistance
 - Funding Sources, Customized Resources
- Just answer 5 simple questions to customize your results
- Email them to yourself or print



Contact Information & Resources

The Governor's Small Business Assistance Contacts & Resources



- Governor's Small Business Assistance Team
(smallbusiness@gov.texas.gov)
 - Kelly Spillane, Small Business Advocate
 - Jarvis Brewer, Business Assistance Specialist
- Public Procurement information page
- <https://gov.texas.gov/business/page/public-procurement-hub-resources>
- Small Business Resource Portal link
- <https://gov.texas.gov/business/page/small-business-portal>
- Business Permits Office & Guide
<https://gov.texas.gov/business/page/business-permits-office>
- Governor's Small Business Webinar series
<https://gov.texas.gov/business/page/small-business-webinars>
Transcripts and slides available here within 48 hours
- Event Calendar: gov.texas.gov/business/events



Contact Information & Resources

City of Austin <https://www.austintexas.gov/department/small-and-minority-business-resources-0>

City of Austin Procurement Data https://www.austintexas.gov/financeonline/account_services/search/

City of Houston Contacts Database: <https://houston.mwdbe.com/>

Dodge Data & Analytics <https://apps.construction.com/>

MBDA Finder <https://www.mbda.gov/mbda-programs> or email: mbda@hccs.edu

PTAC Finder <https://www.aptac-us.org/find-a-ptac/>

VBOC Finder <https://www.sba.gov/page/veterans-business-outreach-center-vboc-program> or
<https://www.uta.edu/vboc/>

Texas Comptroller of Public Accounts:

HUB Program <https://comptroller.texas.gov/purchasing/vendor/hub/>

HUB Report 2020 <https://comptroller.texas.gov/data/purchasing/hub/fy20/agydetail.php>

SBA:

- 7J Training (Public Procurement) <https://www.sba.gov/federal-contracting/contracting-assistance-programs/7j-management-technical-assistance-program>
- Other SBA Training <https://www.sba.gov/sba-learning-platform>
- SBA Lender Finder: <https://www.sba.gov/funding-programs/loans>

THANK YOU



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