



*Building Successful*

# **BUSINESS RELATIONSHIPS**

*with Palm Beach County*

The Facilities Development & Operations Department (FDO) of Palm Beach County is happy to introduce their newest addition to the Business Operations Division, **Amanda Ray**. In her new role, Amanda will assist vendors with:

- **Registering with Palm Beach County;**
- **Navigating the organizational structure of Palm Beach County;**
- **Understanding how to do business with Palm Beach County;**
- **Receiving timely payment.**

She will also provide one-on-one orientations to new vendors in order to educate them on all of the opportunities Palm Beach County has to offer. She is available to provide assistance with industry's most frequently asked questions and/or concerns. Together, we can provide a win-win for everyone!

FDO purchases a wide variety of construction and non-construction goods and services, since FDO is responsible for the siting, land acquisition, designing, constructing, managing, and providing audio visual, radio and security services to over 700 County facilities and for the County's fleet of 3,000 vehicles and other required equipment.

**DISCOVER HOW YOU CAN DO BUSINESS** *with the County's FDO Department by contacting Amanda Ray today.*

*There is no better time to become a registered vendor with Palm Beach County than now!*

## **CONTACT AMANDA FOR INFORMATION ABOUT:**

### **REGISTERING AS A VENDOR**

- Overview of the County Construction Departments and the Purchasing Department. Types of Construction and Non-Construction goods and services needed by the County.
- Vendor Self Service (VSS) registration.
- Assistance with registering for all of the commodity codes that your company provides in order to receive email notifications when solicitations are advertised.
- Payment Options – Electronic payment or paper check.

### **PROCUREMENT METHODS FOR FDO CONSTRUCTION SERVICES**

- A&E Services – Project Specific and Continuing
- Construction Management (CM) Services – Project Specific and Continuing

- Hard Bid Construction Contracts
- Annual Construction Contracts

### **PROCUREMENT METHODS FOR NON-CONSTRUCTION GOODS AND SERVICES**

- RFQ, IFB, RFS and RFPs for goods and services advertised through the Purchasing Department
- Prequalification Contracts advertised through the Purchasing Department

### **INCENTIVE PROGRAMS AND PREFERENCES**

- Bond Waiver Program
- Apprentice Incentive Program
- Glades Employee Incentive Program
- Equal Business Opportunity Program
- Local and Glades Preferences

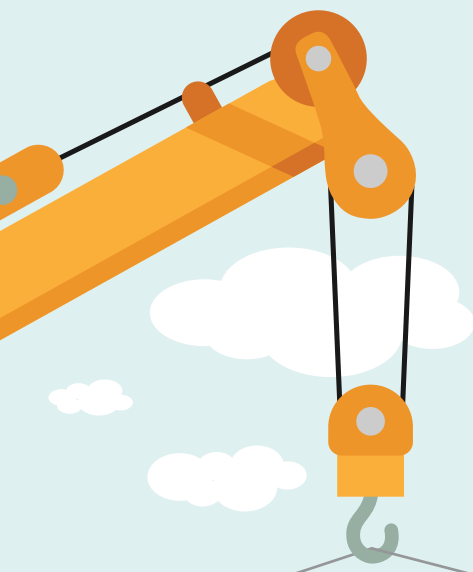
### **HOW TO BUILD PRIME/SUBCONTRACTOR RELATIONSHIPS**

Match prime vendors/contractors with subcontractors in hopes of building long-lasting business relationships, which will promote local, small, minority and women-owned business participation.

### **UPCOMING OPPORTUNITIES**

FDO has published an Excel spreadsheet of all forecasted projects that will be procured by the Capital Improvement Division (CID) which can be sorted by project type, estimated cost, size, or location; or whatever combination of criteria the contractor/consultant is interested in. The Excel project list is available on <http://www.onecountyonepenny.org/workshops.htm>





## Internet Resources Available to Vendors

### ONE-PENNY SALES SURTAX

[onecountyonepenny.org/pbc.htm](http://onecountyonepenny.org/pbc.htm)

### VENDOR REGISTRATION AND TUTORIAL

[pbcgov.com/vss](http://pbcgov.com/vss)

### OFFICE OF EQUAL BUSINESS OPPORTUNITY (OEBO)

[pbcgov.com/oebo](http://pbcgov.com/oebo)

Email Questions about  
Vendor Registration to:  
**[pbcvendor@pbcgov.org](mailto:pbcvendor@pbcgov.org)**



## Valuable Contacts

### FDO Vendor Outreach Contact

**Amanda Ray**  
FD&O Procurement and  
Business Development Manager  
(561) 233-2014  
[alray@pbcgov.org](mailto:alray@pbcgov.org)

### Capital Improvements Division

**Fernando Del Dago**  
Director, FD&O Capital Improvements  
(561) 233-5276  
[fdeldago@pbcgov.org](mailto:fdeldago@pbcgov.org)

### Office of Equal Business Opportunity (OEBO)

**Angie Whitaker**  
Small Business Development Specialist  
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[awhitake@pbcgov.org](mailto:awhitake@pbcgov.org)



**Palm Beach County Board of County Commissioners  
Facilities Development & Operations**  
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