

July—September 2017



Small Business Connections

Business Matching & Tradeshow

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Join the East Tennessee Purchasing Association (ETPA) for the 12th Annual Business Matching and Tradeshow Event on Thursday July 20th, 2017 at Rothchild's Catering and Conference Center in Knoxville. This premier event showcases East Tennessee businesses, large and small. It's an opportunity for businesses to meet procurement officials in governmental agencies as well as private sector vendors.

Again this year, ETPA anticipates at least 25 governments and several private sector vendors will participate providing your company the best opportunity to maximize your advertising dollars while making valuable contacts that would otherwise take weeks to make. Whether your company sells products or provides services, take advantage of this unique opportunity by not missing this premier event.



Registration is now open and there are several ways to participate:



- As a Free Business Attendee to meet with the Government Agencies and Tradeshow Vendors. Bring your business cards, walk through the Tradeshow to meet the contacts and learn about all the opportunities in East Tennessee.
- As a Tradeshow Vendor for a fee of \$325 (standard booth), \$650 (double booth) or \$950 (premier booth). You meet with the Government Agencies and Attendees, attend the Networking Lunch with the Government Agencies, set up a booth to display your goods and services, and have an hour of EXCLUSIVE tradeshow time with the government agencies.
- Need to come by in the morning and head on to work? Register for the exclusive "Meet-N-Greet" Breakfast. For \$25 per person from 8:15 – 8:50 a.m. you can quickly meet with the Government Agency Procurement Officials at the event. You get to interact directly with the procurement officials and other vendors while enjoying a quick breakfast.
- Not exhibiting in the Tradeshow but want to attend the Networking Lunch? Register to attend lunch from 12:00 to 1:00 p.m. for \$30 per person with the Government Agencies and Tradeshow Vendors.
- Sponsor a meal, session or the event in general – contact Terry McKee at tmckee@kcdc.org if you do not see a sponsorship option on the registration page that meets your needs.

Click [here](#) or go to www.etpanews.org to read more on how to participate and to get registered today!



Recently Awarded Solicitations

The City solicits sealed submissions for purchases of \$25,000 or more. It solicits quotes by email or fax for purchases between the amounts of \$5,000 and \$25,000.

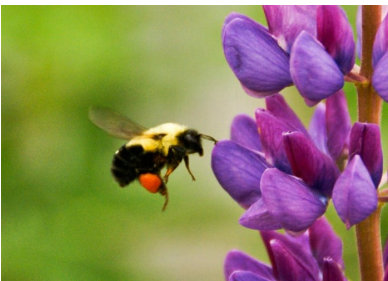
Listed below are some of the solicitations that have been awarded within the past 90 days.



Item	Awarded Supplier	Amount
RFP-Fire Safety House	Mobile Concepts by Scotty, Inc.	90,544
Lakeshore Park Fence Restoration	Competitive Edge Refurbishing	23,538
Weaponry	Gulf States Distributors, Inc.	52,287
High build traffic paint	The Sherwin-Williams Company	8,250
Knoxville Zoo Drive & Emerald Youth Sports Complex Signalization	Progression Electric, LLC	100,725
Removal and Replacement of Fly Rail System	Bandit Lites, Inc.	145,587
Oracle Support Renewal-Datbase Enterprise Edition	Thomas Consultants, Inc.	51,422
Festival Audio and Video Systems	Special Event Production, Inc	23,190
Lawn and Landscape Maintenance at Safety City	KMF III Services	15,566
School Bus Services	SCU Bus Lines, LLC	40,000
Fountain City Lake - Construction of Wetlands	Ronald Franks Construction Co, LLC	248,870
Knuckleboom Loader - 4WD	Public Works Equipment & Supply	179,499
Digital Sign Printing System	Avery Dennison Corporation	56,442
Annual Maintenance - Merant Upgrade	Mythics, Inc.	5,397
EMC Application Xtender Annual Maintenance and Support	Instream LLC	8,381
Zebra IMZ220 Printers	Group Mobile International, LLC	4,922
2017 Guardrail Replacement Project	Roadway Solutions, LLC	99,000
Landscape Maintenance at the Phil Keith Training Center	B&B Lawn Services, LLC	Blanket Purchase
Sutree Park Mowing and Maintenance	Landscape Workshop	Blanket Purchase
South Central Street Fence Project	South East Mowing, LLC	26,890
Bulk Ice Control Rock Salt	Compass Minerals America, Inc.	Blanket Purchase
Loves Creek Greenway Project	Fulghum, MacIndoe & Associates, Inc.	104,100
2017 Curb Cuts Project	Design & Construction Services, Inc.	479,673
Mowing and Grounds Maintenance Services for Zone B	Seeds of Change	Blanket Purchase

Purchases below \$5000 are at the City's discretion. Each department is allowed to purchase without a formal competitive process.

Get to know your department representatives.



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Upcoming Procurement Opportunities

The City of Knoxville achieves the highest degree of open, free market competition when soliciting quotes, bids, proposals and/or qualifications. By posting bid opportunities on the website, and participating in various outreach programs throughout the year, the purchasing division is committed to keeping businesses informed about available contracting opportunities.

Below are some of the opportunities to look for over the next 90 days.



Items to be Solicited	Projected Bid Dates	Department
Bulk Motor Oil	July 2017	Fleet Services
Propane	July 2017	Fleet Services
Filters	July 2017	Fleet Services
Pursuit Tires	July 2017	Fleet Services
Janitorial Services for KPD Training Academy/Safety City/5th Ave.	July 2017	Police
2017 Citywide Facilities Paving Project	July - August 2017	Engineering
2017 Trail and Parking Lot Resurfacing Project	July - August 2017	Engineering
Cedar Lane Sidewalk Project	July - August 2017	Engineering
Fire Headquarters Driveway Project	July - August 2017	Engineering
Grainger Avenue Bridge Replacement Project	July - August 2017	Engineering
Merchant Drive at Clinton Highway Intersection Improvement Project	July - August 2017	Engineering
S Castle Street Sidewalk Project	July - August 2017	Engineering
Uniforms	August 2017	Fleet Services
Batteries	August 2017	Fleet Services
Pest Control for 7 Police Facilities	August 2017	Police
2017 Sidewalk Replacement Phase II Project	August - September 2017	Engineering
Fire Headquarters Roof Project	August - September 2017	Engineering
Fort Dickerson Parking Lot Improvements	August - September 2017	Engineering
KAT Summit Hill Transit Stop Project	August - September 2017	Engineering
South Knoxville Community Center Roof Project	August - September 2017	Engineering
Janitorial Services for East District Precinct and Safety Education Offices	September 2017	Police
N Central Street Streetscapes	Summer 2017	Engineering
2017 Large-Diameter Cured-in-Place-Pipe Project	Summer 2017	Engineering
Neighborhood Drainage Phase II Project	Summer 2017	Engineering

Register to be a City of Knoxville vendor at www.knoxvilletn.gov/purchasing. We have a new vendor registration system as of December 1, 2016.



City of Knoxville—Purchasing Division

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www.knoxvilletn.gov/purchasing

We Want Your Business



Business Support

The Office of Business Support was created to help the business community navigate city regulations, policies and departments, making it easier to do business in Knoxville. Patricia Robledo, the city's Business Liaison, crafted the Business Resource Guide to provide general information and an overview of the range of processes when establishing or expanding a business.

For questions or suggestions, please contact Patricia at probledo@knoxvilletn.gov or 865-215-3155, or visit the website at www.knoxvilletn.gov/business/office_of_business_support.

Outreach and Networking Events



TDOT Civil Rights Division Small Business Development Program
Presents

2017 TDOT DBE Small Business Annual Meeting



August 28 - 29, 2017
Embassy Suites by HILTON
Franklin Cool Springs, TN

ETEBA

Energy, Technology and Environmental Business Association

Knoxville Convention Center
Knoxville, TN

18th Annual BOC

Business Opportunities Conference

October 3-5, 2017

SAVE THE DATE



For more information, visit www.eteba.org.