

# SMALL BUSINESS CONNECTIONS

Purchasing Division

CITY OF KNOXVILLE TN

January - March 2019

## Knoxville Business Support Network

The Knoxville community has an array of agencies and organizations whose primary function is to help develop and grow small businesses. Whether its business training, technical, lending, or marketing & sales, there are many resources available to small businesses at little or no cost.

To help support business growth and enhance the creation of new businesses, several agencies came together to form the Knoxville Business Support Network (KBSN). These agencies include the Tennessee Small Business Development Center (TSBDC), Knoxville Area Urban League (KAUL), Knoxville Entrepreneur Center (KEC), SCORE, and the Knoxville Chamber Propel Mentor/Protégé Program.

Whether you're an individual with a business idea or an existing business looking to grow, KBSN has a representative ready to assist you. To learn more, visit [knoxvilletn.gov/businesssupport](http://knoxvilletn.gov/businesssupport).



## Procurement Tips

*Attend pre-bid meetings. It's the best opportunity for networking and to receive clarification on technical aspects of the solicitation.*

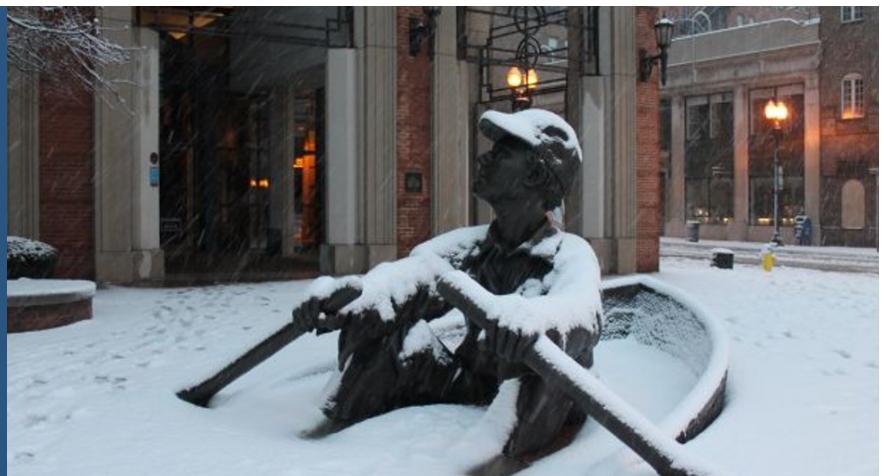
- *Prepare for the pre-bid meeting by carefully reading the solicitation documents, and formulating your questions in advance.*
- *Bring your business cards.*
- *Take notes. You may receive essential tips on how to write your bid proposal more effectively.*
- *Some pre-bid meetings are mandatory, so be sure to review the solicitation documents for the meeting schedule and requirements.*

## March is Procurement Month!

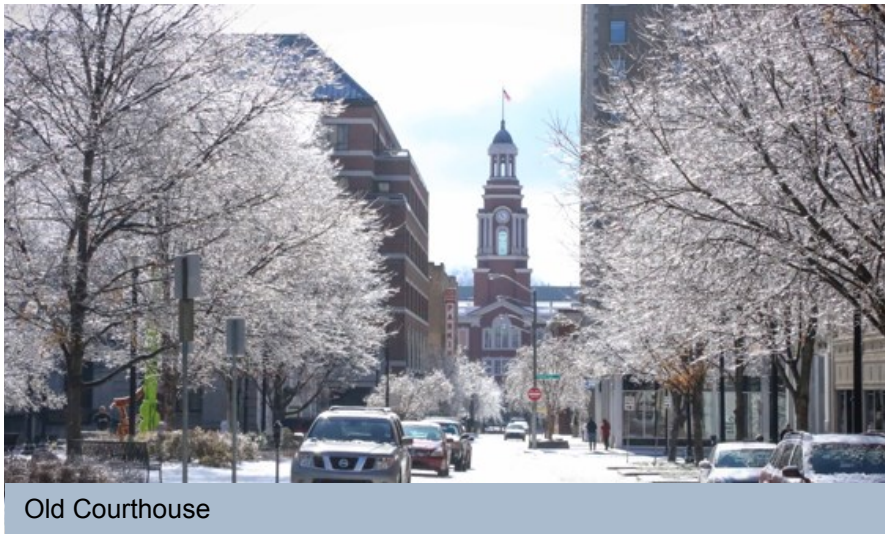
The Purchasing Division is celebrating National Procurement Month in March. We are dedicated to this profession and strive to make a difference in the efficiency and effectiveness of the departments and agencies we serve. We not only celebrate our commitment to the solid foundation of procurement, but also to the relationships forged throughout this process. We thank all those who work diligently by our side to fulfill the needs of our organizations and communities.

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The Oarsman



Old Courthouse

## Bid Tabulations

Bid Tabulations from the most recent opened Sealed Bids and Requests for Quotes are posted on the purchasing page at [knoxvilletn.gov/purchasing](http://knoxvilletn.gov/purchasing).

The tabulations are preliminary and are for informational purposes only, not a notification of award.

## Recently Awarded Solicitations

The City solicits sealed submissions for purchases of \$25,000 or more. For purchase amounts between \$5,000 and \$25,000, quotes are solicited by email or fax. Listed below are some solicitations that have been awarded within the past 90 days.

Description	Awarded Supplier	Amount
Trailer Repair	Advanced Painting & Sandblasting	\$ 24,200
KIP 2300 Scanner	ACS Document Imaging, Inc.	\$ 15,645
Labor to Repair Transmission	Waters Equipment Company	\$ 8,400
Annual Support Renewal—PeopleSoft Enterprise	Mythics, Inc.	\$ 101,565
Various Trees & Shrubs	SiteOne Landscape Supply	\$ 7,415
Stacker Lift	Global Industry	\$ 5,814
Vehicle Body Repair	Finchum's Paint & Body Shop	\$ 12,483
Firearms	Elmer Arms and GT Distributors	\$ 15,175
Air Bottles	Municipal Emergency Services	\$ 110,370
Portable Walk-Thru Metal Detectors	Garrett Metal Detectors	\$ 90,049
FM P25 Compliant Two-Way Radio Equipment	BK Technologies	\$ 314,023
Caswell Park Barrier Fence Project	Stanley Fencing & Landscaping	\$ 10,885
DesignJet T2530 PostScript Multifunction Printer	RJ Young Company	\$ 7,644
Boiler Replacement	Boiler Equipment Company	\$ 12,932

For purchases below \$5,000, each department is allowed to purchase without a formal competitive process.

## Are you registered?

Register to be a City of Knoxville vendor at [knoxvilletn.gov/purchasing](http://knoxvilletn.gov/purchasing)

## What are the benefits of registering?

Ensure that you are set up and ready to bid when the opportunity arises. Bids received from non-registered businesses may be rejected.

By registering as a vendor and completing your business profile, you will also receive email notifications of relevant solicitations out for bid.

The City of Knoxville spends more than \$78M each year on an array of goods and services. Our Purchasing Division is committed to maintaining the highest level of open, free market competition while also actively encouraging small business participation.

# Upcoming Procurement Opportunities

The City of Knoxville strives for the highest degree of open, free market competition when soliciting quotes, bids, proposals and qualifications. By posting bid solicitations on our website, and participating in various outreach programs throughout the year, the Purchasing Division is committed to keeping businesses informed about available contracting opportunities.

Listed below are a few opportunities to look for over the next 90 days.

Description	Projected Bid Date
Fire Station #17 Roof Repair	Jan 10, 2019
Mineral Springs Bridge Replacement Project	January 2019
Fire Headquarters Driveway Project	Winter 2019
I-275 Business Park Access Improvement	Winter 2019
Jackson Avenue Ramps Project	Winter 2019
Kingston Pike Complete Connections Project	Winter 2019
Palmetto Road Sidewalk Project	Winter 2019
Northwest Greenway Connector Project	Spring 2019
Cradle of Country Music Park Project	Spring 2019
Cumberland Ave Signals Project	Spring 2019
Cumberland Estate Recreation Center Roof Project	Spring 2019
Prosser Road Impound Building Project	Spring 2019
Sevier Avenue Improvements Project	Spring 2019
Urban Wilderness Gateway Project	Spring 2019



Market Square



## Coming soon...

The *DBE Vendor Spotlight* is an opportunity to recognize Diversity Business Enterprise (DBE) companies who have been successfully awarded bids and contracts through the City's procurement process.

We will soon have a Spotlight application form available on our website. Follow us on Twitter or Facebook @BizWithCityKnox for additional updates!

*We Want Your Business*

### Contact Us

**Purchasing Division**  
400 Main Street, Room 667  
Knoxville TN 37902

 (865) 215-2070

 [diversitybusiness@knoxvilletn.gov](mailto:diversitybusiness@knoxvilletn.gov)

 [knoxvilletn.gov/purchasing](http://knoxvilletn.gov/purchasing)

### Follow Us

  @BizWithCityKnox



## Outreach and Networking Events

### TVBA Business Expo & Veteran Job Fair

January 28-29 at the Knoxville Convention Center. Free to attend! Connect with hundreds of the area's top businesses and government agencies. For more info, visit [gotvba.com](http://gotvba.com)



### 2019 Small Business Conference

February 11-13 in Nashville. Exhibit booths and networking opportunities for hundreds of small business to meet with federal agencies and buyers. For more info, visit [national8aassociation.org](http://national8aassociation.org).



### Schmoozapalooza

March 12 at the Knoxville Expo Center. Market your business to more than 700 business people. For more info, visit [knoxvillechamber.com](http://knoxvillechamber.com)



### Diversity Business Expo

March 14 in Knoxville. Follow us on Twitter @BizWithCityKnox for updates on event details

### East TN Small Business Growth Conference

April 10 in Clinton TN. For more info on this event, please visit [andersoncountychamber.org](http://andersoncountychamber.org).

