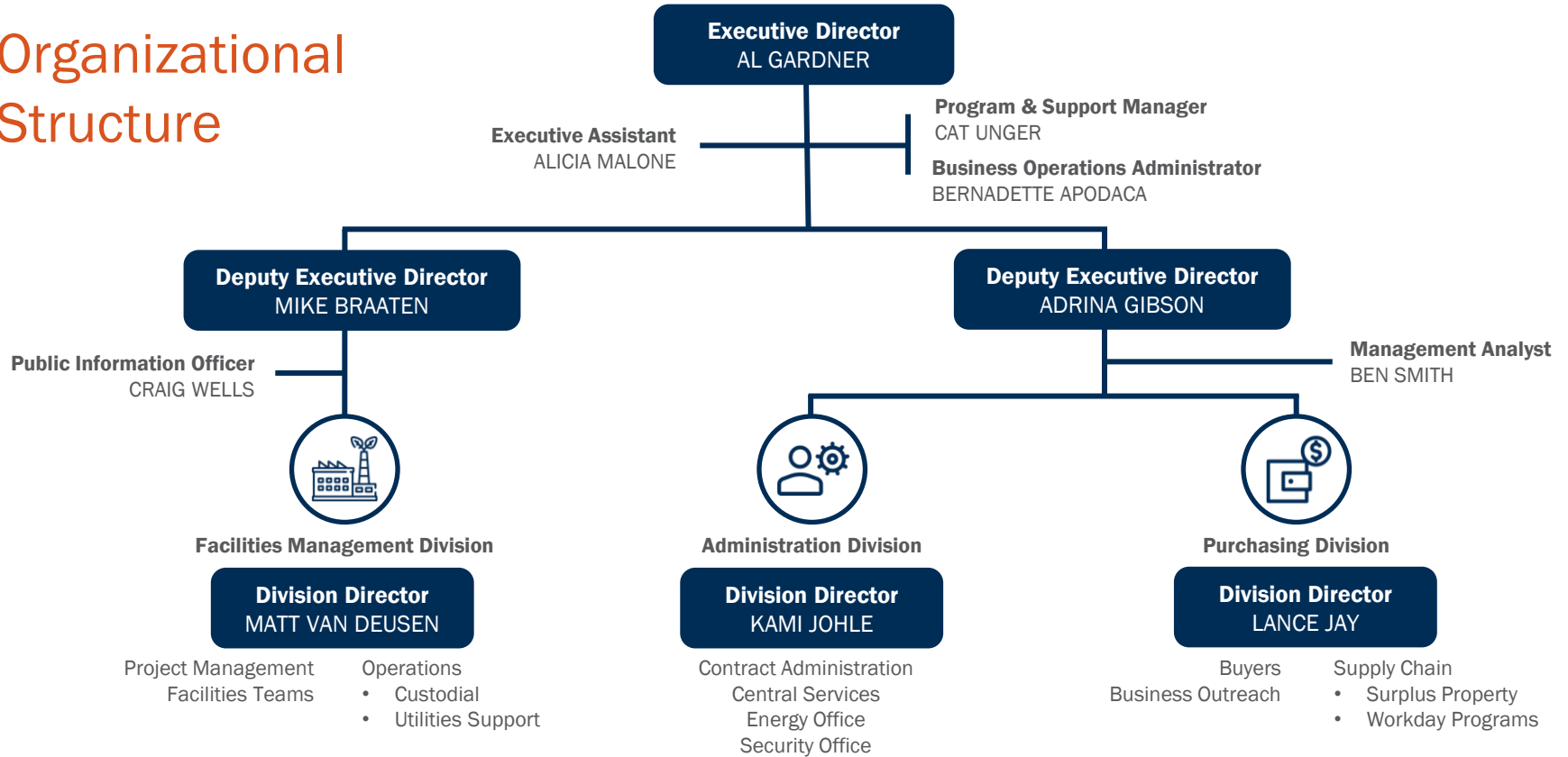




How to Do Business with the City and County of Denver

We'll explore the **Five Steps** you can take with the city and expand your knowledge on the procurement process.

Organizational Structure



What are General Services' Purchasing and Contracts responsibilities?

The Purchasing Division has City Charter.

City Charter 2.9.3(A) states General Services Purchasing Division has the following duties and powers:

- *Exclusive management and control of the purchasing of all supplies, equipment, and personal property and services in connection therewith, for the City and County of Denver and for **all departments, agencies, boards, commissions, and authorities** thereof, except the City Council ...*

1 Be Ready


2 Research

3 Make an Action Plan

4 Build Relationships

5 Bid

What does it mean to **Be Ready?**



Entering a new market takes time
and commitment.

- Do you have the capacity, capability, and capital to perform as a vendor/contractor?
- Do you have the proper qualifications, certifications, and experience to support your capability statement?

1 Be Ready

Do you have the capacity, capability, and capital to perform as a vendor/contractor?
Explore ways you can partner with the city and expand your reach.

311 Services	denvergov.org/311
Animal Shelter	denvergov.org/animalshelter
Auditor's Office	denvergov.org/auditor
Board of Adjustment for Zoning	denvergov.org/boa
Board of Ethics	denvergov.org/ethics
Business Licensing	denvergov.org/businesslicensing
City Attorney's Office	denvergov.org/cityattorney
Civil Service Commission	denvergov.org/civilservice
Climate Action, Sustainability & Resiliency	denvergov.org/sustainability
Community Planning & Development	denvergov.org/communityplanning
Denver City Council	denvergov.org/citycouncil
Human Services	denvergov.org/humanservices
Finance	denvergov.org/finance
Housing Stability	denvergov.org/housing
Public Safety	denvergov.org/safety
Transportation & Infrastructure	denvergov.org/doti
Economic Development	denvergov.org/economicdevelopment
Fire Department	denvergov.org/fire

General Services	denvergov.org/generalservices
• Purchasing	denvergov.org/purchasing
• Surplus Auctions	denvergov.org/auctions
Human Rights & Community P'ships	denvergov.org/humanrights
Marketing Services	denvergov.org/marketing
Mayor's Office	denvergov.org/mayor
Children's Affairs	denvergov.org/childrensaffairs
Clerk and Recorder	denvergov.org/clerkandrecorder
Emergency Management	denvergov.org/emergencymanagement
Human Resources	denvergov.org/humanresources
Independent Monitor	denvergov.org/independentmonitor
Municipal Public Defender	denvergov.org/municipalpublicdefender
Special Events	denvergov.org/specialevents
Parks & Recreation	denvergov.org/parksandrecreation
Performance-Based Infrastructure	denvergov.org/performancebasedinfrastructure
Police Department	denvergov.org/police
Public Health & Environment	denvergov.org/publichealth
Sheriff Department	denvergov.org/sheriff
Technology Services	denvergov.org/techservices



1 Be Ready

2 Research

3 Make an Action Plan

4 Build Relationships

5 Bid

2 Research

Finding opportunities, procurement marketplace



The Rocky Mountain E-Purchasing System (BidNet®) is an online notification system that is being utilized by multiple governmental entities. Participating entities post their bids, quotes, proposals, addendums, and awards on this one centralized system.

bidnet direct.
by SOVRA

Vendor registration is FREE; vendors receive automatic e-mail notification of all open solicitations matching their vendor profile. *Make sure your categories are updated.*

Bidnet resources:

- [Vendor Registration Tutorial](#)
- [Electronic Bid Submission User Guide](#)
- [Vendor Tips: Using Filters to Search Bids](#)
- [Master Class: Learn How to Do Business with Agencies that Utilize Bidnet Direct](#)

2 Research

Finding opportunities, procurement marketplace

[Auditor's Office](#)

[Climate Action, Sustainability & Resiliency](#)

[Department of Aviation \(DEN\)](#)

[General Services – Purchasing](#)

[Human Rights & Community Partnerships](#)

[Denver Arts & Venues](#)

[National Western Center](#)

[Human Services](#)

[Office of Children's Affairs](#)

[Parks & Recreation](#)

[Public Health & Environment](#)

[Technology Services](#)

[Denver County Court](#)

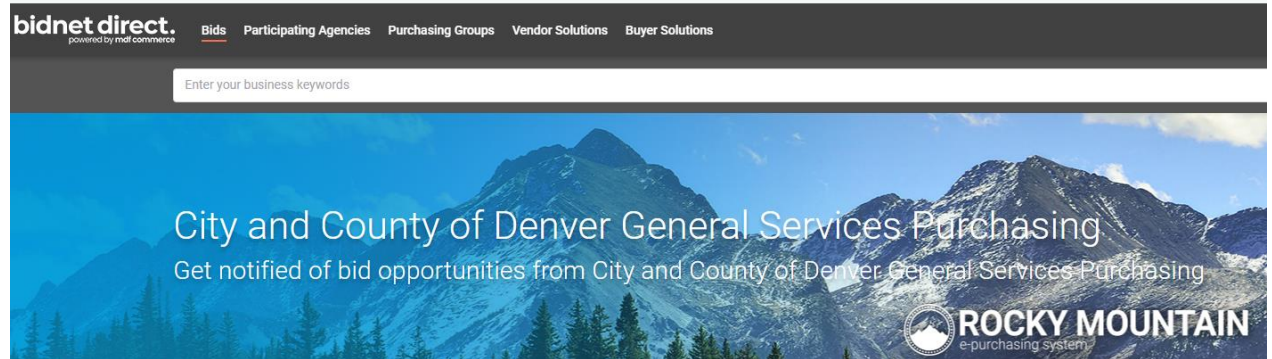
[Transportation & Infrastructure](#)

2 Research

Finding opportunities, procurement marketplace

Example:

A moving company wants to sell its services to Denver. (Note: Moving services are a good and service at Denver.)



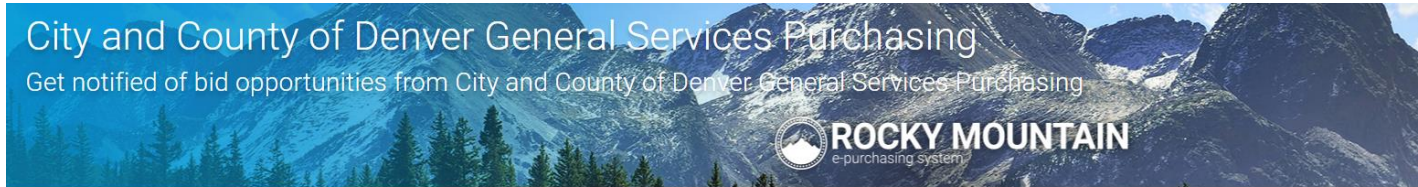
1. Visit Bidnet closed solicitations.
2. Type “moving services” in top search box. A list of past closed bids comes up.

2 Research

Finding opportunities, procurement marketplace

Example:

A moving company wants to sell its services to Denver. (Note: Moving services are a good and service at Denver.)



City and County of Denver General Services Purchasing Bid Opportunities

In the spirit of continuous improvement City and County of Denver General Services Purchasing utilizes the Rocky Mountain E-Purchasing System and welcomes your participation and cooperation.

Please note that solicitations issued prior to September 07, 2016 can be found here: <http://legacy.rockymountainbidssystem.com>

Open Solicitations Closed Solicitations

7 Closed Solicitations

Order By Published Date (Newest first) ▼

10089A
On-Call **Moving Services** for the City of Denver, Excluding DIA
Colorado

Published 05/01/2020
Closed Bid 05/18/2020
Awarded 07/22/2020

2 Research

Finding opportunities, procurement marketplace

Example:

A moving company wants to sell its services to Denver. (Note: Moving services are a good and service at Denver.)

10089A - On-Call Moving Services for the City of Denver, Excluding DIA

This solicitation is CLOSED

Follow

Basic Information

Reference Number 0000237360	Issuing Organization City and County of Denver General Services Purchasing
Solicitation Type ITB - Invitation to Bid (Formal)	Solicitation Number 10089A
Title On-Call Moving Services for the City of Denver, Excluding DIA	Source ID PU.AG.USA.2002.C2712051

- Notice
- Categories
- Addendum
- Documents
- Award
- Document Request List
- Audit

2 Research

Finding opportunities, procurement marketplace

Example:

A moving company wants to sell its services to Denver. (Note: Moving services are a good and service at Denver.)

10089A - On-Call Moving Services for the City of Denver, Excluding DIA

This solicitation is CLOSED

- Notice
- Categories
- Addendum
- Documents
- Award**
- Document Request List
- Audit

Awardee

Supplier Awarded	Mesa Moving and Storage Denver, LLC	Awarded Value	Undisclosed
Address	681 Railroad Blvd. Grand Junction, Colorado, 81505 United States	Award Date	07/01/2020 11:00 AM EDT
		Contract Number	GENRL-202054933-00

Awardee

Supplier Awarded	Prestige Corporate Relocation	Awarded Value	Undisclosed
Address	221 Broadway Denver, Colorado, 80203 United States	Award Date	07/01/2020 10:00 AM EDT
		Contract Number	GENRL-202054934-00

2 Research

Finding opportunities, procurement marketplace

Example:

A moving company wants to sell its services to Denver. (Note: Moving services are a good and service at Denver.)

10089A - On-Call Moving Services for the City of Denver, Excluding DIA

This solicitation is CLOSED

- Notice
- Categories
- Addendum
- Documents
- Award
- Document Request List**
- Audit

Organization	Contact	Date	Location	State
MCITP/MCTS	Gabe Yeshe	05/16/2020 12:44 PM EDT	Denver	Colorado
Organization Attributes				
Address 4966 Durham Ct Denver, Colorado 80239, United States		Main Contact Gabe Yeshe Phone 3039959159 ext:3039959159 Email Gyeshe@juno.com		
> In-Flow Design, LLC	Torrey Forester	05/12/2020 01:08 PM EDT	Centennial	Colorado
> Center for Employment Opportunities Inc.	Jonathan Bonaiuto	05/06/2020 07:21 PM EDT	Denver	Colorado
> Small World Movers	anna jones	05/06/2020 03:44 PM EDT	DENVER	Colorado
> Homegrown Moving Company	Toby Martinez	05/05/2020 05:55 PM EDT	Lakewood	Colorado

2 Research

Finding opportunities, procurement marketplace

- Reading these solicitations will let you know what licenses and insurance levels are required. **Are you able to fulfill all requirements?**
- Contact buyer to find out awardee if it is not listed on Bidnet.
- Request copy of resulting contract/master purchase order to determine if your company can meet the legal requirements. **Can you make money?**

2 Research

Finding opportunities, procurement marketplace

What goods and services does General Services procure?

- Electrical parts and supplies
- Industrial supplies
- Uniform rentals and purchases
- Inmate clothing
- Safety footwear and eyewear
- Barricades and traffic controls
- Network support and maintenance

- Mailing services
- Security cameras
- Lawn and turf equipment and parts
- Outdoor signage
- Athletic field marking paint
- Trees
- HVAC
- Pest control
- Plumbing services

- Metal recycling
- Janitorial
- Window washing
- Building trades
- Elevator maintenance
- Vehicles
- Uniforms
- Body armor
- Media equipment
- Fertilizers

- Pesticides
- Irrigation parts
- Fiber optics
- Bike racks
- Light poles
- Citywide fleet: Including purchases of new replacement parts, various services, and new vehicles for all city agencies
- Repair services and equipment for all city-owned buildings
- Printing & mailing services
- Food services
- Sweeper parts
- Blade edges and teeth and rotor mill teeth
- **And everything in between....**

2 Research

Finding opportunities, procurement marketplace

On-call contracts for single trades

- Appliance repair
 - Asphalt and paving repair
 - **Automatic, overhead, and standard door repair and maintenance**
 - Concrete and flatwork repair and maintenance
 - Elevator inspections
 - Elevator repair and maintenance
 - **Emergency restoration services**
- E-waste recycling
 - Fencing
 - **Gates**
 - Glass
 - HVAC repair and maintenance
 - **Kitchen hood vent cleaning**
 - Laundry machine repair
 - Landscaping services
 - Lamp collection and recycling
- Laptop data wiping services
 - **Locksmith**
 - Metal recycling
 - Moving services
 - Painting services
 - Pipeline repair and maintenance
 - Plumbing repair and maintenance
 - Portable toilet rentals
- Roofing repairs and maintenance
 - Sand trap maintenance
 - **Sewer cleaning**
 - Smart city: Professional services, intelligent transportation systems
 - Snow removal
 - Steam repair and maintenance
 - Welding services
 - Window washing

2 Research

Finding opportunities, procurement marketplace

Professional services



Every agency/department can procure the professional service(s) they need; they are the subject matter expert. Some professional services, such as architects, accountants, engineers, doctors, lawyers, and teachers require the practitioner to hold professional degrees or licenses and possess specific skills.

- Architectural firms
- Engineering firms
- Information technology (IT)
- Legal and hearing officers
- Marketing
- Staff augmentation
- Consulting

2 Research

Finding opportunities, procurement marketplace

Navigating the procurement process: Your path to success

Procurement Card (P-card)

- For purchases **under \$2,000**, offering convenience and efficiency.

Open Market

- For purchases **up to \$25,000**, requiring one quote for streamlined procurement.

Informal Procedure

- For purchases **between \$25,000.01 and \$149,999.99**.
- Requires three quotes.

Formal Procedure

- For purchases **exceeding \$150,000**.
- Requires a formal Request for Proposal (RFP) or Invitation for Bid (IFB), ensuring rigorous evaluation and competitive selection.

2 Research

Finding opportunities, procurement marketplace

Covered goods and services ordinance

For certification information, visit
<https://denver.mwdbe.com/?TN=denver>

The number of Denver certified vendors is critical to the Denver certification.

The two procedures are:

1. Defined Procurement Pool

Benefit is limited competition, when there are enough Denver certified businesses in NAICS code description

- Goods between \$50,000-\$1,000,000

2. Goals

Benefit is participation, when there are enough Denver certified businesses in NAICS code description

- Services \$250,000 and above



PURCHASING

DENVER GENERAL SERVICES



denvergov.org/purchasing

Senior Buyers

Elizabeth Hewes

elizabeth.hewes@denvergov.org
720-913-8109

Timothy Marquez

timothy.marquez1@denvergov.org

Leann Rush (DEN)

leann.rush@flydenver.com
303-342-2298

Associate Buyers

Sally Baca

sally.baca@denvergov.org
720-913-8159

Natalee Wilson

natalee.wilson@flydenver.com

Staff Buyers

Hoa Nguyen

hoa.nyugen@denvergov.org
720-913-8121

Steve Sarling

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720-913-8157

Brittany Munoz

brittany.munoz@denvergov.org
720-913-8100

Mel Jensen

melissa.mecagni@denvergov.org



CONTRACTS OFFICE

DENVER GENERAL SERVICES

Contract Administrators	Jesse Sitzman
	jesse.sitzman@denvergov.org
	Matthew Monaghan
	matthew.monaghan@denvergov.org
	Christina Buster
	christina.buster@denvergov.org
	Roberto Avila
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Contract Compliance	John McKenzie
	john.mckenzie@denvergov.org
	Jade Forbes
	jade.forbes@denvergov.org
	Daniel Swinarski
	daniel.swinarski@denvergov.org

What is certification?



“Certification is a process through which an organization grants recognition to an individual, organization, process, service, or product that meets certain established criteria.”



This gives a certified firm **an opportunity** to bid on contracts and/or concessions with the City and County of Denver.

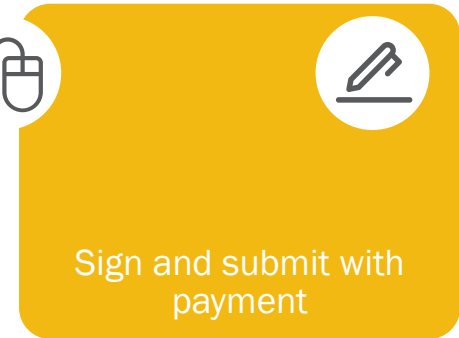
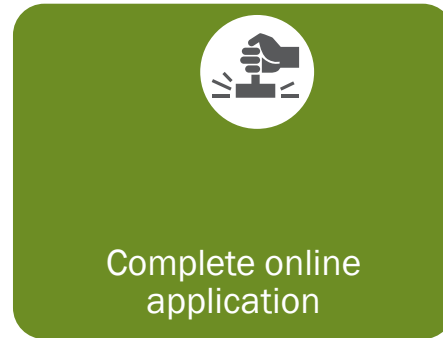
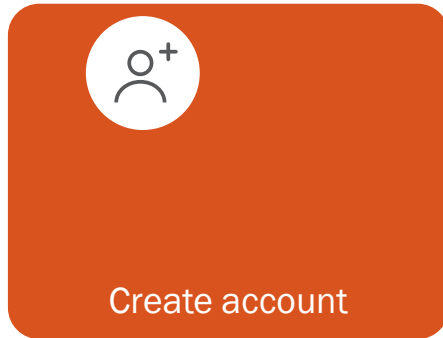
It **does not guarantee award** of a contract.

To be utilized in an opportunity you must be certified at time of bid.

Application process



denver.mwdbe.com



... in the Small Business Certification and Contract Management System

Applications will not enter the DSBO analyst queue **unless you click "submit"**.

All payments are made online.



Add Small Business Certification and Contract Management System email address denver@mwdbe.com to your email as a safe sender.

Technical assistance

for the Contract Management System



Division of Small Business Opportunity (DSBO)

Certification Analysts

Gay Chulajata

atinut.chulajata@denvergov.org

720-913-1696

Josh Ortega

joshua.ortega@denvergov.org

720-913-1648

Jose Silva

jose.silva@denvergov.org

720-913-1530

Mina Safi-Rakeen

mina.safi-rakeen@denvergov.org

720-913-1714

City certification training



[Next training](#)

Participating vendors can be certified by the city's Division of Small Business Opportunity (DSBO), www.denvergov.org/dsbo, under one or more applicable NAICS codes to participate.

Before you begin your application, please review the [Required Documents and Application Instructions \(PDF, 361KB\)](#).

Small Business Enterprise (SBE)

Disadvantaged Business Enterprise (DBE)

Emerging Business Enterprise (EBE)

Minority/Women Business Enterprise (M/WBE)

Small Business Enterprise Concessionaire (SBEC)

Airport Concession Disadvantaged Business Enterprise (ACDBE)

2 Research

DOTI



The Department of Transportation and Infrastructure (DOTI) is responsible for roadways within the City and County of Denver, including:

- milling and paving,
- curb and gutter
- sidewalk repair
- construction
- travel lane striping
- signal upgrades and replacement

DOTI also manages the city's stormwater drainage and sanitary sewer infrastructure and manages final design and construction of citywide facility projects.



Current bidding opportunities

www.work4denver.com

Nicolas Williams




nicholas.williams@denvergov.org

2 Research

DOTI



Bidding and contracting resources
www.work4denver.com

 <p>Future Construction Solicitations</p> <p>List of projected opportunities in Construction Services.</p>	 <p>Future Professional Services Solicitations</p> <p>List of projected opportunities in Professional Services</p>	 <p>Future Opportunities for On-Call Contract Holders</p> <p>List of projected professional services and construction opportunities for firms currently holding an on-call contract.</p>
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New: [Current transportation and infrastructure projects](#)

2 Research

DOTI



Bidding and contracting resources

www.work4denver.com



Bid Results

Summaries and tabulations for past bids, shortlists, and awards for RFP and RFQ contracts.

Bid Results

- [Overview](#)
- [Bid Summaries](#)
- [Bid Tabulations](#)
- [RFP and RFQ Awards](#)

Bid Summaries

Summary of amounts of bidders base and alternate proposals; lump sum bids and mark-up projects noted with *

Contract

- [202264383 - Speer Boulevard Viaduct Bridge Preventative Maintenance](#) (PDF, 162KB)
- [2022XXXXX - 2022 Wastewater Infrastructure Program Support](#) (PDF, 194KB)
- [202264320 - 2022 Citywide ADA Ramp and Concrete Repair, Phase 3](#) (PDF, 195KB)
- [202264319 - 2022 Citywide ADA Ramp and Concrete Repair Phase 4](#) (PDF, 129KB)
- [202264119 - RTO Device and Reliability Project](#) (PDF, 152KB)
- [202261962 - W 29th Ave & Speer Blvd Sanitary Improvements](#) (PDF, 129KB)
- [202264125 - SRTS - McAuliffe International School](#) (PDF, 160KB)

2 Research

Parks & Recreation (DPR)

- Post-tensioned concrete tennis courts
- Asphalt paving/stripping
- Masonry (block, brick, and stone)
- Trucking/hauling/disposal
- Regulated asbestos containing soil (RACS)
- Carpentry
- Demolition, clearing, and grubbing
- Site grading
- Storm drainage systems and structures
- Synthetic turf
- Erosion control and BMPs
- Native vegetation, revegetation and establishment
- Landscape maintenance
- Soft surface trails
- Fencing
- Structures such as shade and pre-fabricated restrooms
- Site amenities
- Playground equipment and surfacing
- Signage
- Landscape planting
- Irrigation
- Concrete walls and flatwork
- Concrete basketball courts
- Electrical lighting and service wiring
- Plumbing and pipe fitting



2 Research

DPR



denvergov.org/dpr

Romana Kurevija

Contracts and Procurement Manager
romana.kurevija@denvergov.org
720.913.1926

Be sure to check the Rocky Mountain e-purchasing system (BidNet) www.rockymountainbidsystem.com for current opportunities.

Park & Facility Projects

At any given time, there are dozens of park planning, design and construction projects in progress to maintain, improve, and expand Denver's park system.

Construction & Design Resources

The Planning, Design and Construction team supports operations throughout the department by developing standards for maintenance and construction in parks and other facilities.

2 Research

Denver International Airport (DEN)

Professional Services

- Architectural firms
- Engineering firms
- Information technology
- Legal and hearing officers
- Marketing
- Staff augmentation

Construction: Airside

- Covering runways
- Service roads
- Lighting
- Navigation signs
- Snow removal
- Inspection, and materials testing

Construction: Airside

- Land surveys
- Water quality and permitting
- Parking lots and garages
- New building construction
- Repairs required for existing structures

Concessions

- A food, beverage, retail outlet or service supporting the interests and needs of the traveling public



2 Research

DEN



business.flydenver.com

Desiree Mondragon

Outreach Administrator
Culture & Strategic
desiree.mondragon@flydenver.com
303-342-2505

Construction/Goods & Services

tanya.davis@flydenver.com

Current Opportunities

www.bidnetdirect.com/colorado/cityandcountyofdenverdepartmentofaviation

Contract Procurement

contract.procurement@flydenver.com

Future Opportunities

www.flydenver.com/business-and-community/procurement/opportunities/

2 Research

DEN



DEN [Peña Master Plan](#)

PenaPlan@flydenver.com

DEN [Great Hall Construction](#)

Hansel Phelps

Maxine Pryor, MWBE Program Manager
mpryor@henselphelps.com
720-470-5180

Sign up for newsletter

greathallopportunities@henselphelps.com

2 Research

Other departments

Arts & Venues ([A&V](#))

Scott Harris
scott.harris@denvergov.org

Climate Action, Sustainability and Resiliency ([CASR](#))

Regina Diaz
regina.diaz@denvergov.org

Denver Human Services ([DHS](#))

Jenny Symons
jenny.symons@denvergov.org

Public Health and Environment ([DDPHE](#))

Paige Cheney
paige.cheney@denvergov.org

Office of Children's Affairs ([OCA](#))

Terra Haseman Swazer
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Human Rights and Community Partnerships ([HRCP](#))

Jessica Jorgensen
jessica.jorgensen@denvergov.org

Technology Services ([TS](#))

Jim Herald
jim.herald@denvergov.org

1 Be Ready

2 Research

3 Make an Action Plan

4 Build Relationships

5 Bid

3 Make an Action Plan

Defined target list



2-3 city agencies

There are more than [30 agencies](#) plus Denver International Airport



Which agencies are currently buying your product/service?



How often do they buy/need your product/service?



Who are they buying from?



Does your company have a competitive advantage over the current provider?



Which agency's mission closely matches your company's?

3 Make an Action Plan

Communications message



Never Turn Down a Conversation: A class on how to network ([APEX Accelerator](#))



Give specific reasons for meeting



Pre-meeting research: Keep track of past, current, and future opportunities



Be familiar with the agency you are targeting



Post-meeting: If you made promises during the meeting, keep them!



Write a thank you note/follow-up email to capture what was discussed



Be prepared to deliver a concise “elevator speech”

3 Make an Action Plan

Defined target list



Effective communication message and images to be used in all promotional material including **business cards, email, website, capability statement, and social media.**

- The same message should be reinforced in sales calls, face-to-face meetings, etc.



Time frame:

- **What is the purchasing cycle?**
Calendar year, January-December
- **What is usually purchased in 1st, 2nd, 3rd, and 4th quarter?**

1 Be Ready

2 Research

3 Make an Action Plan

4 Build Relationships

5 Bid

4 Build Relationships

Building relationships is a cornerstone of every long-term, successful sale.

- Attend traditional tradeshow and agency events
- Attend pre-bid conference
- Attend business matchmaking events
- Contact the small business specialist/coordinator to assist with opening doors, making contacts, finding opportunities- they are your bridge to the agency/department

4 Build Relationships



Are you a small, minority or woman owned contractor, consultant or vendor in the transportation and infrastructure industry?

The Department of Transportation and Infrastructure is committed to the utilization of certified small, minority and women owned businesses. [Sign up today](#) to learn how to do business with a lead agency at the City and County of Denver!

This event is held **bi-monthly, 8:00-9:30 a.m.**

4 Build Relationships

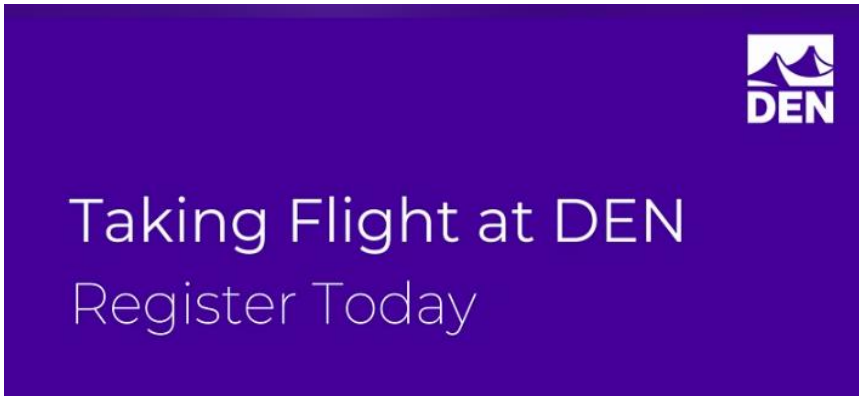


dsbohelp@denvergov.org

The DSBO Equity & Empowerment Council (DEEC) seeks to create fair and equitable opportunities in which small, disadvantaged, minority and women-owned businesses of all sizes may succeed in the City and County of Denver's expenditure of public funds. These bi-monthly meetings are your opportunity to network and find out about upcoming contacting opportunities with the City and County of Denver.

This event is held **bimonthly, 9:00-11:30 a.m.**

4 Build Relationships



flydenver.com

Taking Flight at DEN is a 75-minute presentation (Q&A) covering the multiple opportunities currently listed on the DEN Forecast.

To learn additional information related to these projects, [click here](#).

- Special Projects
- Operations
- Maintenance
- Commercial Business
- Concessions
- Design, Engineering & Construction
- Business Operations

Second Thursday of each month at 1 p.m.

4 Build Relationships



business.flydenver.com

This event is a **free** virtual networking event for small and local businesses to meet key representatives from Prime Concession Operators operating at DEN.

Confirmed speakers include representatives from:

- Areas USA
- High Flying Foods
- SSP America
- Skyport Hospitality
- WH Smith North America

Third Thursday of each month, 1:00-2:15 p.m.

4 Build Relationships



[Register on Eventbrite](#)

Check Eventbrite for bi-annual schedule

The City and County of Denver's Purchasing Division presents opportunities to meet with the vendor community. These [meetings](#) will introduce you to the different buyers and departments, including:

- Arts and Venues
- General Services Contracts
- Climate Action, Sustainability, and Resiliency (CASR)
- Facilities Management
- Technology Services
- Denver Public Library
- Parks and Recreation
- DOTI

1 Be Ready

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5 Bid



Read the solicitation carefully and make notes.

- Do the requirements match your capabilities?
- Is the scope of work within your technical abilities?
- Mandatory or optional pre-proposal conference?
- Electronic submission: What are the requirements?



Answer each question clearly and concisely.

- Ensure everyone understands what is expected in the proposal.
- Look for words like “must,” “shall,” “may,” “will”.



Contact the buyer, in writing, if unsure about the solicitation.

- Make sure you submit your questions before the question(s) deadline.
- Read through the addenda; there might be questions that were asked that you didn't anticipate.



Submit your response on time.

- Not a minute late or it could be cause for disqualification.

5 Bid

SECTION A General Information and Proposal Instructions

- Pre-bid meeting, conference (virtual or in person), mandatory or optional pre-proposal conference?
- **Electronic submission information:** What are the requirements? These must be submitted to be responsive.
- Questions? Deadline and to whom do I submit questions.
- Evaluation criteria, award information, **proposal requirements.**
- Term
- Conditions and provisions

SECTION B Scope of Work and Technical Requirements

- Scope of work: Complete list/on-call services procedures/construction provisions
- Contract performance, prevailing wage, minimum wage ordinance
- **Narrative/vendor questions to address in proposal**
- Invoicing

SECTION C Pricing/Proposal Items/Bid Items

- Pricing information, instructions
- Pricing sheet

SECTION D General Conditions

- Terms and conditions
- Sample contract

SECTION E Additional Required Information

- Forms, vendor information, references, checklist

5 Bid

Ask for help

Colorado APEX Accelerator www.coloradoapex.org

- [Intro to APEX Accelerator](#)
- [G2B – PTAC CONNEXON \(G2B\) Roundtable](#) (in person and virtual)
- [RFP Response: Where Do I Start? Building the Foundation of Your Proposal](#)

- Connect2DOT: www.connect2dot.org
- [Leading Edge for Transportation](#) is a 10-week business development course.
- [Leading Edge for Entrepreneurs](#): Take your business to the next level.
- [Business Foundations Series](#): Start-up, marketing, business plan, finance

5 Bid

Weekly solicitation updates



www.denvergov.org/purchasing

Newsletter and Notices

How to Do Business with the City and County of Denver 2025

Ongoing City Events for Businesses



PURCHASING
DENVER GENERAL SERVICES

CURRENT AND UPCOMING
SOLICITATIONS

To receive information on **upcoming opportunities** and/or add your company to the **vendor list**, please complete the [Purchasing communication form](#).

Purchasing sends out weekly notices and updates on current bids and solicitations, upcoming opportunities, City meetings and events, and will also include community resources for businesses. This list is also being used to compile a vendor list for use by City staff.

Upcoming solicitations 2025

GOOD/SERVICE	DEPARTMENT	ANTICIPATED DATE
Moving Services	Citywide	Q1 2025
Commercial Laundry Repair	Citywide	Q1 2025
Vending Services	Citywide	Q1 2025
Election Logistics Services	Clerk and Recorder	Q1 2025
On-Call Concrete Repair & Maintenance	Citywide	Q1 2025
Snow Removal Services	Citywide	Q1 2025
Landscape Services	Citywide	Q1 2025
Emergency On-Call Drain & Sewer Cleaning Repair & Maintenance	Citywide	Q2 2025
Emergency On-Call Electrical Repair & Maintenance	Citywide	Q2 2025
Emergency On-Call Gate Repair & Maintenance	Citywide	Q2 2025
Emergency On-Call Glass Repair & Board Up Services	Citywide	Q2 2025
Emergency On-Call HVAC Repair & Maintenance	Citywide	Q2 2025
Emergency On-Call Overhead, Garage and Standard Door Repair & Maintenance	Citywide	Q2 2025
Emergency On-Call Plumbing Repair & Maintenance	Citywide	Q2 2025
Emergency On-Call Restoration Services (All)	Citywide	Q2 2025
Emergency On-Call Roofing Repair & Maintenance	Citywide	Q2 2025



Dates are subject to change. [Sign up for the solicitation newsletter](#) to receive updates.

Are you prepared? What's next?



Questions?





PURCHASING
DENVER GENERAL SERVICES

Thank you

Resources to Empower Your Business Growth

We've compiled a comprehensive resource list to help you navigate the world of government contracting. From certification assistance to business development events, these resources can help you build your business and secure city contracts.

Additional Purchasing

[Work4Denver](#)

[Denver Int'l Airport Commerce Hub](#)

[Great Hall Project](#)

[Denver Parks and Recreation](#)

[National Western Center](#)

[Colorado Convention Center](#)

[Denver Arts & Venues](#)

Certification

[Division of Small Business Opportunity \(DSBO\)](#)

[How do I get certified by the City and County of Denver?](#)

[How do I search for a certified business?](#)

Additional Procurements

[Denver Public Schools](#)

[City of Aurora](#)

[State of Colorado](#)

[CDOT](#)

[RTD Denver](#)

[Denver Water](#)

[Denver Housing Authority](#)

[System for Awards Management](#)

[University of Colorado Procurement Service Center](#)

[Colorado State University Procurement Services](#)

Resources

[American Indian PTAC](#)

[Colorado PTAC](#)

[Denver Metro SBDC](#)

[Colorado Minority Business Office](#)

[Office of Economic Development & International Trade](#)

[Small Business Administration](#)

[Mi Casa Resource Center](#)

[Connect2DOT](#)

[ASCENT](#)

[MBO Learning Platform](#)

[Colorado Job Training Grant](#)

[Colorado Grant Programs](#)

[Denver Economic Development and Opportunity](#)

- [NAICS Code Search](#)
- [NAICS Codes to NIGP Table](#)

Find small businesses throughout Amazon's store



This badge identifies products from US-based small business brands. It is designed to help customers who want to support small businesses while also enjoying the convenience and security of shopping in Amazon's store. We follow Gartner's definition of small business, which includes businesses that employ fewer than 100 people and have less than \$50 million in annual revenues.

Learn how Amazon empowers small businesses

2022 Small Business Empowerment Report | Published May 2023

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Account & Lists

Returns & Orders



MAIN MENU

Small & Medium Businesses

Shop Small & Medium Businesses

Discover Women-Owned Businesses

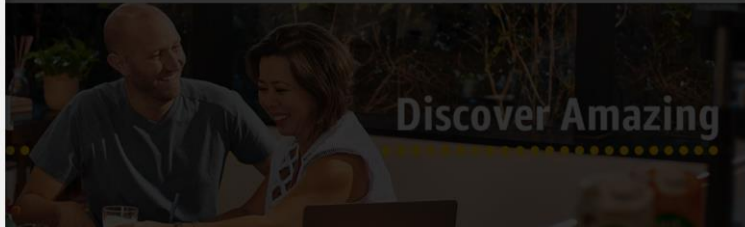
Explore Family-Focused Businesses

Support Artisans

Celebrate Innovator-Makers

Amazon Basics New Releases Prime Today's Deals Music Books Registry Fashion Amazon Home Shop Father's Day gifts

Local Curated Categories Meet The Business Owners Learn More



- [Small Business Empowerment Report](#)
- [All About Small Businesses on Amazon](#)

Doing business with the State of Colorado

Procurement in Colorado is decentralized, which means that most state agencies are delegated to conduct their own solicitations. Businesses wanting to sell goods or services to state government must promote themselves to individual state agencies and actively search for opportunities on [ColoradoVSS](#) and other solicitation websites. The State Purchasing & Contracts Office has developed [ACCESS Colorado](#) as a resource to help guide active and prospective suppliers through the procurement process.

There are three steps to doing business with the State of Colorado that suppliers should follow in order to be successful: **Research, Register, and Access**. Suppliers who are interested should start with the How To Do Business With the State webinar/presentation and the [ACCESS Colorado Guide](#).



<https://osc.colorado.gov/spco/accesscolorado>

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