

Getting a share of Oakland County business

Where do you start?

Scott Guzzy, *Purchasing Administrator*

Joan Daniels, *Buyer II, Purchasing Department*



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Purchasing Department

MICHIGAN INTER GOVERNMENTAL TRADE NETWORK (MITN)

MITN is bid system web site that provides registered vendors access to RFPs, bids, and awards as well as access to bid information & documents in a central location from nearly 200 Michigan local governments. Over 4,200 Formal Bids and Quotes were issued the past year



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MITN posts Michigan government opportunities

OTHER WAYS TO USE MITN

- Opportunities with lead proposers
- Previous purchases are important



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Mining for gold on MITN

SUBMITTING A BID OR PROPOSAL

The Do's and Don'ts

- Do read everything.
- Do follow all the instructions
- Do follow up with the buyer if you have question about the specification or instructions
- Do ask the buyer to debrief you if you are not awarded the contract.
- Don't wait to the last day to read the bid/RFP
- Don't wait to the last hours before the bid/proposal is due to submit your offering.



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Putting your best foot forward

STEPS IN THE AWARD PROCESS

- Negotiations
- Insurance requirements
- Background checks
- Signing the contract
- Meeting with the end user
- Notice to proceed



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You are awarded a contract, now what?

WORKING FOR THE COUNTY AS A SUB CONTRACTOR

- The general contractor/lead agency is responsible to submit list of sub-contractors to the County for approval.
- You don't need to provide the County with bonds or insurance, the general contractor/lead agency does that on your behalf.
- Background checks are still required in most cases.
- You are accountable to and paid by the general contractor or lead agency.



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Subcontractor - important information to know