

LEARN. GROW. CONNECT.

Clayton County Water Authority



Volume 2, Issue 4 | Fourth Quarter 2018

Business with CCWA

As fiscal year 2018 comes to an end, the fourth quarter reports an increase in spending with SLBEs by CCWA with \$3.47 million. This represents 13 percent utilization of the total number of certified firms through the end of the fiscal year and brings the **grand total spent with SLBEs for fiscal year 2018 to \$12.5 million!** The total spending for FY2018 is \$2.2 million more than total spending in FY2017. This is indicative of the growth of the program and the hard work of our staff in continuing to educate the community about the program.

There are currently 329 certified SLBE firms in the program. As word of CCWA's SLBE program continues to spread, the number of certified firms is on the rise. The program records a **31 percent in-**

crease in certified firms in during FY2018.

CCWA is committed to and actively seeking to do business with firms that are certified as small local businesses in Clayton County and the surrounding 10 counties which includes Cherokee, Cobb, DeKalb, Douglas, Fayette, Fulton, Gwinnett, Henry, Rockdale and Spalding.

We believe that we are only as successful as those in the communities we serve, therefore, we are asking you to join us and become a part of our SLBE program.

We extend a heartfelt thank you to all of the firms that had the opportunity to work with us this fiscal year. If your firm did not have an opportunity to do business with us, we're looking forward to working with you.

FISCAL YEAR-END

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Congratulations! Newly Certified SLBEs

With the Board of Directors approval to accept the Disadvantaged Business Enterprise (DBE) certification from the Georgia Department of Transportation (GDOT) as an acceptable certification for the provisional certification, SLBE certifications increased 31 percent during the last two months of the fourth quarter.

CCWA would like to welcome the following companies, certified in the fourth quarter to the SLBE program. We are delighted to have you as a part of our program!!

- Acsential Technologies, Inc.
- AEGIS Corporation
- AEW Technical Solutions, LLC



Newly Certified SLBEs (Continued)

- Allied Data Systems, Inc.
- BRS Advisory Services, LLC
- BRTU Construction, Inc.
- Bruner Mediation, Inc.
- Cable Broadband & Telecommunications, LLC
- CC Land Surveyors, Inc.
- Cincar Consulting Group, LLC
- Complete Facility Services, LLC
- Connect One Realty Group, LLC
- Contessa Construction Services, LLC
- CTCS, Inc.
- D. Jones Productions
- Davis Bell Associates, Inc.
- First Infinity Construction, Inc.
- Focus7. LLC
- Gary Insurance and Tax, Inc.
- Greenheart Construction, Inc.
- Here At Last Landscaping, LLC
- Integrated Office Solutions, Inc.
- Intellectual Concepts, LLC
- Its My House2, Inc. d/b/a Hannah Innovative Solutions
- Jewel of the South, Inc.
- JV Civil Contractors, LLC
- Kissberg Construction, Inc.
- L.L. Blue Engineering, LLC
- Liberty Signs & Graphics, Inc.
- Limitless Concrete & Works, Inc.
- Master Welding Services
- Multi-Energy Group, LLC
- ONEPOWER Consulting, LLC
- Powell Construction Services, Inc.
- Quantum-Mac International, Inc.

- S & S Supply II, LLC
- Simplicity Health Care Management, LLC
- Synergy America, Inc.
- Taboris Intelligence Asset Group, LLC
- Technique Concrete Construction, LLC
- Transcending Space, LLC

To view the current list of CCWA's certified SLBEs click [here](#).



Information Sessions and Spotlight Speakers

Throughout the year CCWA hosts several Information Sessions which focus on the SLBE certification process and how to do business with CCWA.

These information sessions serve as the major outreach activity CCWA uses to reach the small businesses located locally in Clayton County as well as in the 10 surrounding counties included in the SLBE program.



Each session features a "Spotlight Speaker." The Spotlight Speaker is given 15 minutes during the presentation time to "spotlight" their business.

Be sure to leave your business card at the next event to be considered for the next *Spotlight Speaker*.




The February Spotlight Speaker was **Mr. Darius "Pete" Peterson**.

Mr. Peterson is the Founder and Owner of P&A Training Solutions, a Veteran Owned training & education company.

You can contact Mr. Peterson at (678) 770-4462, via email at ppeterson@patsolutions1.com or you can visit his website at www.patsolutions1.com for more information.




The April Spotlight Speaker was **Mr. DeVan Brown**.

Mr. Brown is the President of Cy Quest Business Solutions, Inc. His firm provides HR Consulting services, Employee Training & Development and a host of other services.

Also, stopping by to pay us a visit was District 4 Commissioner DeMont Davis. It's always a pleasure when we have the support of our county officials.

You can contact Mr. Brown at (404) 761-6699 ext. 1 via email at devan@cyquesthr.com or you can visit his website at www.cyquesthr.com.



Specifics of Bidding: How To Price It Right

The fourth quarter produced the first repeat business development workshop. The workshop titled “**Specifics of Bidding: How To Price It Right**” was held on March 14, 2019 at CCWA Headquarters in the Marie Barber Community Use room. The response was great with over 30 small business owners in attendance.!

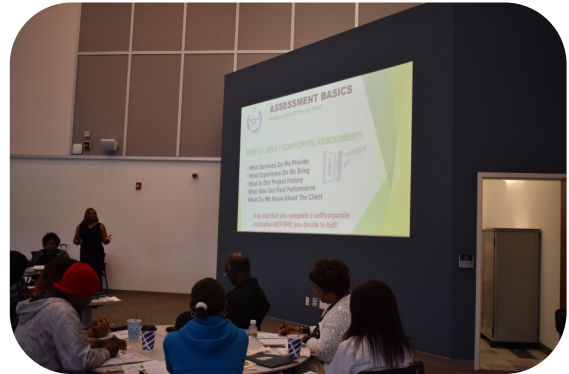
The workshop was facilitated by Ms. Carol Phelps of MH Miles and Company, CPA PC and our own Procurement Compliance Coordinator, Yolanda Jackson. The informational workshop focused on:

- Performing Self/Corporate Assessments
- Evaluating the cost/cost proposal:
 - ◆ Understanding the service requirements
 - ◆ Understanding the pricing terms
 - ◆ Understanding previous price points
 - ◆ Understanding the benefits of debriefing

Attendees also had the opportunity to review an actual RFB to understand the importance of thoroughly reading through the entire RFB or RFP.

We hope to see you at the next business development workshop on August 13, 2019!

Links to this presentation and other quarterly presentations can be found on our website www.ccwa.us



More than 30 small business owners attended the Specifics of Bidding Workshop!



March Is National Procurement Month

Did you know March is National Procurement Month? According to NIGP, The Institute for Public Purchasing, this month is a time to celebrate with pride the role of the public procurement profession. Procurement professionals deserve this acknowledgement, playing vital roles not just in the public sector but within organizations across virtually all industries. However, the procurement field has not always been thought of as a strategic function. When taking a look through the history books, it is clear that procurement's organizational role continues to evolve.

History of Procurement

In the mid-1960s procurement took on a managerial role, on a wide-scale. The concept of material management became the focus during this period. Procurement professionals emphasized competitive bidding, with price becoming the determining factor for most contracts. An increase in trained professionals during this time period helped procurement on its way to regaining departmental status.

The 1980s saw a significant increase in supplier competition. This gave organizations the luxury of putting more focus on supplier quality and dependability. Supplier management became an important factor in procurement and remains so today. By the late 1990s, the role of procurement had begun its transition into strategic sourcing. Procurement officials looked at supplier as partners and long-term contracts were encouraged. This was the beginning of procurement's modern day evolution.

Procurement Today

Today, procurement professionals are instrumental to the success of organizations. They're responsible for an umbrella of initiatives from the development of a solicitation to the evaluation

and working with qualified suppliers, and everything in between. Ultimately, procurement is having a significant impact on an organization's bottom line – solidifying its spot at the management roundtable. In the 1960s a CPO (Chief Procurement Officer) was unheard of; today, more and more procurement heads are helping their organization develop and reach strategic and operational goals.

New technologies continue to evolve procurement. E-procurement solutions, like SourceSuite, are creating a more efficient approach to strategic sourcing. With

the shift towards strategic sourcing, e-procurement bid and vendor management software save the organization time so that it can focus on organization initiatives and supplier relationships. SourceSuite's cloud-based bid and supplier management platforms configure to meet the purchasing needs of virtually any organization. Currently, SourceSuite streamlines the purchasing process for over 900 buying organizations across the country.

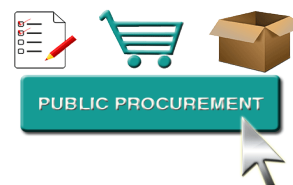


**Governor Nathan Deal
Proclaims Procurement Month**

Though procurement has a long history, its role as a strategic part of the organizational structure is still relatively new. Procurement's quick evolution through the last 30 years can be credited to many of the professionals we are celebrating this month. In the years to come, it can be expected that the procurement function will only continue to develop and expand its ability to directly impact successful organizations.

We pause to celebrate our procurement specialists and the hard work they do each day to improve the procurement process here at CCWA.

**Karen Riser, Kathy Bogaert,
Hilda Flores, Yolanda Jackson and Trey Judson, WE SALUTE YOU!!**



April Honors Administrative Professionals

Every successful business has individuals who work behind the scenes to help ensure the success of the business. Typically, these individuals are the administrative support staff such as secretaries, administrative assistants, clerks, etc.

Often times these individuals are the true backbone of organizations who perform their duties every day sometimes with little to no acknowledgment. In 2019 Administrative Professionals day will be observed on Wednesday, April 24th.

In 1942 during World War II, faced with a booming economy and a labor shortage of skilled administrative professionals, the National Secretaries Association (NSA) was formed to attract young workers into the administrative space.

In 1952, ten years after the organization began, U.S. Secretary of Commerce Charles W. Sawyer initiated the first celebration of administrative professionals although it was then called National Secretaries Week and celebrated the first week in June.



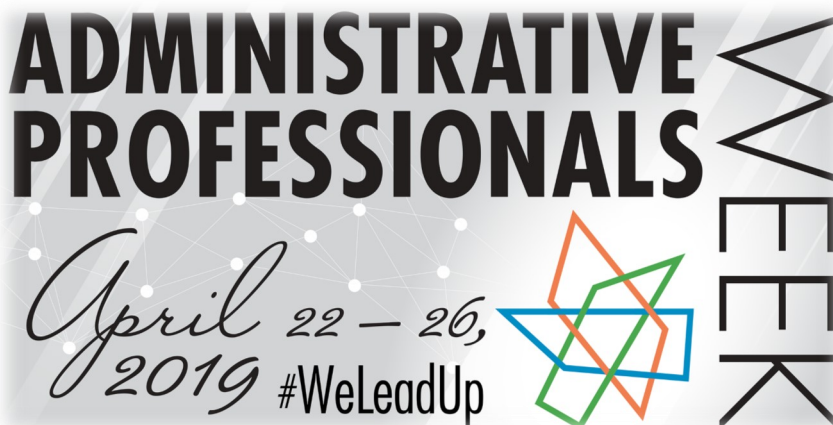
Thank you for your hard work!

Reflecting its now global scope, the National Secretaries Association changed its name to Professional Secretaries

International in 1981. Professional Secretaries International changed its name again, this time to the International Association of Administrative Professionals in 1998. The now mature association is working in multiple continents and across industries.

More commonly known as "Administrative Professionals Day," it falls on the Wednesday of Administrative Professionals Week, which always takes place during the final full week of April.

While these positions are often not given their due praise, any successful business is aware that the administrative staff keep things running like a well-oiled machine, so make sure to let the administrative professionals in your life know they are appreciated today and everyday!



SLBE Program Information Now Offered In Spanish



We have good news for the Spanish speaking community in Clayton County! CCWA's SLBE program is now offering information in Spanish. Currently the SLBE animated video as well as all of the program applications are now available on our website in Spanish.

Buenas noticias para nuestra comunidad hispana de Clayton County! El programa de SLBE de CCWA ahora ofrece información en Español. Actualmente el video sobre SLBE, así como todos los formularios de solicitud del programa también están disponibles en Español en nuestra página web.

Upcoming Procurements & Events

Are you looking for opportunities to potentially do business with CCWA? If the answer is **YES**, the following Annual Contracts are set for advertisement pending expiration of the current contract:

- **Asphalt Patching Work**
Expires August 31, 2019
- **JDE Managed Services and IBM Power 6/7 Support (ERP Suites)**
Expires September 15, 2019
- **JDE Managed Services and IBM Power 6/7 Support (GSI, Inc.)**
Expires September 15, 2019

For a complete list of our annual contracts click [here](#).

Additionally, all current solicitation opportunities may be viewed by clicking [here](#).

Mark your calendar for the following:

- **SLBE Information Session**
June 13, 2019
CCWA Community Use Room
1600 Battle Creek Rd.
Morrow, GA 30260
10 a.m.—12 p.m.
- **SLBE Business Development Workshop**
All The Right Bonding
August 15, 2019
1600 Battle Creek Rd.
Morrow, GA 30260
10 a.m.—12 p.m.



Connect With Us On Social Media!

We are on Facebook! Like our page and follow us at www.facebook.com/ccwaslbe (Public)

You can also follow us on Twitter [@CCWA_Biz](#) and on Instagram [@CCWA_SLBE_Biz](#).



Round 2 of the SLBE Spotlight Video Series

In an increased effort to support and promote our certified SLBEs, CCWA implemented the “**SLBE Video Spotlight Series**” during FY 2018. The SLBE Video Spotlight series highlights our randomly selected certified SLBEs and feature those businesses in a two to three minute video that highlights the products and/or services provided.

The videos are filmed on location at the business office of the SLBE, however, home based business owners have the option of filming on location or at CCWA Headquarters. The videos will be placed on the SLBE page of CCWA’s website and will run for approximately 30-45 days.

This is an amazing opportunity for our certified SLBEs to advertise their business on our website and social media outlets absolutely FREE! We encourage you to participate in the spotlight video series and look forward to featuring your business in the future.

Congratulations to our SLBEs selected to participate in the round 2 series group:

All N One Security Services, Inc.

Amy Oraefo, P.C.

Blue Cypress Consulting, LLC

Brown Electrical Services, LLC

Graham & Associates, Inc.

Videos can be found on our website www.ccwa.us.



come grow with us!