

January—March 2015



## Small Business Connections

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## *Welcome to Purchasing*

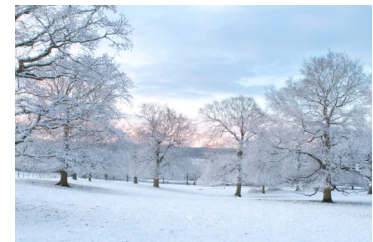
Happy New Year! Thanks for checking out this edition of *Small Business Connections*. We hope this Christmas season has been filled with all the joys that make the holidays special. And, we sincerely hope that 2015 will be a prosperous year for you and your business.

The City of Knoxville supports the growth of small businesses. The Purchasing Division works to better inform and engage small businesses throughout the entire procurement process. With an increase in small business participation, the ultimate benefit will be experienced by both the City and small businesses alike.

As small businesses become more familiar with the government process, you are better positioned to compete for local government contracts. Likewise, the local government benefits because of increased competition and a broader vendor base which the City hopes will result in better prices and better products and services.

Key topics to look for in this edition are:

- Recent awards
- Upcoming procurement opportunities
- Urban League's CDFI Certification
- Outreach and Networking event



We are excited to share many of the opportunities available to you, the small business community. Purchases of goods and general services, professional services, and construction related services are solicited throughout the year. You are encouraged to check the website frequently for solicited opportunities, as well as keep your business contact information current through the self-service vendor registration account, both of which are located at [www.cityofknoxville.org/purchasing](http://www.cityofknoxville.org/purchasing).

We encourage you to stay in contact with the Purchasing Division by emailing us at [purchasing@cityofknoxville.org](mailto:purchasing@cityofknoxville.org) or by calling us at 865-215-2070.

## 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
Motor Oil	Hunter Oil Company Inc.	Blanket
PeopleSoft Support Renewal	DLT Solutions LLC	90,616.00
Janitorial Service - Engineering	National Building Service	17,175.00
24' Tilt Deck Trailers	Kraftsman Inc.	41,980.00
Police-K9 Equipment	Elite K-9 Inc.	6,432.00
Refrigerator/Freezers - Commercial	Douglas Equipment	14,900.00
Audio Visual Equipment	Full Compass Systems LTD	7,491.00
Microsoft Exchange Online Plan	Dell Marketing L.P.	54,835.00
One Ton Truck	Beaman Ford	29,471.00
TeelTech Equipment	Teel Technologies	11,785.00
Uniform Medical Kit	CPR Savers and First Aid Supply	5,677.00
Gym Floor Refinishing-Deane Hill Recreation Center	Finchum Sports Floors	8,875.00
ATPC Spear	Blackfox Tactical LLC	9,996.00
Laptops & Carrying Cases	Catalyst Technology Group USA Inc.	17,774.00
Grouting of Culvert Pipes	American Foundation & Basement Repairs LLC	8,950.00
Emergency Rescue Lift Kit	Sunago Supply	6,627.00
Elevator Maintenance at the Safety Building	National Elevator of Tennessee Inc.	4,815.00
Radar Detection Unit	Traffic Technology Intergrations LLC	47,316.00
Downtown Knoxville Way Finding Project	Jarvis Signs	1,217,009.00

### Small Business Definition

Click [here](#) for a detailed industry/business listing on how the City of Knoxville defines a small business.

Purchases below \$5,000 are at the City's discretion. Each department is allowed to purchase without a formal competitive process.



*"We are what we repeatedly do. Excellence, then, is not an act, but a habit."—Aristotle*

## 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 of available opportunities.

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

Items to be Solicited	Projected Bid Dates	Department
Brake Lathe	January 2015	Knoxville Area Transit
Pulse Welder	January 2015	Knoxville Area Transit
Kitchen Equipment	January 2015	Public Building Authority
Police Facility Building Improvements Phase 2 - Site Work Preparation	January 2015	Knoxville Police Dept.
Vertical Tire Storage Carousels (3 each)	January 2015	Fleet
Heavy Shop Collision Repair	January 2015	Fleet
Pleasant Ridge Road Sidewalk at Wilson Road	January-February 2015	Engineering
2015 Resurfacing Project	January-February 2015	Engineering
Crosswalk Markings	February 2015	Engineering
Janitorial Services - Two Offsite Facilities with KPD	March 2015	Knoxville Police Dept.
KPD Motorcycles	March 2015	Fleet
ID Equipment, Materials and Supplies	March 2015	Knoxville's Community Development Corporation
Online Registration/Website	Winter 2015	Parks and Recreation
Pickle Courts at West Hills	Winter 2015	Parks and Recreation
Playground for E. V. Davidson Recreation Center	Winter 2015	Parks and Recreation



**Save the Date**

The City's Annual Business Breakfast is tentatively scheduled for Thursday, June 11, 2015. More details will be available soon.

## Urban League's CDFI Certification

In February 2014, the Knoxville Area Urban League received its Community Development Financial Institution (CDFI) certification. Because of this certification, the Urban League is able to support small businesses by bringing capital to this community.

This support occurs in two ways: by providing technical assistance and also by being able to lend funds to small businesses. As such, more resources are available to entrepreneurs and small businesses, thus creating jobs in this community.

To learn more about this opportunity, contact Mr. Terrance Carter, Director of Economic & Business Development, at the Knoxville Area Urban League, at [tcarter@thekaul.org](mailto:tcarter@thekaul.org) or by calling (865) 524-5511.



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[www.cityofknoxville.org/purchasing](http://www.cityofknoxville.org/purchasing)

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*We Want Your Business*



## *Diversity Outreach*

*The City of Knoxville realizes the importance of diversity in all aspects of local government. The Purchasing Office is no exception. Small, Minority, Woman, Veteran, and Service-Disabled Veteran-owned businesses play an important role in the progress and continued success of this great city. The City of Knoxville looks forward to doing business with you and sincerely hopes this information will help you compete for City business.*

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## *Outreach and Networking Event*



2015 TVBA Business and Education Expo

Bringing together over 145 exhibitors and 3,000 attendees

Connecting government and non-government entities under one roof

A trade show and hiring expo

**January 27, 2015 at the Holiday Inn—World's Fair Park**

**[www.jointvba.org](http://www.jointvba.org)**