

**LOS ANGELES COUNTY
PROCUREMENT**



INTERNAL SERVICES DEPARTMENT



Christie Carr
Contract Manager

ISDVendorOutreach@isd.lacounty.gov

**County of Los Angeles
Internal Services Department**
Purchasing and Contract Services
Contracting Division





Agenda

How to Navigate the
County's Doing
Business With Us
Website

Open ISD
Contracting
Opportunities

Vendor Registration

County Websites
and Contact
Information

County Resources

Tips and Best
Practices

How to Search for
Open Solicitations

Q&A



VENDOR REGISTRATION

Register to Do Business With Los Angeles County

Direct Deposit Registration

MANAGE YOUR VENDOR ACCOUNT

Vendor Self Service

Appendix A – Purchasing Required Forms

Appendix B – Service Contract Solicitation Required Forms

Community Business Enterprise (CBE) Information Form

Commercially Useful Function

VENDOR PROGRAMS

Community Business Enterprise

Disabled Veterans Business Enterprise

Local Small Business Enterprises

Social Enterprise

DIGITAL EQUITY

AND ACCELERATE DIGITAL EQUITY

VE SE

Our Vendor Self Service allows vendors to manage their accounts and much more

REGISTER

OPEN SOLICITATIONS

VENDOR SELF SERVICE

AWARDED CONTRACTS





CLICK HERE

SOLICITATIONS AND CONTRACTS

View Open Solicitations

Awarded Contracts

Vendor List by Commodity

Debarred Contractors in Los Angeles County

Definitions

POLICIES AND TERMS & CONDITIONS

Contracting Policies

Standard Terms and Conditions for Commodities

Standard Terms and Conditions for Services

MASTER AGREEMENTS

Master Agreements for Commodities

Master Agreements for Services

SEE DIGITAL EQUITY

VENDOR SELF SERVICE

Our Vendor Self Service allows vendors to manage their accounts and much more

REGISTER

OPEN SOLICITATIONS

VENDOR SELF SERVICE

AWARDED CONTRACTS





ACCELERATE

CLICK HERE TO LEARN ABOUT WHAT

EQUITY

ADDITIONAL INFORMATION

- County Departments
- Vendor Fair and Workshops
- Surplus Property
- Other Government Agencies
- Living Wage Program Contractor Guide
- Tips on Selling to the County
- Public Hearing Meetings
- FAQs

VENDOR SELF SERVICE

Our Vendor Self Service allows vendors to manage their accounts and much more

REGISTER

OPEN SOLICITATIONS

VENDOR SELF SERVICE

AWARDED CONTRACTS





ACCELERATING

CLICK HERE TO LEARN ABOUT WHAT THE COM

DEPARTMENT CONTACTS

- Vendor Relations
- DCBA
- Procurement Officers
- Contract Managers

VENDOR SELF SERVICE

Our Vendor Self Service allows vendors to manage their accounts and much more

REGISTER

OPEN SOLICITATIONS

VENDOR SELF SERVICE

AWARDED CONTRACTS





Contract Connections

SOLICITATIONS & CONTRACTS

You can view County solicitations online!

REGISTER

OPEN SOLICITATIONS

VENDOR SELF SERVICE

AWARDED CONTRACTS



PROGRAMS FOR YOU

Los Angeles County Registration Process:



5 easy steps:

1. Create you vendor profile
2. Enter Address and Contact Information
3. Enter W-9 Certification
4. Select your commodities and services
5. SAVE (to create your user account)!

REGISTER YOUR BUSINESS TODAY!

The County does business with both large and small firms, as well as individual entrepreneurs. Get started today!

REGISTER

OPEN SOLICITATIONS

VENDOR SELF SERVICE

AWARDED CONTRACTS



SEARCH RESULTS

Search for Economic Development Services

economic

SEARCH ALL 

Showing 1 records

Solicitation Number	Title	Type	Department	Date
CEO01-999	RFSQ- Economic Development Services CONSULTING SERVICES - FINANCE/ECONOMICS	Service	Chief Executive Office	Continuous



SOLICITATION DETAILS FOR CEO01-999

Department

Chief Executive Office

Closing Date

Continuous

Contact Phone

(213) 893-0014

Commodity

CONSULTING SERVICES -
FINANCE/ECONOMICS

Solicitation Amount

Not Available

Contact Email

economicdevelopment@ceo.lacount
y.gov

Last Changed On

7/3/2018

Solicitation Description

[Show more +](#)

The County of Los Angeles ("County"), Chief Executive Office ("CEO") is seeking qualified companies to enter into Master Agre...

ATTACHMENTS 3

[RFSQ for Economic Development Services.](#)

[.pdf]

[Appendices A - J](#)

[.pdf]



RFSQ Open Solicitations



COUNTY OF LOS ANGELES INTERNAL SERVICES DEPARTMENT

CONTRACTING OPPORTUNITIES



Below is a listing of open Master Agreements. If you have questions, please email the respective Contract Analyst. To search for a solicitation, go to the following website and search via the Solicitation Number/Services:

<https://doingbusiness.lacounty.gov/open-solicitations/>

Services	Solicitation Number	Solicitation Open Date	Solicitation Close Date	Contract Analyst Name	Contract Analyst Email
As-Needed Elevator and Escalator Maintenance Services	10604-S	7/13/2020	Continuous	Tatiana Menendez	tmenendez@isd.lacounty.gov
As-Needed Small Office Equipment Repair Master Agreement	ITS-10601-S	5/10/2021	Continuous	Kristina Ido	KIdo@isd.lacounty.gov
As-Needed Transportation Services	10605-S	10/26/2020	Continuous	Carlos Rubio	crubio@isd.lacounty.gov
Disaster/Emergency Services Master Agreement (DESMA)	GCS-10635-S	2/24/2026	Continuous	Bernardo Franco	BFranco@isd.lacounty.gov
Record Management Services Master Agreement	GCS-10637-S	3/31/2026	Continuous	Carlos Rubio	crubio@isd.lacounty.gov
Energy Efficiency Project Services Master Agreement (EEPMA)	I104559	3/22/2017	Continuous	Kathy Gomez	KGomez@isd.lacounty.gov
Energy Support Services Master Agreement (ESSMA)	GCS-I10681-C	4/26/2022	Continuous	Nazeli Albaryan	nalbaryan@isd.lacounty.gov
Enterprise Services Master Agreement (ESMA)	ITS-I10604-S	7/28/2022	Continuous	Justin Russel	JRussell3@isd.lacounty.gov
Facilities Ancillary Services Master Agreement (FASMA)	104569	4/13/2017	Continuous	Tatiana Menendez	tmenendez@isd.lacounty.gov



County Websites and Contact Information

For Vendor Registration,
contact ISD Vendor Relations @

ISDVendorRelations@isd.lacounty.gov

Vendor Services Provided Include:

Assisting vendors with the registration process, Vendor Self Service activations and other related inquiries. Additionally, this Unit provides information on preference program certifications and direct deposit requirements.



Doing Business with Los Angeles County

<https://doingbusiness.lacounty.gov/>

Vendor Registration

<https://camisvr.co.la.ca.us/webven/>

Open Solicitations

<https://doingbusiness.lacounty.gov/open-solicitations/>

The County's Preference Programs are available on the Department of Economic Opportunity (DEO)



Best Practices for Contracting with Los Angeles County

Responding to Solicitations:

1. Thoroughly review the solicitation.
2. Always attend the Proposer's (or Bidder's Conference) that we hold to discuss the solicitation.
3. Attend debriefs
4. Ask questions.
5. Understand the solicitation, qualifications, and requirements - respond to each clearly and thoroughly.
6. Know how you're being evaluated

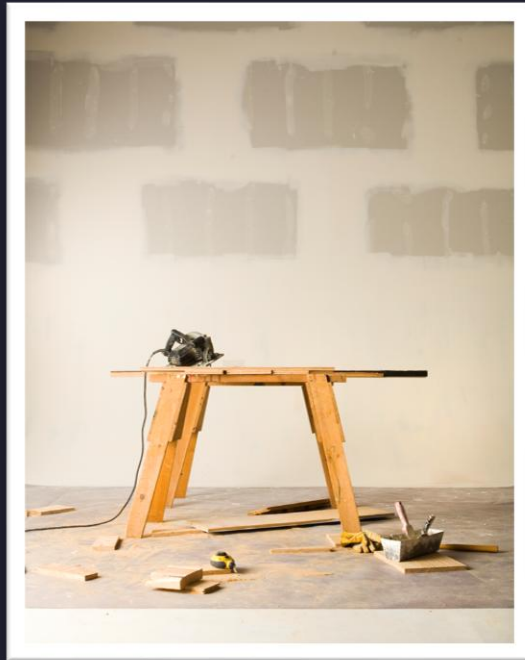


Q & A



Thank you!

ISDVendorOutreach@isd.lacounty.gov



**County of Los Angeles
Internal Services Department**
Capital Projects Division

Paige Bruyn, CPE, CCM
Section Manager –
Project Delivery

pbruyn@isd.lacounty.gov





Agenda – Capital Projects

What Trades are Contracted?

General A & B and
Trade Specific:
Roofing, FAS,
HVAC, MEP, TI, etc.

What are the Size of Contracts? What does the Future Look Like?

JOC Capacity and
Multiple Projects
Last Year vs.
This Year

What is our Internal Contracting Process?

Programming, AE
Design, Board
Letter, Construction

What are the Challenges and Expectations?

Q&A



Best Practices for Contracting with Los Angeles County

What Trades are Contracted?:

1. The Internal Services Department (ISD) is a general services organization providing critical services to all 38 County Departments. You have heard about purchasing and contracts, but we also manage construction projects.
2. The Capital Projects Division oversees repair and replacement of various building systems across the entire our 4,084 square miles of service territory.
3. Over the course of a year, we will let contracts with most every CSLB Licensing Classification.
4. The most successful JOCs have a large base of qualified sub-contractors to add to their delivery team.



Best Practices for Contracting with Los Angeles County

What are the size of the Construction Contracts?:

1. After the JOC Contracts are awarded, we manage the Contract "Capacity"
2. Depending on the size of the project, the capacity may be utilized over multiple projects
3. At any given time, the JOC may be working with several of up to 20 ISD PMs servicing different Customer Departments. Because of this, all Contractor Assignments are Rotated
4. The JOC awards do not include design/build projects.
5. The JOC is brought in after Plan Check, and Budget approval from the BOS.
6. Last year, this year and next year.



Best Practices for Contracting with Los Angeles County

What is our Internal Contracting Process?:

1. When a Customer Department anticipates the need for a construction project, the process starts with a "Programming Package" (PP). This allows the customer a first glimpse of the project cost, design schedule, and construction duration.
2. When the project is approved to move forward the Customer funds the architectural and engineering design only. As the project design approaches 95%, our internal Estimating Team reviews the plans, compares the final scope to previous cost estimates, and produces an Estimate Letter for the Customer to approve.
3. When the Customer approves the final scope and budget, the project is presented to the County Board of Supervisors (BOS) for approval.
4. The JOC will receive a Request for Proposal (RFP) after BOS approval, at which time the project will be walked with an ISD PM.
5. The JOC can expect to receive various RFPs, for various sites, scopes and project sizes.



Best Practices for Contracting with Los Angeles County

What are the challenges and expectations?:

1. There are several challenges with performing construction under these contracts:
 - Occupied Buildings & Dust/Noise Complaints
 - Old Buildings & Lack of As-Builts
 - Restricted Access & Background Checks (Health Services, Sheriffs, Probation)
 - Unforeseen Conditions leading to temporary work-stoppage (ACM, broken pipes, etc.)
 - Night Work & Work Under 3-party Supervision
2. New JOCs have the support of their ISD PM to navigate these situations
3. As long as your internal company structure is able to pivot and communicate about alternate solutions, ISD can help to keep the schedules on track.



Q & A



Thank you!

PBruyn@isd.lacounty.gov



**County of Los Angeles
Internal Services Department**
Capital Projects Division

Hasmik Ashgyan
Administrative Services Manager II –
Program Controls

HAshgyan@isd.lacounty.gov





Agenda – Program Controls



What is Job Order Contracting (JOC)?

Upcoming JOC Solicitations and License Types

The Job Order Process

Tips and Best Practices

Bidding

Q&A

Bid Bond

ISD JOC Manager
Contact:
HAshgyan@isd.lacounty.gov



Best Practices for Contracting with Los Angeles County



What is Job Order Contracting(JOC)?

- JOC is an efficient project delivery method used for renovation, repair, and minor construction projects.
- JOC is a competitively bid, fixed price, multi-year construction contract based on established or published unit prices via a unit price book (UPB) or a price list with a multiplier (termed coefficient) applied to the unit prices. The unit prices are used to price construction tasks associated with the scope of work. These are often referred to as construction catalogs or automated cost databases.



Best Practices for Contracting with Los Angeles County



Job Order Contracting Process





Best Practices for Contracting with Los Angeles County

Bidding: To support fair and transparent contracting, the County has established standardized policies, procedures, and terms that guide vendors through the solicitation process.





Best Practices for Contracting with Los Angeles County



Bid Bond: To support fair and transparent contracting, the County has established standardized policies, procedures, and terms that guide vendors through the solicitation process.

1. Bid Bond is 10% of Total Contract amount per JOC according to the Public Contract Code, Section 20129. Each JOC will have a one (1) year term and have a Maximum Contract Value of \$6,200,000. The Performance Bond and Payment Bond amounts must be the Maximum Contract Value.
2. County reviews and analyzes the Bid Evaluation document to select the lowest, responsive, and responsible bid.
3. Best practice method for scoring and evaluating competitive solicitations where proposals/bids are evaluated and scored based on several factors, which may include qualifications, experience, and price.



Best Practices for Contracting with Los Angeles County



Upcoming JOC Solicitations and License Types:

Job Order Contracts (JOC) Solicitation To Award

JOC Type Needed for Projects	License Type
General+ General Engineering Totals	
General	B
General Engineering	A
Specialty	
Heating, Ventilating and Air-Conditioning (HVAC)	C-20
Roofing	C-39
Electrical	C-10
Flooring	C-15
Fire Protection	C-16
Painting	C-33



Q & A



Thank you!

HAshgyan@isd.lacounty.gov

How to Do Business with

Public Works

Navigating LA County Public Works Contracting Opportunities

May 5, 2026





**County of Los Angeles
Public Works**

Business Relations & Contracts Division

Marika Medrano
Assistant Division Chief
mmedrano@dpw.lacounty.gov



Los Angeles County Public Works

Who we are:

Los Angeles County Public Works is one of the largest municipal public works agencies in the United States, providing vital 21st Century infrastructure and essential services to more than 10 million people across a 4,000-square-mile regional service area.

What we do:

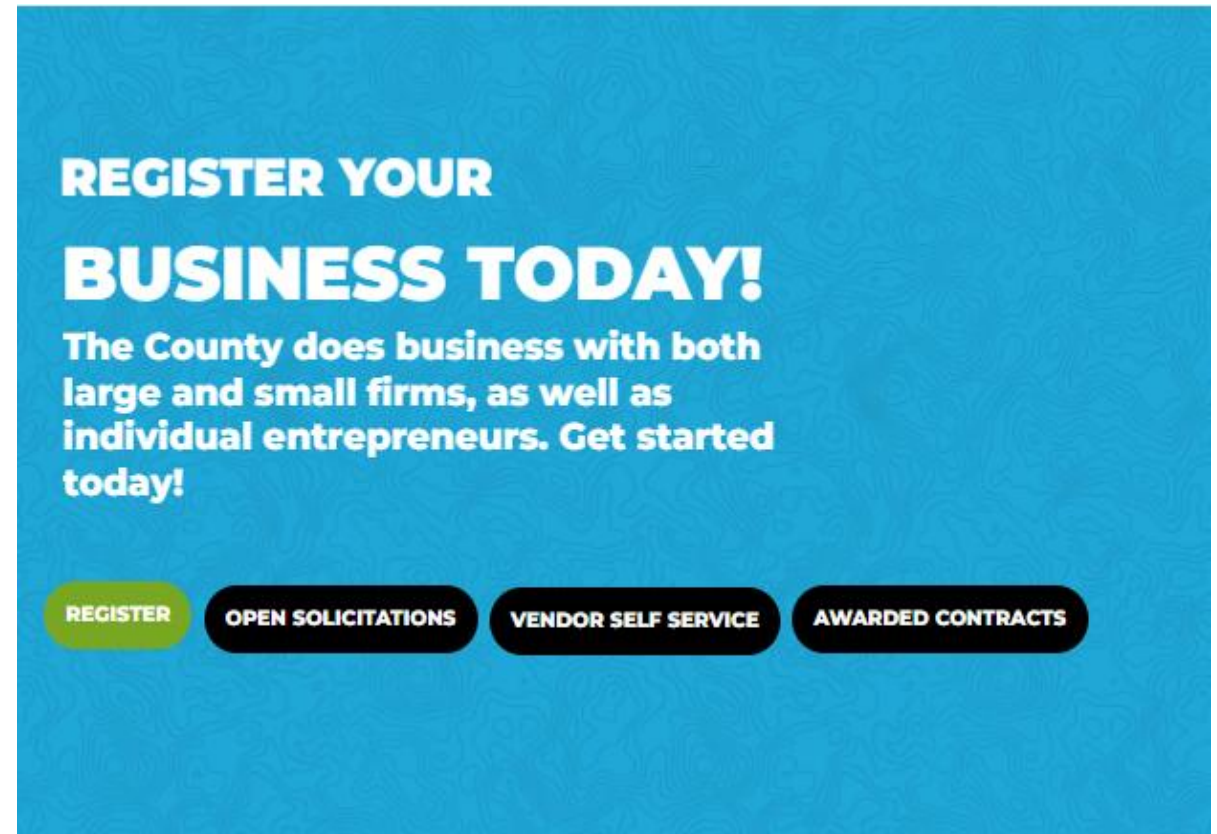
Public Works' operations are defined within six core service areas: Water Resources, Transportation, Environmental Services, Construction Management, Development Services, and Emergency Management. The agency also manages sustainable water, transportation, and waste management infrastructure.



STEP #1

Become a County Vendor with Internal Services Department

Visit the Doing Business
With LA County website at
DoingBusiness.lacounty.gov



**REGISTER YOUR
BUSINESS TODAY!**

The County does business with both large and small firms, as well as individual entrepreneurs. Get started today!

REGISTER **OPEN SOLICITATIONS** **VENDOR SELF SERVICE** **AWARDED CONTRACTS**

STEP #2

Certify with LA County Office of Small Business



- Local Small Business Enterprise (LSBE)
- Disabled Veteran Business Enterprise (DVBE)
- Social Enterprise (SE)
- Community Business Enterprise (CBE)

<http://certify.lacounty.gov>

STEP #3

Do Business with Public Works



Public Works Contract Opportunities

- Buildings/Major Construction Projects
- Infrastructure Maintenance
- Job Order Contract (JOC)
- Professional Services
- Service Contracts
- Purchasing/Procurement

Public Works averages about 2-3 billion in contract work annually.



Purchasing Opportunities

20,000 Types of Materials/Services Purchased

Procurement handles requests for materials/services on as-needed basis:

Materials and Services:

- Uniform / Dry Cleaning Services
- Office Supplies
- Ergo Items
- Lighting Fixtures
- Carpets and Floor Tiles
- Printing Services

Construction materials:

- Guardrails
- Concrete, concrete connector pipes, electrical motors, discharge pipes
- Storm pipes, reinforced concrete pipes, catch basins
- Asphalt and paint
- Other items purchased for construction purposes: ropes, hoist, harnesses, pulleys, compressors, hand tools, etc.

View Opportunities

View contracting and purchasing opportunities with Los Angeles County Public Works

DoBusinessWithPublicWorks.com



Do Business with Public Works

Search Opportunities by Filter:

- Building Projects
- Infrastructure Projects
- Professional Services
- Purchasing Opportunities
- Sundry Services



Ranging from building and infrastructure projects to professional and miscellaneous services, there are rewarding opportunities for certified LSBE, DVBE and SE businesses. There are opportunities for construction, traffic signal modifications, landscaping, aviation improvements, janitorial services, transit services and much more. Grow your business with the Public Works Department. Explore what you can do!

Welcome to Public Works
Business Opportunities!

Type: Status: Total: 22

Show entries

Name	ts	Open	Close
<input type="radio"/> Building Projects			
<input type="radio"/> Infrastructure Projects			
<input type="radio"/> Professional Services			
<input type="radio"/> Purchasing Opportunities			

Do Business with Public Works

Search Opportunities by Filter:

- Open
- **Upcoming**
- Closed
- Awarded
- All

Welcome to Public Works Business Opportunities!

Type: Status:

Total: 183

Show entries

Name	Estimated Amount	Estimated Release
The proposed work includes cold-mill enough existing ... Ladera Heights - Centinela Avenue et al (PMDIII)	\$1,844,390.70	Sep-2023
Traffic Signal and Safety Construction On-Call Traffic Signal & Safety Construction Contract D, Fiscal Years 2023-27 (PMDIII)	\$1,073,637.60	Sep-2023
Trash Collection. Bassett/Valinda/South San Jose Hills Residential Franchise (EPD Last updated on: 8/8/2023)	\$75,000.00	Oct-2023
Trash Collection. Citrus/Charter Oak/Ramona Residential Franchise (EPD Last updated on: 8/8/2023)	\$175,000.00	Oct-2023
Graffiti removal by using chemical solvents, pressure w... Graffiti Removal Services, SD 4 (LDD Last updated on: 8/10/2023)	\$370,000.00	Oct-2023
Trash Collection. La Crescenta/Montrose Residential Franchise (EPD Last updated on: 8/8/2023)	\$51,000.00	Oct-2023
Landscape and grounds maintenance services for vari... Landscape and Grounds Maintenance Services (RFSQ) (RMD Last updated on: 8/24/2023)	\$0.00	Oct-2023
Channel Clearing. On-Call Channel Right of Way Clearing Services (SWMD Last updated on: 7/26/2023)	\$0.00	Oct-2023

Do Business with Public Works

Create an Account

- Your information will be published on the project information so you can be contacted.
- Receive automated emails when addenda is released

Project Registration

Sign in if you're interested in this project. In the next step you'll sign up to get automatic emails when addenda are released and to have your contact information published. For more info on the Sign up process please [click here](#).

No Thanks, Continue to Download **Sign In** ← **Sign in**

Log In

Email

Password

[Forgot your password?](#)

Don't have an account? [Sign up now](#) ← **Sign up now**

Create Account

First Name

Last Name

Email *

Re-Enter Email *

← **Create an account**

Do Business with Public Works

Project Summary: Open Opportunity

Pay attention to:
Proposal Due Date

- Contact Person (Contract Analyst)
- RFP documents (downloadable)
- Proceed with Bid instructions



Project Summary

Project ID: BRC0000430
Project Name: Water Truck Services for North County Groups
RFP Issue Date: 8/23/2023
Proposal Due Date: 09/26/2023 05:30 PM
Proposers Conference Date: N/A
Contact Person: Name: Amber Albert
Phone: (626) 458-4199
Email: [Send Email](#)
Estimate: \$1,600,000.00
Plan Holders: [Prime](#) | [Sub](#) | [Supplier](#)

Bids may be submitted electronically using Bid Express, www.BidExpress.com

Documents	
Document	Description
RFP - Water Truck Services for North County Groups (BRC0000430)	RFP - Water Truck Services for North County Groups (BRC0000430)

Do Business with Public Works

Get Notified About New Opportunities

Receive our weekly emails by visiting the [“Contact Us”](#) page on our website under the **“Get Updates”** section of the site.

Type in your email address and click **“Sign Me Up”** to be added to our email list.

GET UPDATES

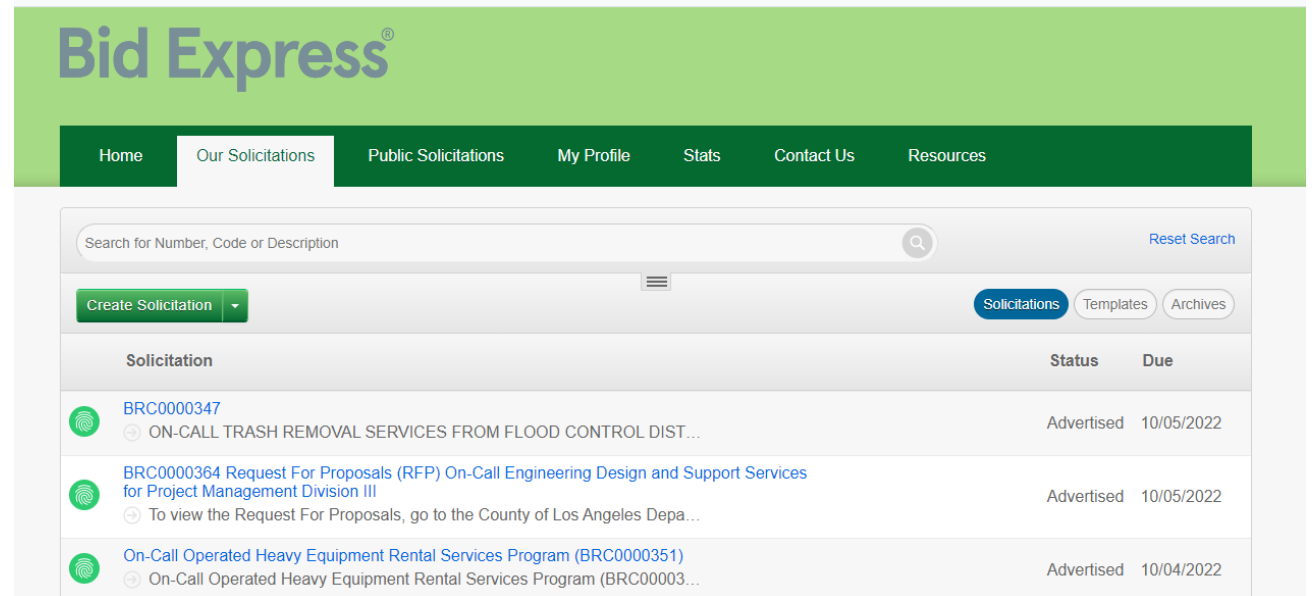
Get business info sent directly to you - and do business with Public Works!

Guidance for Proposers/Bidders




- Read solicitation document carefully
- Register to get notifications on “Do Business with Public Works” website
- Review and understand the Mandatory Minimum Requirements
- Become certified as an LSBE/SE/DVBE if applicable
- Review and understand Bond and Insurance Requirements
- Review and understand Submission Requirements and provide all necessary documentation
- Attend pre-proposal conference or bid walk
- Check the solicitation link for any Addenda or Informational Updates
- Meet all deadlines

Electronic Submission – Bid Express

- Review Proposal/Bid submission requirements.
- Bid Express submission is accepted for most solicitations.
- For infrastructure projects must be submitted through Bid Express only (in person is not accepted).
- Bidders must register for Bid Express PRIOR to submission.
- Bid Express email: support@bidexpress.com



The screenshot displays the Bid Express website interface. At the top, there is a green header with the "Bid Express" logo. Below the header is a dark green navigation bar with links for Home, Our Solicitations, Public Solicitations, My Profile, Stats, Contact Us, and Resources. A search bar is located below the navigation bar, with a search icon and a "Reset Search" link. A "Create Solicitation" button is visible on the left, and "Solicitations", "Templates", and "Archives" buttons are on the right. The main content area shows a table of solicitations with columns for Solicitation, Status, and Due.

Solicitation	Status	Due
 BRC0000347 ON-CALL TRASH REMOVAL SERVICES FROM FLOOD CONTROL DIST...	Advertised	10/05/2022
 BRC0000364 Request For Proposals (RFP) On-Call Engineering Design and Support Services for Project Management Division III To view the Request For Proposals, go to the County of Los Angeles Depa...	Advertised	10/05/2022
 On-Call Operated Heavy Equipment Rental Services Program (BRC0000351) On-Call Operated Heavy Equipment Rental Services Program (BRC00003...	Advertised	10/04/2022

Start Contracting with Public Works



[Linktr.ee/dobusinesswithpublicworks](https://linktr.ee/dobusinesswithpublicworks)

Contact us

BusinessRelations@pw.lacounty.gov

