

Business Inclusion Program (BIP) Walkthrough Manual

A Guide to Completing the Business Inclusion Program (BIP) Outreach Requirement on RAMP

February 2024

Table of Contents

Introduction	3
BIP Outreach Overview	3
BIP Outreach Helpful Hints	4
Required Submissions	6
Login to RAMP	7
Search for an Opportunity	10
Bookmark an Opportunity	16
Begin Outreach to Subcontractors	18
Notify Potential Subcontractors	23
Review Your BIP Outreach Activities	27
Completed Summary Sheet	32
Negotiate in Good Faith	35
Edit Your Summary Sheet	37
Add a Subcontractor to the Summary Sheet Manually	43
Important Notes regarding the online BIP	52



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INTRODUCTION

The Regional Alliance Marketplace for Procurement (RAMP) at <u>http://www.RAMPLA.org</u> is a free service provided by the City of Los Angeles.

Companies can view and download information on all contractual opportunities offered by the City of Los Angeles and its Regional Partners in one convenient location, as well as find up-to-date Prime contractors (hereafter called "primes"), subcontractors, and sub-consultants (hereafter called "subcontractors" or "subcontractors") to complement your project bids and proposals (hereafter called "bids"). Our goal is to have your business grow in the City of Los Angeles. If you are not registered already, please create a free account on RAMP by visiting http://www.RAMPLA.org

This document will walk you through the online Business Inclusion Program (BIP) Outreach requirement process.

Important Notes:

If you have questions regarding BIP Outreach, please reach out to RAMP Support by submitting a SNow web form: <u>http://snow.lacity.org/rampla</u>

BIP OUTREACH OVERVIEW

It is the policy of the City of Los Angeles to provide Minority-owned Business Enterprises (MBEs), Woman-owned Business Enterprises (WBEs), Small Business Enterprises (SBEs), Emerging Business Enterprises (EBEs), Disabled Veteran-Business Enterprises (DVBEs), Local Business Enterprises (LBEs), Local Small Business Enterprises (LSBs), Local Transitional Employers (LTE), and all



Other Business Enterprises (OBEs)* an equal opportunity to participate in the performance of City contracts. Bidders and proposers (hereafter called "bidders") shall assist the City in implementing this policy by taking all reasonable steps to ensure that all available business enterprises, including MBEs, WBEs, SBEs, EBEs, DVBEs, LBEs, LSBs, LTEs and OBEs have an equal opportunity to compete for and participate in City contracts. A prime bidder's Outreach efforts in reaching out to MBEs, WBEs, SBEs, EBEs, DVBEs, LBEs, LSBs, LTEs and OBEs shall be determined by the level of effort put into achieving the BIP Outreach indicators. Failure to meet anticipated MBE/WBE/SBE/EBE/DVBE/LBE/LSB/LTE participation levels will not by default be the basis for disqualification or determination of non-compliance with this policy. However, failure to complete the Outreach as directed in the bid specifications will render the bid non-responsive and will result in its rejection.

<u>*OBEs are businesses that are either uncertified or do not have a Verified</u> <u>recognized City of LA certification</u>

BIP OUTREACH HELPFUL HINTS

Each indicator is evaluated and scored on a pass/fail basis. No partial credit is awarded. Make sure to complete each indicator on time. Some indicators need to be completed by a certain number of days before the bid due date.

Below are suggestions in completing the BIP Outreach requirement:

I. Learn about the RFB/RFP/RFQ

Attend the Pre-bid Meeting. Sign the attendance sheet in order to receive credit for your attendance. Bidders are recommended to review the requirements in the solicitation to participate in any mandatory pre-bid conferences



- **II.** Identify subcontracting opportunities and potential subcontractors Review the RFB/RFP/RFQ and identify areas of work that may be subcontracted out
- III. Conduct Outreach (Written Notices to Subcontractors)
 - Via RAMP, outreach by email to potential subcontractors must be conducted 15 days before the bid due date.

Required documentation

- E-mail notifications in each of the selected potential work areas to potential MBEs, WBEs, SBEs, EBEs, DVBEs, LBEs, LSBs, LTEs and OBEs for each anticipated work area (NAICS code) to be performed. The notification must be performed using the RAMP's Outreach system.
- The notification may be sent to potential subcontractors either currently registered on RAMP or added to the RAMP by the bidder.
- Bidders are required to send notifications to a sufficient number of firms in each potential work area as determined by the City.
- The sufficient number of firms will be determined by the total number of potential subcontractors registered on the RAMP in each specific work area.
- Bidders will not be able to utilize the RAMP's Outreach notification function if there are less.

than fifteen (15) calendar days prior to the bid submittal deadline. Bidders will see a message on the Summary Sheet if they have failed to outreach to a sufficient number of firms in a work area.

- Bidders are allowed to add their own comments to the Written Notice (up to 400 characters). Make sure that the language used is not limiting.
- IV. Negotiate in Good Faith
 - The bidder has discussed or contacted in good faith to interested potential MBEs, WBEs, SBEs, MBEs, WBEs, SBEs, EBEs, DVBEs, LBEs, LSBs, LTEs and OBEs and did not unjustifiably reject as unsatisfactory bids



prepared by any enterprise as determined by the Board.

REQUIRED SUBMISSIONS

The Summary Sheet

RAMP automatically organizes the list of companies outreached to by work areas in a "Summary Sheet" report.

- These reports are available in the "Business Inclusion Program" section of your Profile page.
- You will be responsible for listing ALL bids received, bid dollar amounts (if the project is an RFB or RFP) and the reason(s) for selection/non-selection.
- Must be performed using the RAMP and must be completed by 4:30 p.m. the day after the Opportunity Close Date. Bidders will not be able to edit their Summary Sheet after 4:30 p.m. If a bid is submitted by a subcontractor that is not registered with the RAMP, the bidder is required to add that firm to their Summary Sheet.
- A bidder's failure to utilize RAMP's Summary Sheet function will result in their bid being deemed non-responsive.

Bids/Quotes/Rate Sheets/Letters of Interest

- Verbal quotes must be submitted in writing on the subcontractor's letterhead prior to award.
- If you choose to self-perform a work area in which you received a bid/quote, you must submit a quote for doing the work yourself (self-quote) so that we can compare the two.
- Please make sure that the dollar amounts listed on the quotes match the dollar amounts listed on the Summary Sheet and also the dollar amounts listed in the List of subcontractors page of your bid (if



applicable). If the dollar amounts differ, explain the discrepancy in your Summary Sheet.

 Prior to award, copies of ALL bids, quotes, rate sheets, and letters of interest received (including MBE/WBE/SBE/EBE/DVBE/ LBE/ LSB/LTE/OBE) must be submitted, even if it is in a work area that you did not Outreach in.

Document all relevant correspondence on the Summary Sheet.

Note: Only companies registered as "Prime & Sub" or "Sub" will appear in the BIP outreach subcontractor search and if their profile has the NAICS codes in the opportunity. You can check a company's public profile to see their status and NAICS codes.

Vendor	TestAccount-
Information	Information
ID 36 Registered As Prime & Sub	ID 2001 Registered As Sub

LOGIN TO RAMP

The Business Inclusion Program (BIP) section of the website requires a RAMP login id and password. If you need a user ID, go to <u>https://www.RAMPLA.org</u> to register. You will be prompted to set up an Angeleno account. Once you receive your login id and password, follow the steps below.



Conducting BIP requires a RAMP account. You will need an Angeleno account to access RAMP. If you don't have an RAMP account and need assistance, please refer to RAMP New Account Registration manual.

- <image>
- 1. "Login or Register with your Angeleno Account".

2. While logged into Angeleno, Click on the SERVICES Menu button.

GP LOS ANGELES	1 Update on coronavirus 311 City Services LA City Directory
ANGELENO ACCOUNT	♠ HOME 🗰 SERVICES @ HELP – COGIN

3. Scroll through the Angeleno Services and click on the RAMP tile . You will automatically be logged in.





• Login to RAMP with your Administrator account and visit My Business Profile page.





SEARCH FOR AN OPPORTUNITY

There are 3 ways to Search for an Opportunity

1. Click the *Search for Opportunities* button from the top menu bar. This will open up the Opportunities with a filtered menu. See more details on page 12.



2. You can also select an Opportunity from either the Home Page Search or the list of Recent Opportunities when you scroll down the Home Page.





3. You can select an Opportunity from the Recent Opportunities featured on the bottom of the home page.

	Name ~	Organization \checkmark	Post Date 🗸	Due Date
1	HACLA Employee Zen Room	Housing Authority, City of Los Ang	02/23/24, 03:00 PM	03/05/2024
2	Annual Preventive Maintenance C	General Services	02/23/24, 02:00 PM	02/23/2024
3	Annual Maintenance - Microlab ST	General Services	02/23/24, 11:30 AM	02/23/2024
4	141436 VALVES, DRAIN	Water & Power	02/23/24, 11:08 AM	02/28/2024
5	ABB TERRERA 94 DC FAST ELECT	Harbor Department, Port of Los A	02/23/24, 11:00 AM	03/22/2024
6	141275 B-RAD SELECT - TORQUE	Water & Power	02/23/24, 10:52 AM	03/01/2024
7	141408 BUS BAR & PIPE	Water & Power	02/23/24, 10:08 AM	03/01/2024
8	141478 BARE COPPER WIRE 300M	Water & Power	02/23/24, 09:11 AM	03/01/2024
9	141324 SUBMERSIBLE PUMP	Water & Power	02/23/24, 06:12 AM	03/01/2024
10	141446 FIXTURE, SECURITY LIGH	Water & Power	02/22/24, 06:48 PM	02/29/2024

RECENT OPPORTUNITIES

If you click on the Search for Opportunities Search menu link you will be able to select appropriate filters.





For this example, we will search for an opportunity using the filters: <u>*Category,*</u> <u>Status and Online BIP</u>

		Но	RAMP
Home > Opportunities Search			HODEAL ALLANCE HARTER ALL FOR PHECHENER
Opportunity Title or Keyword	OPP	ORTI	Opportunity
Organization	No	Oppo	Title or Keyword Organization
Name of Organization	1	HVAC	Name of Organization
Category		and/o	Category
All Commodity Construction	2	Electr Recor	Status
Personal Services		nosti	Open
Type V	3	Worke Revier	Awarded
Yes 🗸		Manaç	Bidder Selected Closed
Industry	4	LAwel	Pending Award Withdrawn
~		SERVI	~



Online BIP filter (YES means BIP is required)

Home > Opportunities Se	arch	
nome > opportunities of	aron	
Opportunity		Please use on
Title or Keyword		Flease use off
Organization		
Name of Organization		
Category		
Category	~	
Status		
Status	~	
Туре		
Туре	~	
Online BIP		
V All	-	
Yes	P	



opportanity	Please use one of the filters on the left to start searching for opportunities.
Title or Keyword	Search results are limited to 250 records (1000 records for logged-in users).
Organization	
Name of Organization	
Category	
All	•
Status	
All	•
ype	
All	•
Inline BIP	
All	•
ndustry	
All	•
NAICS	
NAICS	a)
Posted (from)	
DD/MM/YY	m
osted (to)	
DD/MM/YY	m
Due (from)	
DD/MM/YY	·
Jue(to)	
DD/MM/YY	
Sumnary Due (from)	
DD/MM/YY	
Sumnary Due (to)	
DD/MM/YY	
BIP Outreach Due (from)	
DD/MM/YY	
BIP Outreach Due (to)	

After a filter has been chosen, you can click on the Search button at the bottom.



The opportunities list will populate as each search filter is chosen. Click "search" to get results for all filters checked.

RAM	P		Home Search For Op	portunities Business Prof	iles Support	My Business Profile
	Home > Opportunities Search					
	Opportunity Title or Keyword		ORTUNITIES			Displaying 1 - 8
Organization	Organization	No	Opportunity 🛊	Organization 🛊	Post Date :	¢ Due Date ≎
	Category Construction Status Open	1	HVAC Construction, Retrofit, Maintenance, and/or Repairs		2/25/2021	4/14/2021
1		2	2 Collection Systems- Radford(CIP 7190),			5/5/2021
[Richmond(CIP 7191), Humboldt(CIP 7194), Ballona(CIP 7195) &			
	Online BIP		Dacotah(CIP 7196) Car			
	Yes 🗸	3	WESTSIDE UNIT 5	Information Technology Agency	y 3/17/2021	4/28/2021
	NAICS	4	TEST - North Outfall Sewer (NOS) Rehabilitation Unit 10 - 101 Freeway To Cardinal	Information Technolog Agency	y 9/11/2021	12/15/2021
F	NAICS Q Pasted (from)		Street			
DD/MM/	DD/MM/YY a	5	Test - Terminal Island Water Reclamation Plant (TIWRP) Digester	Information Technolog Agency	y 10/2/2021	12/17/2021
	DD/MM/YY		Insulation Replacement			



BOOKMARK AN OPPORTUNITY

Click on the "Add to bookmarks" button to add an opportunity to your bookmarks

Back to search Home > Search for Opportunities > Asilomar Boulevard Stabilization Project- Re-Bid								
Asilomar Boulevard Stabilization Project- Re-								
Status	Contact							
Stage Open	Organization City of Los Angeles							
Posted 6/23/2022	Department Engineering Bureau, Public Works							

You will see confirmation that the opportunity has been bookmarked.

Back to search Home > Search for Opportunities > Asilomar Boulevan	rd Stabilization Project- Re-Bid					
Asilomar Boulevard Stabilization Project- Re-						
Status	Contact					
Stage Open	Organization City of Los Angeles					
Posted 6/23/2022	Department Engineering Bureau, Public Works					



To find bookmarked items, go to "My Business Profile"



Then click on the "Bookmarked" tab. You will be able to Remove Bookmarked items if needed.

I F	lome > My Business Profile						
Ð	Company Details						
	User Management	OPEN	CLOSED AWARDED				
0	Compliance Documents	Bookn	narks				
	Certification	Remove	Opportunity	Department	Posted	Bid Due	Status
00	NAICS Codes and Licenses	â	RFP - Safe Routes for	Transportation	2022-06-	6/1/2022	Amendeo
۵	Bookmarks		Plans		03115:05:35.0002		
Ţ	BIP Management	â	Asilomar Boulevard	Engineering Bureau, Public Works	2022-06- 29T17-10-33 0007	6/22/2022	Open
	Related Opportunities		Re-Bid		2011/10/00/0002		
	RAMP Support						



BEGIN OUTREACH TO SUBCONTRACTORS

1. Choose desired opportunity from the result list and click on its link

🛞 LOS ANGELES								Update
RAM	P		Home	Search For Oppo	ortunities	Business Profiles	Support	My Busine
	Home > Opportunities Search							
	Opportunity Title or Keyword		ORTUN	IITIES				Dis
	Organization	No	Opportun	ity 🛊	Organiza	ition 😄	Post Date	¢ D
	Name of Organization		HVAC Con Retrofit, M and/or Re	struction, laintenance, pairs			2/25/2021	14
	Construction Status						0.05.000	
	Open N	2	2 Collection Systems- Radford(CIP 7190), Richmond(CIP 7191),				3/25/202	1 5
Туре		•	Ballona(Cl Dacotah(C	P 7195) & CIP 7196) Car				
	O-E DID							

- 2. Identify Subcontracting NAICS Codes and Notify Potential Subcontractors
- 3. Click on the <u>Subcontractor</u> tab to begin your Outreach to Subcontractors. <u>Pay attention to the Outreach Due Date.</u>

NOTE: Opportunities with the Business Inclusion Program (BIP) have an Outreach Due Date. It is important to complete the outreach before the outreach due date and time. You must complete the outreach by 11:59 PM the day before the outreach due date.



tatus	Contact
age Den	Organization City of Los Angeles
osted 23/2022	Department Engineering Bureau, Public Works
utreach Due 13/2022, 12:00 AM PDT**	Name Michae
d Due 27/2022, 10:00 AM PDT	Email Mic
ummary Due 28/2022, 04:30 PM PDT	Phone
artner o	
mmary Prime Contractors Subcontractors Co	ntacted
IP Outreach Overview	
There is an online Business Inclusion Outreach re	quirement. In addition to performing the required outreach, a bidder/ proposer must also

4. Scroll down and Identify Subcontracting NAICS Codes and Notify Potential Subcontractors



- a. Select NAICS Codes you are interested in Subcontracting. You also have the option to Find subcontractors with Other NAICS Codes
- b. Select Certifications
- c. Click the Search button

	Poyo Fiv	Admin	poyofiv641@koldpak.com	
(Search for Subcontra	ctors		
	There is an online Business Inclusion Invalid Date at 12.00 AM	Dutreach requirement. All outreach m	ust be completed by Invalid Date at 11:59 PM. No outreach wi	II be allowed or considered on or after
\langle	Select NAICS Codes: (require	ed)		Find Subs with Other NAICS Codes
	Sub NAICS Codes:			
	 Stall 340 Stall 34 Architectural Services Stall 310 Stall 31 			
	Engineering Services			
	Painting and Wall Covering Contractors			
	Structural Steel and Precast Concrete C 238120 23812	ontractors		



Electrical Contractors 238210 23821

Prime NAICS Codes:

Select Certifications: (optional)

City of Los Angeles Certifications:

0	DBE: Disadvantaged Business Enterprise
0	DVBE: Disabled Vets Business Enterprise

- DVBE(LAWA): Disabled Vets Business Enterprise (LAWA)
- EBE: Emerging Business Enterprise
- LBE: Local Business Enterprise (LA)
- MBE: Minority Business Enterprise
- SBE: Small Business Enterprise (LA)
- SBE: Small Business Enterprise (Proprietary)
- LGBTBE: LGBT Business Enterprise
- SLB: Small Local Business Enterprise
- OBE: Other Business Enterprise
- WBE: Women-Owned Business Enterprise

Harbor Certifications:



VSBE: Very Small Business Enterprise





4. From the result list of companies of *Subcontractor Search Results,* click on the checkbox next to the Subcontractor you are interested in (You can only select a maximum of 10 subcontractors and 3 NAICS codes at a time) and click on the <u>Select subcontractors</u> button. Repeat the process if outreach to more subcontractors are needed.





NOTIFY POTENTIAL SUBCONTRACTORS

Create/modify the solicitation shell letter.

The system will generate a standard solicitation letter for you.

- 1. Select your company contact.
- 2. Review the list of Recipients (subcontractors you will be notifying).

	Follow the steps below to send e-mails to your selected subcontractors
	Step I: Select your company contact person
	Pc pc C.com
<	Step 2: Review recipients
	Sungro products, Inc
<	Step 3: Review the shell letter and submit the form to send e-mails to selected recipients
	Date: Jun 29, 2022
	Name of Subcontracting/Subconsulting Firm Address City, State, Zip Code Country
	Attention: Subcontractor Name

- 3. Review the shell letter.
- 4. You can also include additional information in the text input box.



5. You must specify the "Outreach Respond By due date" of the proposals.

Attention: Subcontractor Name
Subject: HVAC Construction, Retrofit, Maintenance, and/or Repairs
dddd is in the process of preparing a proposal for the above project and is interested in receiving subcontracting proposals for the following item(s):
Sub Work Areas: - 541340 - Drafting Services - 541310 - Architectural Services - 541330 - Engineering Services - 238130 - Engineering Services - 238120 - Structural Steel and Precast Concrete Contractors - 238140 - Masonry Contractors - 238140 - Masonry Contractors - 238190 - Other Foundation, Structure, and Building Exterior Contractors - 238190 - Other Foundation, Structure, and Building Exterior Contractors - 238130 - Framing Contractors - 238130 - Framing Contractors - 238180 - Roofing Contractors - 238100 - Roofing Contractors - 238110 - Drywall and Insulation Contractors - 238130 - Ervice Contractors - 238130 - Ervice Contractors - 238130 - Ervice Contractors - 238130 - Drywall and Insulation Contractors - 23810 - Electrical Contractors - 23810 - Drywall and Insulation Retrofit, Maintenance, and/or Repairs bid specifications and plans are available for review in the office of dddd, the City department's plan room, or on the Los Angeles Business Assistance Virtual Network (LA BAVN) website at https://labavn.force.com/LABAVN/s/opportunity-
WBE, SBE, EBE, DVBE or DBE contractor.
The bid due date is Apr 14, 2025. We must receive your proposal no later than Choose date
For bond assistance you may contact the City of Los Angeles Bond Assistance Program at (213) 258-3000.

6. Click on the "Notify Subcontractors" button

Truly yours,



NOTE: The selected subcontractors will receive the solicitation notification through email.



Confirmation of the contacted Subcontractors and Outreach Date can be found in the "Contacted" tab

Summary Prime Contractor			
	s Subcontractors		
This opportunity is eligible for	the Business Inclusion Outreach Program.		
	the basiness melasion out each rogram.		
Partner			
No			
	\bigcirc		
Summary Prime Contractors Subcontractors	Contacted		
	\smile		
This opportunity is eligible for the Business Inclusion	n Outreach Program. Review your Summary Sheet here.		
ubcontractor Outreaches			\frown
Subcontractor	Address	Phone	Outreach Date
41340 - Drafting Services			
&J Technical Solutions And Services, Inc.	4000 Valley BLVD STE 103	(909) 598-6067	Feb 16, 2022
DBE, MBE	Walnut, CA		
VRECO	12/3 Alpine PD Unit 109	(925) 9/1-0017	Eab 16, 2022
BE , MBE , SBE (Proprietary)	Walnut Creek, CA	(325) 341-0017	Feb 10, 2022
	USA		
41330 - Engineering Services			
41330 - Engineering Services 2&J Technical Solutions And Services, Inc.	4000 Valley BLVD STE 103	(909) 598-6067	Feb 16, 2022
41330 - Engineering Services &J Technical Solutions And Services, Inc. JBE , MBE	4000 Valley BLVD STE 103 Walnut, CA	(909) 598-6067	Feb 16, 2022
41330 - Engineering Services &J Technical Solutions And Services, Inc. JBE , MBE	4000 Valley BLVD STE 103 Walnut, CA USA	(909) 598-6067	Feb 16, 2022
41330 - Engineering Services 2&J Technical Solutions And Services, Inc. DBE , MBE WRECO	4000 Valley BLVD STE 103 Walnut, CA USA 1243 Alpine RD Unit 108	(909) 598-6067 (925) 941-0017	Feb 16, 2022 Feb 16, 2022

NOTE: The Outreach due date and time - The Subcontractor Outreach (the sending out of the solicitation letters) must be completed before this date and time. 12:00 AM is the morning of that date (midnight of the previous day).



NOTE: The Summary Sheet due date and time - The Summary Sheet must be completed by this date and time and include all responses received from potential subcontractors. Editing of the Summary Sheet will be disabled after the due date and time.

NOTE: Review the list of work areas for which subcontractors have been outreached to. Be aware of the number of subcontractors to which you are required to outreach to in each work area versus the number of subcontractors that you have actually outreached to so far. Roll over each certification to ensure there are certified firms available.

REVIEW the checklist to make sure that you have completed all of the steps required to be a successful bidder on the project.



REVIEW YOUR BIP OUTREACH ACTIVITIES

Once you have outreached and selected the subcontractors to send the solicitation letter to, your Summary Sheet will be created automatically. As a Prime, you can access your Summary Sheet at any time before the due date. Visit your My Business Profile page:



Click on BIP Management and click on the "Prime" tab to review your past contacts and to review the outreach requirements.

Home > My Business Profile										
🗁 Company Details	Prime	Sub Outreach								
🙁 User Management										
Compliance Documents	OPEN	CLOSED RECENTLY CLOSED								
Certification	Summ	ary Sheets for Ope	n Opporti	inities)					
NAICS Codes and Licenses	NAICS Codes and Licenses Click on the titles in the table header to re-order the records by that chosen title									
Bookmarks	ID	Opportunity	Posted	Outreach Due	Closed	Summary Due				
BIP Management										
(2) Related Opportunities	200095	Aviator Helmet and Bag	1/10/2022	11/30/2022, 12:00 AM	12/13/2022	12/15/2022, 04:30 PM				
RAMP Support	41743	HVAC Construction, Retrofit, Maintenance, and/or Repairs	2/24/2021		4/13/2021					
	35322	On-Call Contractors List	2/17/2021		3/11/2021					
	Download	d the Business Inclusion Program on R/	AMP Tutorial							



To review your Summary Sheet, click on the Opportunity Link



Download the Business Inclusion Program on RAMP Tutorial



Review your Summary Sheet. Make sure you are reviewing the correct Summary Sheet. Each opportunity has its own Summary Sheet.

HVAC CONSTRUCTION, RETROFIT, MAINTENANCE, AND/OR REPAIRS

View Summary Sheet with only responses | View this opportunity online | View all related subcontractors for this opportunity | Print This Page

BIP Outreach Summary

NAICS Work Areas		Minimum Requirements		Number of Certified and Other Firms Contacted Per Work Area								
Code	Description	Required	Made	MBE	WBE	SBE	EBE	DVBE	OBE	DBE		
541340	Drafting Services	14	2	2	0	0	0	0	0	2		
541310	Architectural Services	20	0	0	0	0	0	0	0	0		
541330	Engineering Services	44	2	2	O	0	0	0	0	2		
238320	Painting and Wall Covering Contractors	13	0	0	0	0	0	0	0	0		
238120	Structural Steel and Precast Concrete Contractors	6	0	0	0	0	0	o	0	0		



Hon

Incomplete Summary Sheet

The columns and rows that are **Red** indicate that you have not met the minimum outreach requirements of certified companies per work area.

A message "*You have not made the required outreach in one or more specific areas. Roll over the number for more details on the issue." will appear indicating that you have not completed the required outreach

238140	Masonry Contractors	8	0	0	0	0	0	0	0	0	0	0
238190	Other Foundation, Structure, and Building Exterior Contractors	9	0	You must contact at least 1	0	0	0	0	0	0	0	0
238220	Plumbing, Heating, and Air-Conditioning Contractors	8	0	MBE sub in this area. At	0	0	0	0	0	0	0	0
238130	Framing Contractors	8	0	of posting there	0	0	0	0	0	0	0	0
238160	Roofing Contractors	7	0	were 11 available.	0	0	0	0	0	0	0	o
238310	Drywall and Insulation Contractors	6	0	0	0	0	0	0	0	0	0	0
238210	Electrical Contractors	14	0	0	0	0	0	0	0	0	0	0

* You have not made the required outreach in one or more specific areas. Roll over the highlighted number for more details on the issue

NOTE: Continue to outreach to Subcontractors until you have met the minimum outreach requirements and all columns and rows are Green. You can roll over each certification to ensure that there are certified firms available.



An incomplete outreach will display a warning in your BIP Outreach Overview stating, "You have not made the required outreach in one or more specific areas. Please go to your summary sheet and roll over the highlighted numbers for more details on the issue."

Summary Prime C BIP Outrea	contractors Subcontractors Con	tacted						
There is an online Business Inclusion Outreach requirement. In addition to performing the required outreach, a bidder/ proposer must also complete their on-line Summary Sheet. A bidder's/ proposer's failure to utilize the RAMP's Summary Sheet function will result in their bid/ proposal being deemed non-responsive.								
You have not numbers for r	made the required outreach in one or more details on the issue.	more specific areas. F	Please go to your summ	ary sheet and ro	ll over the highlighted			
NAICS	Title			Required	Made			
923110	Administration of Education Prog	rams	(15	0			
611710	Educational Support Services		36	0				
The following user(s)	The following user(s) in your company can send outreach to subcontractors on RAMP. Please contact your company admin if you would like to be added.							
Name	Name Role E-mail							

NOTE: Continue to outreach to Subcontractors until you have met the minimum outreach requirements and all columns and rows are Green. You can roll over each certification to ensure that there are certified firms available. *If, however, your rows and columns are all green, but find that you are still receiving a warning that, "You have not made the required outreach in one or more specific areas," please reach out to RAMP Support right away by submitting a SNow web form: <u>http://snow.lacity.org/rampla</u>



COMPLETED OUTREACH SUMMARY SHEET

The minimum requirements have been met and all rows and columns are listed in Green font.

NOTE: In addition to performing the required outreach, you must also complete the online Summary Sheet and update it with responses received from subcontractors.

HVAC CONSTRUCTION, RETROFIT, MAINTENANCE, AND/OR REPAIRS

View Summary Sheet with only responses | View this opportunity online | View all related subcontractors for this opportunity | Print This Page

BIP Outreach Summary

NAICS Work Areas		Minimum Requireme	finimum Requirements					>					
Code	Description	Required	Made	MBE	WBE	SBE	EBE	DVBE	OBE	DBE	SLB	LBE	LGBT
541340	Drafting Services	14	31	21	6	13	12	5	6	18	6	9	0
541310	Architectural Services	20	28	16	10	12	11	3	7	14	6	10	0
541330	Engineering Services	44	52	33	11	23	22	4	15	29	7	11	0
238320	Painting and Wall Covering Contractors	13	19	12	3	7	7	2	6	8	3	2	0
238120	Structural Steel and Precast Concrete Contractors	6	14	10	5	4	4	2	2	7	3	2	0

In addition to performing the required outreach, a bidder/ proposer must also complete their on-line Summary Sheet. A bidder's/ proposer's failure to utilize the RAMP's Summary Sheet function will result in their bid/ proposal being deemed non-responsive.



Prime Contractor Summary

Company Summary							
Vendor ID:	57455	Tax ID:	12345				
Name:	dddd	BTRC:	0000000				
Address:	45678 asuha, CA 11112 USA						
Phone	111-45-5623	Certs:	OBE				
Fax							

Company Staff							
Name	E-mail	Phone	Fax	Title			
Poyo Fiv	poyofiv641@koldpak.com						

BIP Outreach Submission Checklist

You must perform your BIP outreach by , at which point you will no longer be able to contact subs and have it count towards your BIP.
This Summary Sheet must be completed by , at which point you will no longer be able to edit this form and it will be considered final.
Where possible, outreach to DBEs, DVBEs, EBEs, LBEs, MBEs, SBEs(LA), SLBs, and WBEs in each of the required areas of work
You may want to outreach and list LBEs to take advantage of the Local Bid Preference
List ALL potential subcontractors/suppliers with whom the Bidder has had contact regarding this project and/or ALL those who have submitted sub-bids
Make sure all subcontractors/suppliers listed on the Bidder's Summary Sheet have the following complete information:

ALL of the responses and/or bids received (to include the exact work to be performed/materials purchased for the included bid-listed amount), and that the subbid is unaltered by the Prime

- That all "verbal" subbids are substantiated with hard quotes;
- Summary Sheet: the exact name of the subcontractor/supplier who submitted the bid;
- Summary Sheet: does the dollar amount of the subbid match the subbid amount and the bid-listed amount (if applicable);
- That a brief reason is given for selection/non-selection of a subcontractor/supplier;
- That the subcontractor (or Prime)/supplier is selected for every work area;
- That the "incomplete" subbids were clearly defined as to why they were considered incomplete;

This Summary Sheet was created on 2/16/2022, 03:21 PM by Poyo Fiv and last saved on 2/16/2022, 03:21 PM by Poyo Fiv



BIP Summary Sheet
You have not yet met the BIP minimum outreach requirements. You will not be able to modify the Summary Sheet until you have completed all outreach requirements.

Subco	ontractors	Contacted	Responded	Response/Bid	Notes/ Reasons for selection/non-selection
54134	0: Drafting Services				
1.	C&, Inc. 905 MB	2/16/2022		No Response	
2.	WR 925 MB	2/16/2022		No Response	
541310	D: Architectural Services				
54133	0: Engineering Services				
3.	C&J 1 3. 90955 MBE I	2/16/2022		No Response	
4.	WR 925 MB	2/16/2022		No Response	
23832	20: Painting and Wall Covering Contractors				
23812	0: Structural Steel and Precast Concrete Contra	ctors			
23814	0: Masonry Contractors				
23819	0: Other Foundation, Structure, and Building Ext				
23822	20: Plumbing, Heating, and Air-Conditioning Cont				
23813	0: Framing Contractors				
23816	0: Roofing Contractors				



NEGOTIATE IN GOOD FAITH

Review the checklist to make sure that you have completed all of the steps required to be a successful bidder on the project.

To view all Subcontractors that you have outreached to, click on the <u>View</u> <u>Summary Sheet with all outreaches</u> link

C	HVA MAI	C CONSTRUCT NTENANCE, A	TION ND/	I, R OR all related	ET RE	RO EP/	FI	T, RS	Print Th	is Page	
	NAICS Wor	k Areas	Minimum Requirement	nts	Numbe	r of Certi	fied and	Other Firr	ms Contac	ted Per W	/ork
	Code	Description	Required	Made	MBE	WBE	SBE	EBE	DVBE	OBE	D
	541340	Drafting Services	14	2	2	0	0	0	0	0	2

The 1st section displays the <u>Subcontractors'</u> work areas in ascending order

The 2nd section displays the Prime Contractors work areas

The 3rd section displays the <u>Extended List</u> which includes subcontractors outreached to in work areas other than those specified in the <u>Opportunity</u>



BIP Summary Sheet

each requirements. You will not be able to modify the Summary Sheet until you have completed all outreach requirements. You have not yet Subcontractors Contacted Responded Response/Bid Notes/ Reasons for selection/non-selection 541340: Drafting Services C&: inc. 905 1. 2/16/2022 No Response MB WR 925 2. 2/16/2022 No Response MB 541310: Architectural Services 541330: Engineering Services C&J 1 3. 9095 2/16/2022 3. No Response MBE I WR 925 4. 2/16/2022 No Response MB 238320: Painting and Wall Covering Contractors 238120: Structural Steel and Precast Concrete Contractors 238140: Masonry Contractors 238190: Other Foundation, Structure, and Building Exterior Contractors 238220: Plumbing, Heating, and Air-Conditioning Contractors 238130: Framing Contractors





23822	20: Plumbing, Heating, and Air-Conditioning C	ontractors			
23813	30: Framing Contractors				
23816	30: Roofing Contractors				
23831	10: Drywall and Insulation Contractors				
23821	10: Electrical Contractors				
53.	VIS1 562- MBE bor) SBE	2/18/2022		No Response	
Prime	a Contractors	Contacted	Responded	Bid/Response	Notes/ Reasons for selection/non-selection
Exten	nded List	Contacted	Responded	Bid/Response	Notes/ Reasons for selection/non-selection
Other	r Work Areas				

EDIT YOUR SUMMARY SHEET

• To update information submitted by the Subcontractors, click on the <u>Edit</u> <u>this Section</u> link

BIP Summary Sheet

To modify the Summary Sheet, click on the "Edit this Section" link by the corresponding area you wish to edit View Summary Sheet with only responses Add A Company to the Summary Sheet Manually								
Subc	ontractors	Contacted	Responded	Response/Bid	Notes/ Reasons for selection/non-selection			
54199	0: All Other Professional, Scientific, an	[Edit this section]						
1.	s s C [6/23/2022		No Response				
2.		6/23/2022		No Response				



• Click on the Edit button corresponding to the Company you would like to Edit

Subcontractor Work Areas								
541990: All Other Professional, Scientific, and Technical Servi	ices	[Click here t	[Click here to expand this section to add/edit Subcontractor's response]					
111110: Soybean Farming		[Click here t	o expand this sectior	to add/edit Subcontractor's response]				
Prime Contractor Work Areas								
541611: Administrative Management and General Management	t Consulting Services	[Click here t	o expand this sectior	to add/edit Subcontractor's response]				
Extended List								
Other NAICS Codes		[Click here t	[Click here to expand this section to add/edit Subcontractor's response]					
Subcontractors	Contacted	Responded	Response/Bid	Notes	Edit			
541990: All Other Professional, Scientific, and Technical Servi	ces							
S 9- 0	6/23/2022		No Response	<u> </u>	Edit			
C 2' M	6/23/2022		No Response		Edit			
A. (9 M	6/23/2022		No Response		Edit			
D 7: M	6/23/2022		No Response		Edit			

- Choose a Response from the drop down
- Enter the Response Date
- Enter the Bid Amount
- Indicate whether or not you have Selected this company to work with
- Enter Bid Notes if applicable
- Click on the <u>Save Summary Sheet</u> button to submit form







NOTES

Response - This field is required and you must select a response type first before entering values in the other fields. The possible values for this field are:

<u>No Response</u>: The subcontractors did not respond <u>Response/No-submittal</u>: Sub responded but did not bid <u>Submit Quote</u>: Sub responded with a bid amount The option to select the response as, "Submit Quote," is to indicate that the Sub responded with a Bid Amount to be uploaded. You must document invitations for sub bids for each item of work to be performed.

The prime must submit a list of all subs for each item of work, including dollar amounts of potential work for MBE/WBE/SBE/EBE/DVBE/OBEs and a copy of any and all bids or proposals received, plus an explanation of evaluation that led to any rejection. There must be communication to the sub using RAMP.

Please ensure your organization's information is correct on the Prime Contractor Summary section and that you read the BIP Outreach Submission Checklist thoroughly.

Response Date: List the date that the Sub responded with a bid.

Bid Amount: This field is required when "Submit Quote" is selected as the response type. For all RFPs, RFQs and RFBs, there will be a Response Bid Amount column to display the bid amount

Selected:

Yes: Prime selected the sub Yes

<u>No:</u> Prime received a subcontractor bid but did not select the subcontractor.



Prime Bid Notes: Enter any necessary information here about the Sub, including reasons for selection/non-selection. You can add notes by clicking the, "Add Notes" link.

Your Summary Sheet will look very similar to the form below, <u>indicating which</u> <u>companies you selected (with an asterisk)</u>, the ones you did not, and those companies that did not respond. Follow the prior steps to completely fill in the responses from your Subcontractors.

SUMMARY SHEET LEGENDS





LEGEND	
•	Listed sub has been selected by the prime to work on this opportunity.
[0]	Outreach was sent by the prime to the sub. Click the link for details. Contact will count towards your outreach goals.
[s]	Sub self-submitted their quote to the prime. Contact will count towards your outreach goals.
[p]	Prime manually added the sub to the sheet. Contact will not count towards your outreach goals.
÷	Company already listed under a previous work area.

NOTES

The Summary Sheet will not count subcontractors that were not registered in the required work area(s) or not outreached to online.

The symbol * indicates a RAMP listed subcontractor has been selected by the prime to work on this opportunity.

The symbol [o] indicates an outreach was made by the Prime to the Subcontractor. Click the link of the legend for details. Contact will count towards your outreach goals.

The symbol **[s]** indicates a subcontractor self-submitted a quote to the Prime. Contact will count towards your outreach goals.

The symbol **[p]** indicates the Prime manually added the Subcontractor to the summary sheet. Contact will <u>NOT</u> count towards your outreach goals.

The symbol – indicates the Company is already listed under a previous work area.

Subcontractors, who you did not outreach to, can self-submit a quote to you up until the Close Date of the Opportunity. The 8-day rule to self-submit a quote to a Prime, no longer applies.



For all RFPs, RFQs and RFBs, there will be a Response Bid Amount column to display the bid amount.

For all RFIs and RFQualification the Response is either a no-submittal, or response with no- submittal. The response bid amount is usually not required.

ADD A SUBCONTRACTOR TO THE SUMMARY SHEET MANUALLY

A Prime can manually add subcontractors to their summary sheet if they are interested in working or outreaching to a Subcontractor that is not registered in the RAMP or not on the list of Subcontractor search.

1. From your Summary Sheet click on the <u>Add a Company to the Summary</u> <u>Sheet Manually</u> link. NOTE: This link is only available after you have fulfilled the outreach requirements. Manually adding a company to your Summary Sheet does not count toward BIP outreach goals.

BIP Summary Sheet

To modify the Summary Sheet, click on the "Edit this Section" link by the corresponding area you wish to edit View Summary Sheet with only responses Add A Company to the Summary Sheet Manually								
Subcontractors Contacted Responded Response/Bid				Notes/ Reasons for selection/non-selection				
541990: All Other Professional, Scientific, an	[Edit this section]							
Si								



RAMP	Home Search For Opportunities 1	Business P
Summary Sheet: Aviator Helmet and Bag		
() You must update this form by 12/15/2022, 04:30 PM Go back to Summary Sheet		
Add A Company to the Summary Sheet Manually		
Subcontractor Work Areas		
541990: All Other Professional, Scientific, and Technical Services	You should only use this form to add companies to your BIP Summary Sheet that are either not registered on RAMP or to	inse]
111110: Soybean Farming	add companies to your BIP Summary Sheet that you contacted through other methods outside of email.	inse]
Prime Contractor Work Areas	Close	
541611: Administrative Management and General Management Consulting Services	[Click here to expand this section to add/edit Subcontractor's res	sponse]

You will get a popup indicating manually added companies do not count towards BIP requirements.

2. Search for the Company – This is to prevent duplication. Click on the <u>Search Companies</u> button

Step 1: Search For A Company	Step 2: Identify The Company	Step 3: Enter Contact Information
earch For A Company		
manually add a company to your Summary Sheet, You	r first step will be to search through the list of registered RAMP companies to see if the comp	pany you want to add is already registered on RAMP
Company Name:	Of Comp	any ID: 0
Type in		
Search Companies		



3. Select Company from the result list.

Add Company Manually to Summary Sheet

Step 1: Search For A Company		Step 2: Identify The Company								
Add A New Subcontractor										
One or more companies were found on RAMP matching the name 'test.' Either review the search results and add a listed subcontractor or manually add a new subcontractor. Manually add a new company to your Summary Sheet										
Add An Existing Subcontractor If you would like to send a notification letter to a company, select the checkbox by that company and click the 'Notify Companies' button below. The selected companies will receive a notification of your interest and will automatically be ar Summary Sheet. (<i>Recommended</i>) If you would like to only add a company to your Summary Sheet without sending them a notification letter simply click the 'Add' link by the company and they will be automatically added to your Summary Sheet.										
Send Message to Company	Add Company Manually	Company			Certs					
	Add	Tí 21 Io			OBE					
0	Add	Ac 2: C:			OBE					
		Aı								

There are 2 options to add an existing RAMP company to the Summary Sheet.

Option 1: If the result list includes the company, simply check the box under <u>Send Message to Company</u>, to send a Notification letter. Click on the <u>Notify</u> <u>Selected Company</u> button. You may send the company a message stating your interest by selecting the checkbox under <u>Send Message to Company</u>

- Select the company that you wish to add to your summary sheet.
- Click the <u>Notify Selected Companies</u> button located at the bottom of the list.
- Complete the solicitation letter and click the Notify <u>Subcontractors</u> button.



Add Company Manually to Summary Sheet

Step 1: Search For A Company		Step 2: Identify The Company	Step 3: Enter Contact Information		
Add A New Subcontractor					
One or more companies were fou • Manually add a new company for	One or more companies were found on RAMP matching the name 'tree .' Either review the search results and add a listed subcontractor or manually add a new subcontractor. Manually add a new company to your Summary Sheet				
Add An Existing If you would like to send a notific and will automatically be added t If you would like to only add a cor	Add An Existing Subcontractor If you would like to send a notification letter to a company, select the checkbox by that company and click the 'Notify Companies' button below. The selected companies will receive a notification of your interest and will automatically be added to your Summary Sheet. (<i>Recommended</i>) If you would like to only add a company to your Summary Sheet without sending them a notification letter simply click the 'Add' link by the company and they will be automatically added to your Summary Sheet.				
Send Message to Company	Add Company Manually	Company	Certs		
0	Add	T T E	OBE		
\bigcirc	Add	А 1: L	OBE		
0	Add	F 2 P	OBE		
0	Add	V 2 C	OBE		
Notify Selected Company	Notify Selected Company				

This will open up the notification solicitation shell letter. See Notifying Potential Subcontractors section.

Option 2: If you want to add them without notifying them, click on the <u>Add</u> link next to the company name to add the subcontractor to your Summary Sheet. This adds them to your Summary Sheet without sending a letter of interest/solicitation shell letter.



Add Company Manually to Summary Sheet

Step 1:	Step 2:	Step 3:
Search For A Company	Identify The Company	Enter Contact Information
Add A New Subcontractor		

One or more companies were found on RAMP matching the name tree. Either review the search results and add a listed subcontractor or manually add a new subcontractor.

• Manually add a new company to your Summary Sheet

Add An Existing Subcontractor

If you would like to send a notification letter to a company, select the checkbox by that company and click the 'Notify Companies' button below. The selected companies will receive a notification of your interest and will automatically be added to your Summary Sheet. (*Recommended*)

If you would like to only add a company to your Summary Sheet without sending them a notification letter simply click the 'Add' link by the company and they will be automatically added to your Summary Sheet.





Fill in contact details and justification and click "Add Company to Summary Sheet."

Sub NAIC	s	Description	None	Selected	Responded	Bid	
	541990	All Other Professional, Scientific, and Technical Services	v Submit Quote	-None- 🗘			
	111110	Soybean Farming	-None-	-None-			
Prime NA	ICS	Description	Response	Selected	Responded	Bid	
	541611	Administrative Management and General Management Consulting Services	-None-	-None- \$			
*Please	*Please describe who made initial contact, when contact was made, how contact was made, what prompted contact and ultimately why the subcontractor was or was not selected						
	Enter contact details and justification						
Please verif	Please verify that the subcontractor's address, contact information, and selected NAICS work areas are accurate. This information cannot be edited after submission.						
Add Com	Add Company to Summary Sheet						

- Check the work area for which you wish to add the company.
- Provide the <u>Response</u>, <u>Selected</u>, <u>Responded</u>, <u>and Bid</u> if applicable.
- Add a <u>description</u> of the communication between you and the subcontractor in the "Contact Information/Notes" box.
- Click on the <u>Add Company to Summary Sheet</u> button. The company will then be added to your Summary Sheet.



MANUALLY ADD A COMPANY THAT IS NOT ON RAMP

NOTE: If the company doesn't exist in the RAMP's vendor database, click the "Manually add a new company to your Summary Sheet" link.

Add Company Manually to Summary Sheet				
Step 1: Step 2: Identify The Company Step 3: Identify The Company Identify The Company Enter Contact Information				
Add A New Subcontractor				
We could not find any companies on RAMP matching the name jkimn . Nease select Manually add a new company to your Summary Sheet	t one of the following choices to add a company to your Summary Sheet.			

You must enter the new company's information into RAMP's vendor database. This information will be automatically added into your Summary Sheet. Once added, the company will be visible in the list after using the search function of adding a company manually. If the same company registers itself on RAMP with the appropriate NAICS code, they will appear in the subcontractors listing.

- Provide the Name and Contact Information of the company.
- Make sure all information is accurate. This information cannot be edited after submission.
- Click on the checkbox next to the work area that you wish to add the company onto your Summary Sheet.
- Provide the <u>Response</u>, <u>Selected</u>, and <u>Responded</u>, if applicable.
- Add a description of the communication between you and the subcontractor in the <u>"Contact Information/Notes"</u> box.
- Click the <u>"Add Company to Summary Sheet"</u> button. The company will then be added to your Summary Sheet.



NOTE: When manually adding a company and you experience a "Duplicates Detected" error, it is likely that the vendor is registered only as a "Prime" on RAMP. You may wish to reach out to the vendor and ask them if they would change their profile to, "Prime and Sub," so that you may add them to the summary sheet.

			1		
6	Error! An error occurred while inserting a new account record: Insert failed,	First exception on row 0; first error: DUPLICATI	ES_DETECTED, You are creating a	duplicate record. We recommend you use an e	existing record instead.:[]

NOTE: Once the subcontractor is added in this manner, it is not considered registered until the subcontractor creates a RAMP user ID and updates their NAICS codes, licenses etc. This registration must be completed before the award of the contract.

Add Company Manually to Summary Sheet							
Step 1: Search For A Company		Step 2: Identify The Company		Step 3: Enter Contact Information			
Enter Contact Inform	nter Contact Information						
Enter subcontractor information							
Company Name: *	jklmn						
Address Line 1: *							
Address Line 2:							
City: *							
State: *	-None-	\$					
Country: *	-None-	\$					
Zip Code: *							
Phone: *							
Enter contact information							
First Name: *							



Sub NAIC	s	Description	Response	Selected	Responded	Bid	
	541990	All Other Professional, Scientific, and Technical Services	-None-	-None- \$	(
	111110	Soybean Farming	-None-	-None- 🛟	(
Prime NA	ICS	Description	Response	Selected	Responded	Bid	
	541611	Administrative Management and General Management Consulting Services	-None- \$	-None- \$	(iii)		
*Please o	*Please describe who made initial contact, when contact was made, how contact was made, what prompted contact and ultimately why the subcontractor was or was not selected						
	Enter contact details and justification						
Please verif	Please verify that the subcontractor's address, contact information, and selected NAICS work areas are accurate. This information cannot be edited after submission.						
Add Comp	Add Company to Summary Sheet						

The added company will show up in the New Subcontractor Outreaches section.

Subcontractor	Certs Address	Phone
---------------	---------------	-------

Subcontractor Outreaches

Subcontractor Address Phone Outreach Date				
541990 - All Other Professional, Scientific, and Technical Services				



UPLOAD BIP DOCUMENTS

BIP Supporting Documents					
		∱ Upload Files	s Or drop files		
Uploaded	File Name		Notes		
6/23/2022, 12:51 PM	/ 13.PDF	Delete Edit			

Bids Submitted by Sub-Contractors

IMPORTANT NOTES REGARDING THE ONLINE BIP OUTREACH

Make sure you meet the Outreach requirements before the respective deadlines. The system automatically keeps track of all of the Outreach/contact you make on RAMP. The system also allows you to keep track of Outreach/contact you make outside of RAMP, however, this information will need to be entered manually on your Summary Sheet.

All Outreach/contact must be made no later than 11:59 PM on the 15th day prior to the bid due date. After this date, the subcontractor selection form will be disabled. However, you will still be able to view or print the subcontractor listing.

The Summary Sheet must be completed by 4:30 PM one day after the Bid due date (Close date), at which point you will no longer be able to make edits and it will be considered final. However, you will still be able to view/print the Summary Sheet.

Once you have completed your Summary Sheet online, there is no need to



submit a hard copy with your bid package. City Staff will have online access to your Summary Sheet. If there are any questions or potential errors, Staff will contact you for clarification. However, you may want to print out your Summary Sheet for your personal records.

Please note that nothing in this document supersedes the requirements in a project's bid package. This should only be used as a guide in your completion of the BIP Outreach requirement online.

