

# UC Berkeley Small Business First Program

## Program Overview & Implementation Update



# Why do we support Small Businesses?

- 99.8% of California business are small.
- Employ 48.8% of California's private workforce.
- For every \$100 spent at SB, \$68 stays in California.
- Buying from small and diverse businesses creates and sustains jobs.
- Strengthens our overall economy.
  
- Currently ~20% of our overall spend is with Certified Small Businesses – However, there is much more spend as suppliers ARE NOT CERTIFIED BUT ARE SMALL BUSINESS.

# What is the Small Business First program?

- UC Berkeley commits to providing contracting and procurement opportunities to:
  - Certified **Small Businesses (SB)** – which may include DBEs, WOSBs, HUBZone, etc.
    - **Microbusinesses (MB)**
  - **Disabled Veteran Business Enterprises (DVBE)**



# First Steps as a Small Business



1. Get to campus and market your product or services.
2. Go to campus websites and knock on doors.
3. Start with UCB “BluCard” purchases – Credit card (p-card) purchases.
4. Eventually migrate to larger Purchase Order engagements.

# Why start with small P-card Transactions?

- It is a “process” to get into UCB’s vendor base and to even get paid. We are a large bureaucracy.
- It is easier to add suppliers that are either sponsored or have done business with UCB in the past or other UC organization.
- Establish your business: We can help with the certification process if needed and market your services/products.



# Next Steps within UCB Procurement

- We are analyzing our procurement spend and transactions – 130,000 transactions, ~\$800 million in spend.
- We will identify categories of services and products that may fit a small business.
- Currently ~20% of our overall spend is with Certified Small Businesses – However, there is much more spend with small businesses as suppliers ARE NOT CERTIFIED – get certified.
- We monitor and report our small business spend quarterly – for Federal and Univ of Cal Reporting.

# UC Berkeley Information

- <https://supplychain.berkeley.edu/suppliers/welcome-supplier-diversity-program-website>
- [supplierdiversity@berkeley.edu](mailto:supplierdiversity@berkeley.edu)

UC Berkeley | Administration Find Your Buyer

## Berkeley Supply Chain Management

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### Welcome to the Supplier Diversity Program Website

The UC Berkeley Supplier Diversity Program promotes business relationships and contract opportunities with small, diverse, and disadvantaged businesses wishing to provide goods and services to the University community.



**Register As A Small Business**



**Supplier Diversity Resources**



**Supplier Diversity FAQs**



**Federal Small Business Subcontracting Plan**

#### Contact The Supplier Diversity Team

[supplierdiversity@berkeley.edu](mailto:supplierdiversity@berkeley.edu)

-  **UC Berkeley Small Business First Program**
-  **Business Case For Supplier Diversity**
-  **Searching for Small and Diverse Suppliers**
-  **Sustainability**
-  **University of California Office of the President Diversity Resources**
-  **Supplier Diversity Training**