

City of Seattle Technical Assistance Feedback Survey

46
Responses

44:21
Average time to complete

Active
Status

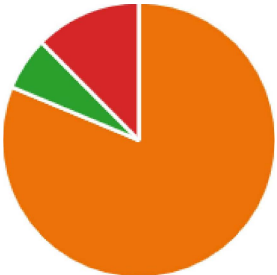
1. Do you own a business?

● YES	43
● NO	3



2. What type of business services does your firm provide? (Can Select More Than One)

● Construction (Public Works)	0
● Consulting	39
● Purchasing (Goods & Services)	3
● Other	6



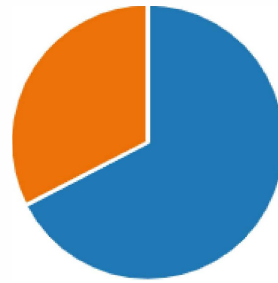
3. If you own a business, would your business be considered any of the following? (Can Select More Than One)

● Small Business	38
● Woman Business Enterprise (5...	33
● Minority Business Enterprise (...)	23
● Other	3



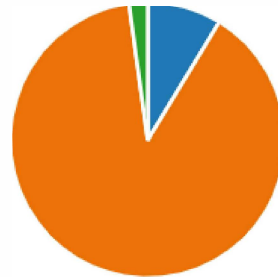
4. Have you done business with the City of Seattle before?

YES	29
NO, But am interested in doing business with the City	14
Not Applicable	0



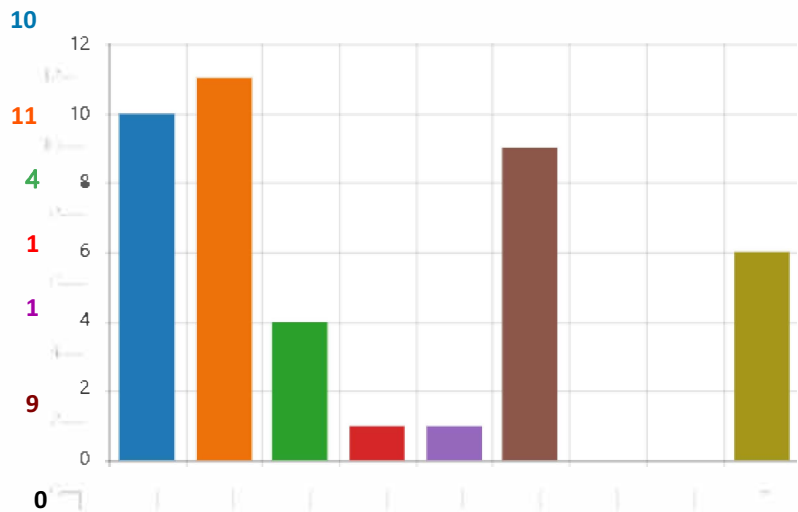
5. Have you engaged, or participated, in the City of Seattle Technical Assistance Program?

YES	4
NO	41
Not Applicable	1



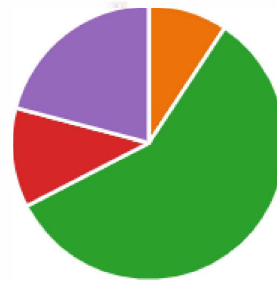
6. What aspects of "Navigating City of Seattle Processes" would you find beneficial for Technical Assistance to focus on?

Guidance Identifying and Responding to opportunities	10
Guidance Promoting and Marketing to City	11
Understanding Contracting Requirements	4
Understanding Negotiation Principles	1
Understanding Requirements for Responding to Purchasing & Construction Bids	1
Understanding Requirements for Preparing Proposals to respond to RFPs/RFQs	9
Understanding Debriefing Process	0
Understanding Invoicing Requirements/Processes	0
Other	6



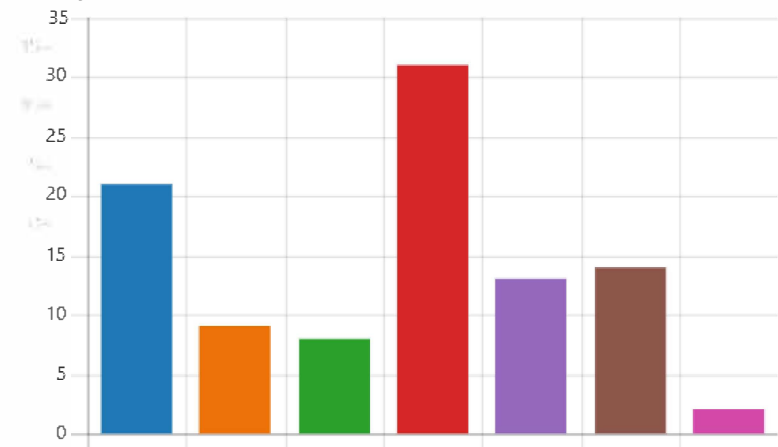
7. What aspects of "Business Development" would you find beneficial for Technical Assistance to focus on?

Understanding business credit, importance of financial statements, and credit scores	0
Information regarding access to capital and or other similar resource information	4
Considerations regarding increasing firm capacity, such as scaling up in seeking work, e.g., seeking work as a subcontractor versus seeking work as a prime contractor and the considerations involved in making such a decision	25
Identifying and maintaining appropriate business registration/certification or other business profile information.	5
Other	9



8. What are your preferences, if any, for delivery of Technical Assistance services?

1-1 Consultation / Learning Sessions	21
Classroom / Group Setting Learning Sessions	9
In-Person Meeting Learning Sessions	8
Virtual Meeting Learning Sessions	31
Phone Consultation Learning Sessions	13
Recorded Trainings / Webinars	14
Other	2



9. Are there any other Technical Assistance areas the City of Seattle should consider? What else might be helpful for facilitating working with the City of Seattle?

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Procurement. Implementing racial equity (most useful for life cycles. Subscribing for push notifications.
No
Like to know more how we can grow with City of Seattle
Preview of upcoming opportunities
List of Primes
Helping small and minority owned businesses get better visibility into contractual requirements and doing
How to get good feedback on a proposal - what questions to ask, how to apply the feedback to improve future bids.
Bid / No Bid process - how to decide which RFPs to bid on, questions to ask in Q&A to help you decide.
Break down of common proposal sections - what the City is looking for in quality, risk, auditing, etc., including
I would like to be able to click most or all of the items listed for Question #6, but only one bullet is allowed. They are all topics of interest to me. And I really appreciate all the support they City is providing for small,
Sourcing Future Opportunities.
Navigating the certifications for WMBE, how to get on the right procurement lists, and how to efficiently set all of this up. The process seems like it has changed and it's difficult to get everything we would likely be qualified for on our radar. If someone could walk us through the process and get us set up with everything individually, I think it would be very helpful for a variety of firms in our position. We're busy but would absolutely love to work
My clients, mostly preschool providers, have more challenges than I do. I would like to see the city providing support for capitol projects and consulting services to small businesses and nonprofits, and using those funds to spur the kind of grass-roots growth that is needed to balance out large developers.
New start up businesses with little or no experience with working with the City.
no thanks
I have to admit. I'm confused by this entire email/offer. It sounds like you want us to bid on something based on the statement in the email: "Request for Proposals to procure Technical Assistance Services consultant." But you never explain what type of Technical Assistance the City is looking for. Then as I read on, there are sessions where we are supposed to provide feedback (?) and then this survey that seems to be asking me to tell you how I need help. I find this communication to be confusing. What do you want? What do you want from WBE firms? I guess I'm asking for clear communication. Many emails from the City are confusing like this. Pretend I am from
Working with departments to provide actual WMBE RFP contracts/projects. It's meaningless to provide assistance to WMBE contractors when there are few WMBE targeted contracts around to apply. We do need help to do some of the paperwork but without any targeted WMBE RFPs actually available, what's the point of

submit a proposal - this has only occurred when someone at City knows us/our skills. how can you help us get in front of Project Managers to share our experiences so we are top of mind when they are in need of services?
Not sure.
Nothing that I can think of at the moment.
The three obstacles I face, as a sole proprietor, are (1) the cost and effort to register as small WMBE, (2) concerns over security and privacy by releasing my personal financial information (because as an unincorporated business and sole proprietorship, all my information is personal, and (3) cost to obtain and maintain Seattle's required amounts of general and professional liability insurance, include vehicle insurance, even though I work from home, do not provide engineering, architectural, or design services, go "on site" during construction, or
A more centralized RFP and bidding process
Understanding of how procurement acquires services from firms using existing contracting vehicles or master services agreements/blank purchase agreements.
I'm not really sure.
We are often faced with high-inclusion numbers with no follow through. Since we are a minority-owned professional services firm that supports construction we are often named on proposals and part of inclusion plans but then rarely used, particularly since many services are "on-call." It is not so much of technical assistance for us, but rigor to the process. If WMBEs are named for scopes we need to somehow ensure that work is coming out in such a way that WMBE scopes are utilized and that we get the work we have worked hard to get. This translates to technical assistance for the various departments in the City understanding how to plan
Provide TAS in different languages for Non-English speaking minorities.
Again, the City of Seattle RFP solicitation process is much more opaque than say King County or State of Washington. Those entities clearly announce when opportunities exist, permitting firms to chose to respond or not. In our experience with the City of Seattle, we were contacted directly regarding opportunities...which suggests there were opportunities we were NOT contacted regarding. All opportunities above a certain
n/a
Need more guidance and help on expanding and growing our business with City.
If Technical Assistance could support SDOT in awarding more set-asides or M/W/DBE required-prime contracts, that would be fantastic. Evaluate the work, and assess how it could be delivered. Smaller contracts may also be an option. Even though the roster is structured in this way, there is little given out. Then, when there are such contracts for M/W/DBEs, have pre-RFP meet and greets with the PMs to start relationship building. Last, review how the self-certification is working. I am aware of firms that are not Small/M/W/D that are on the roster due to
Helping mwbes understand the safe and effective to complain when the needed.
Explain the Seattle ice.. Seattle nice world
Explain how to compete in different delivery methods e.g. DB vis D-B-B