

# HOW TO

# Do Business with Fayetteville PWC

Your business is important to us! Here's what you need to know about doing business with Fayetteville PWC.



## What PWC Purchases

Here are some examples of products and services commonly purchased by PWC.

Landscaping

Uniforms

Water/Sewer Construction & Materials

Janitorial

Engineering

Tools

Security Services

Printing

Poles

Fuel

Concrete work

Fleet Services and Parts

Office supplies

Paving

Electric Construction & Materials

Office Furniture

HVAC

Plumbing

Catering


Seed & Sod

Pest Control



## How to Find Out About PWC Business Opportunities

PWC advertises publicly, sends emails requesting quotes, and participates in the Small Disadvantaged Business Enterprise (SDBE) Program.



PWC advertises formal opportunities publicly on the PWC website, sends emails requesting quotes for informal opportunities, promotes Small Disadvantaged Business Enterprise (SDBE) participation on formal construction projects and encourages staff to gather local quotes.

Informal opportunities solicited by PWC staff via request for quotes (phone and email)

- Construction and repair projects costing less than \$500,000
- Equipment costing less than \$90,000

Formal opportunities will be publicly advertised on the PWC website

- Construction and repair projects costing \$500,000 or more
- Equipment costing \$90,000 or more

Services

- Engineering services costing over \$50,000 will be solicited by Request for Qualifications (RFQ)
- PWC staff will solicit vendors directly for other services

## Marketing Your Firm

Get to know your customers, build relationships, bid as a subcontractor, and keep your business options open.



Get to know your customers, build and communicate your capabilities, seek out subcontracting opportunities and/or propose as a prime.

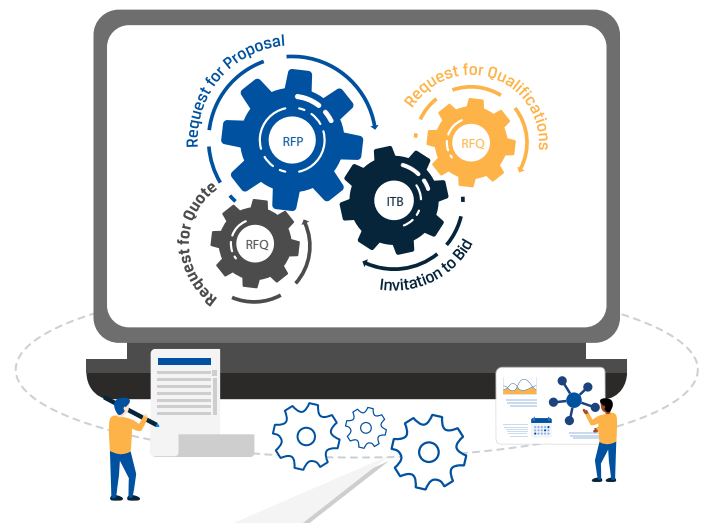
Provide brochures or capability statements that describe your company and products/services.

Attend PWC events like the Building Business Rally (BBR). Conduct outreach with PWC and monitor PWC's website for PWC business opportunities.



## How PWC Purchases Goods

PWC begins the purchasing process by soliciting from prospective vendors. A purchase is initiated by one of the following types of solicitations.



The Procurement staff uses a variety of methods when soliciting and receiving quotes, proposals, and bids. For small purchases, staff may email or call potential vendors. For more complex purchases, staff may require proposals to be submitted within a sealed package by a certain date and time.

To learn more about doing business with PWC, visit

[www.faypwc.com/purchasing](http://www.faypwc.com/purchasing)

and download the FREE comprehensive "How to Do Business with PWC" guide.