

HOW TO

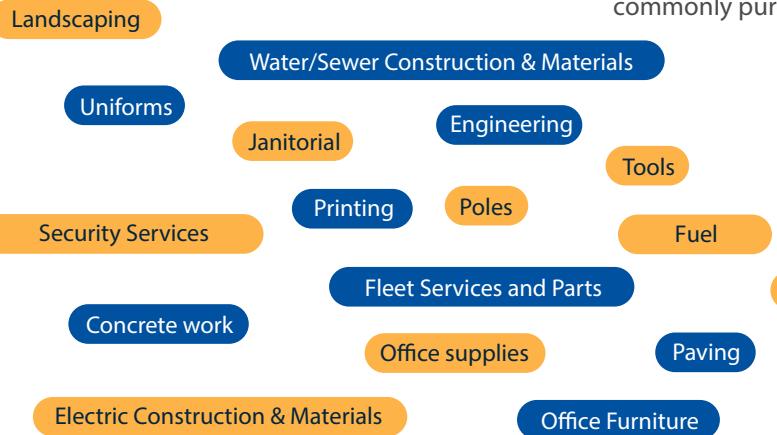
Do Business with Fayetteville PWC

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



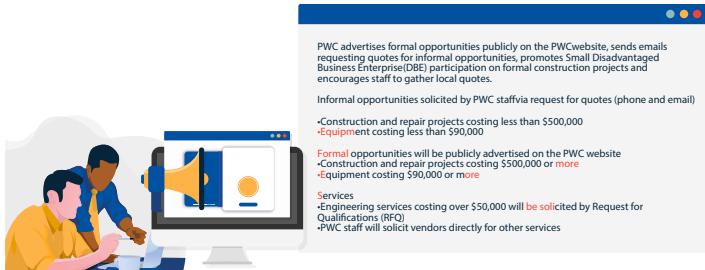
What PWC Purchases

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



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.



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.



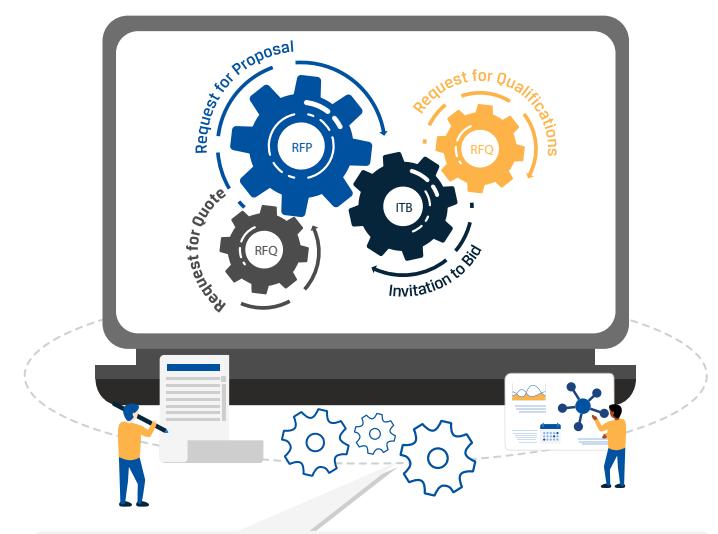
To learn more about doing business with PWC, visit

www.faypwc.com/purchasing

CONTRACT

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.

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