



City of San Antonio

## Policy Options Matrix Guide

The following guide separates the Policy Options Matrix into six overall target areas. Please use this guide as a reference and index for understanding which parts of the marketplace the proposed policy options specifically hope to address.

### **Market Access- Procurement Tools\***

This group of options explores various procurement tools and methods for enhancing the participation of small, minority, and women businesses in government contracts in various industries.

\*Most of Procurement tools listed below have race-neutral (“SBE”) and race-conscious (“M/WBE”) versions

1. Annual Aspirational Goals by Industry
2. Subcontracting Plans and Goals
3. Participation Requirements on Economic Development Projects
4. Vendor Rotations
5. Joint Venture Incentives
6. Evaluation Preferences
7. Bid Preferences
8. SBE Reserve for Small Contracts- Prime Contracts
9. HUBZone Program

## **Bidding Procedures/ Contract Administration**

This group of options covers policy options such as centralized bidder registration and bidder rotation, changes to the bidding procedures, etc, that are designed to make the bidding process more open, fair, and less burdensome. The discussion will also address ways for COSA to better ensure compliance, transparency, accountability, and elimination of fraud in small and/or minority business policies.

1. R/C –5: Two-tiered Certification for M/WBE’s & Graduation Provision
2. R/C –6: Construction: Segmented M/WBE Subcontracting Goals
3. R/N –24: All Industries: Bid De-briefings
4. R/N –25: All Industries: Bid Specification Review
5. R/N –26: All Industries: Commercial Non-discrimination Policy
6. R/N –28: All Industries: S/M/WBE Program Data Management
7. R/N –29: All Industries: Periodic Program Performance Review
8. R/N –30: All Industries: Prompt Payment Notification (E-mail alerts)
9. R/N –31: All Industries: Vendor Complaint Hotline
10. R/C –24: All Industries: COSA Staff Performance Reviews/ Incentives
11. R/C –25: All Industries: Segmented Goals for African American, Asian American, and Native American Firms.
12. Vendor Rotations

## **Access to Capital/ Bonding**

This group of options covers best practices to enhance access to capital for small, minority, and women-owned businesses.

1. R/N –6: Construction: Bonding Assistance
2. R/N –8: SBE Low Cost Wrap-up Insurance
3. R/C –23: All Industries: Linked Deposit Policy

### **Capacity Building Initiatives**

This group of options consists of a variety of policy options such as mentor-protégé programs, demonstration projects, and joint venture incentives that are designed to build the capacity and management capabilities of small and M/WBE firms and to enhance their competitiveness.

1. R/N –5: Small Developer Ownership Construction Program
2. R/C –4: M/WBE Participation Requirements for TIF Economic Development Projects
3. R/N –7: Construction: SBE Mentor-Protégé Program
4. R/N –19: Other Services: Mentor –Protégé Program

### **Technical Assistance**

This group of options targets approaches and models for efficiently assessing and fulfilling the technical assistance needs of small businesses and M/WBEs in a cost-effective manner.

1. R/N –7: Construction: SBE Mentor-Protégé Program
2. R/N –19: Other Services: Mentor –Protégé Program
3. R/N –27: All Industries: Business Development Assistance

### **Private Sector Assistance**

This option will explore a variety of approaches for engaging the private sector business community in efforts to grow substantial long-term relationships with M/WBE suppliers and contractors that have successfully performed on government contracts.

1. R/C –26: Public/ Private “Bridging the Gap” Initiative