

HOW TO DO BUSINESS WITH CALTRANS?

LEARN THE FIRST STEPS TO BIDDING ON CONTRACTS



Please join us for a free webinar to find out how you can bid on Caltrans Contracts

This webinar will discuss the contracting process used by Caltrans and Federal Highway Funded projects. The webinar is about getting you ready to diversify your business to build revenue, depth, and credibility. Learn how to become contract ready and build a roadmap to succeed in this lucrative market.

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TARGET AUDIENCE: SMALL BUSINESSES IN CONSTRUCTION AND RELATED PROFESSIONAL SERVICES AREA INTERESTED IN BIDDING ON CALTRANS CONTRACTS.

LEARNING OBJECTIVES:

1. WHAT DOES CALTRANS BUY?
2. IDENTIFY THE STEPS TO BECOME CONTRACT READY
3. IDENTIFY THE BEST CERTIFICATIONS AND REGISTRATIONS
4. EVALUATE THE CONCEPT OF "MITIGATING RISK"

EXPECTED OUTCOMES:

1. EVALUATE STRATEGIES TO DEVELOP EXPERIENCE
2. SPECIFY PURCHASING VEHICLES TO ACHIEVE SUCCESS
3. IDENTIFY THE BEST CERTIFICATIONS AND REGISTRATIONS

At the end of the webinar, a select few small businesses that have the potential for success will be invited to participate in a RightSource Services' Business Development Program sponsored by Caltrans

- DEVELOP A BUSINESS PLAN
- OBTAIN CERTIFICATIONS
- BID

The program is intense and highly selective. It will require a significant time commitment from the owner. This webinar is the first step.



RightSource Services BUSINESS DEVELOPMENT PROGRAM

BROUGHT TO YOU BY



ABOUT THE PROGRAM

Caltrans is looking to enlarge the pool of small businesses that bid on contracts with them. Caltrans is sponsoring RightSource Services to create and manage a Business Development Program for Disadvantaged Business Enterprises in the Central California area at NO COST to participants.

The program starts with an introduction to doing business with Caltrans: "How to do Business with Caltrans". A select few of the businesses that participate in the webinar will be invited to enroll in the full Caltrans Business Development Program. At the end of the full Program and with full support from Caltrans, each of the participants will bid on at least two contracts with Caltrans or other related agencies with the objective that they will get an award. It is an intense program that will last a full year and is free to businesses that are qualified within specific NAICS codes. RightSource Services will be with you each step of the way to make sure you achieve each of the steps necessary to succeed, including with proposal writing. The Business Development Program is structured in 5 phases:

DEVELOPMENTAL STAGE

PHASE 1

DBE/BDP ENROLMENT



PHASE 2

CERTIFICATIONS APPLICATIONS



PHASE 3

BUSINESS PLAN



PHASE 4

DBE BIDS SUBMITTED



PHASE 5

DBE CONTRACT AWARDS



TRANSITIONAL STAGE

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