

Helpful Tips for DBE and SBE Firms

At VTA, we are dedicated to fostering inclusion and collaboration with the communities we serve. Disadvantaged Business Enterprise (DBE) and Small Business Enterprise (SBE) firms are essential partners in this mission. Below are key strategies to help your firm succeed in pursuing contracting opportunities with VTA:

- **Participate in Pre-Bid/Pre-Proposal Conferences:** Gain valuable project insights, meet key staff, clarify specifications, and network with potential partners to strengthen your proposal.
- **Understand Submittal Requirements:** Ensure your response meets all solicitation criteria, including deadlines, forms, licensing, and attachments, to remain eligible for awards.
- **Tailor Proposals to Evaluation Criteria:** For RFPs or RFQs, align your submission with the stated evaluation criteria and their weighted values to maximize competitiveness.
- **Request a Debriefing:** If your bid or proposal is not selected, contact the procurement official listed in the solicitation to gain feedback and improve future submissions.
- **Learn VTA's Procurement Processes:** Visit the VTA Business Center at vta.org/business-center to understand our policies and prepare competitive bids.
- **Attend VTA Outreach Events:** Stay informed about upcoming opportunities, regulations, and preparation strategies by participating in VTA's contractor outreach programs. Sign up for email notifications about upcoming events at vta.org/obdp (scroll to the bottom).
- **Plan Strategically:** Explore upcoming projects at vta.org/solicitations to align your resources and position your firm for success.
- **Register as a Vendor:** Sign up at procurement.opengov.com/signup to receive automatic email notifications of relevant opportunities at procurement.opengov.com/portal/vta.
- **Pursue DBE/SBE Certification:** Apply for certification through VTA's Office of Business Development Programs at vta.sbdb.com. While certification doesn't guarantee contracts, it can enhance subcontracting opportunities with prime contractors supporting VTA's goals.
- **Stay Persistent:** Success in competitive procurement often requires multiple attempts. Stay patient and keep refining your approach.