



## FREQUENTLY ASKED QUESTIONS

### **Why did the City of Los Angeles create this platform?**

The City of Los Angeles, in collaboration with business leaders, identified the opportunity to create a solicitation platform similar to what was done during the London Games. They created a platform called Compete for London. It centralized all of the region's procurement opportunities for the Olympic Games into one platform in an effort to make procurement easily and equally accessible to the vendor community. The City of Los Angeles and business leaders recognized the opportunity to create something similar in support of our businesses and so we did!

### **Why is the City's solicitation platform no longer called LABAVN?**

The Regional Alliance Marketplace for Procurement (RAMP) was named for the region's commitment and collaborative effort to post their opportunities in one place, thereby, making it easier for businesses to access multiple contracting opportunities in a centralized space. The City of Los Angeles wanted the name of this platform to represent its participants.

### **When was LABAVN created?**

The Los Angeles Business Assistance Virtual Network was initiated by a prior mayoral administration (Mayor Hahn) in 2003. The intent of this platform was to centralize all of the City of Los Angeles' contracting opportunities into one space. This was how the City advertised its procurement needs to the vendor community.

### **Why is LABAVN being replaced?**

LABAVN is being replaced to expand its economic impact by centralizing contracting opportunities from public and private entities. Users will be able to view opportunities from different government entities and private business sectors on one platform. This is being built in anticipation of the tens of billions of dollars of procurement coming in the next 6 years and is deeply tied to the City's efforts in creating efficiencies in procurement.

### **What makes RAMP different from LABAVN?**

RAMP houses contracting opportunities from various agencies and municipalities. LABAVN only contained the City of Los Angeles' contracting opportunities. RAMP has much more functionality, including expanded vendor profiles, self-attested business information, and automated outreach for City of Los Angeles certifications. RAMP is also slated for future phases of build outs to grow and evolve for both our businesses, partners, and the City. We welcome input from you, too!

### **Who was part of the development of RAMP?**

There were many people who contributed to the development of RAMP. One Task Force was created to address internal development of the City's functions and an additional external Task Force was formed to provide information about the platform's functionality, capacity, and capabilities to both the regional partners and the vendor community. This included small businesses, large construction companies, banking industries, sports and entertainment industries, business leaders, and chambers of commerce.

### **Will RAMP replace my organization's procurement software?**

No, RAMP is a solicitation and vendor sourcing tool that is supplemental and complementary to your organization's current procurement and sourcing toolset. The opportunities will point back to your respective systems and websites to continue the procurement processes.

**If I had a LABAVN account, do I need to create a RAMP Account? What LABAVN info will be transferred?** Current LABAVN users who have Angeleno connected LABAVN accounts will be automatically migrated to RAMP. A firm's current full profile and all its attachments will be migrated over to RAMP. There will be new additional fields and data for your organization to highlight on its regional profile.

### **Once I register in RAMP, am I guaranteed a contract?**

No. The platform is designed to inform your business of regional contracting opportunities, both in and outside of the City of Los Angeles. It is a way to connect with other businesses (prime contractors) so you may build a relationship with other companies you may wish to work with. It does not guarantee you a contract, but serves as a tool to help identify opportunities your business may wish to compete for.

### **What new information may I include in RAMP?**

RAMP has additional fields that allow a firm to create a more comprehensive profile. Firms have the option to self-attest demographic data of its owners. RAMP also has optional fields that can feature a business' other certifications, qualifications, work history and other relevant information.

### **Do I need a RAMP account to view the opportunities?**

#### **Do I need to be logged in just to check it out? What are the benefits of registering?**

You do not need to register or log in to view opportunities on RAMP. However, only registered RAMP users will be able to view and download documents associated with a procurement opportunity, view and contact associated Primes and Subcontractors, and participate in bidding. Administrators will be notified by email when an opportunity matching your company's profile is posted.

### **Is RAMP free to use?**

It is free to create a RAMP profile and access its information. RAMP users can find opportunities and build their profile to better market their services and goods.

Initial RAMP Regional Partners will be given a free yearlong license to use the platform to post their opportunities. Future costs are to be determined and are expected to be for a nominal Salesforce user license fee.

### **What is a Regional Partner?**

A Regional Partner is a non-City of Los Angeles entity/organization/company that will be posting their procurement opportunities/solicitations on the RAMP platform.

### **What if I want to post my company's opportunities on RAMP?**

There are limited spaces available in the first year. Only registered Regional Partners will be able to post opportunities on RAMP. Please fill out the Partner Interest form <https://bit.ly/RAMPLApartnerInterest> . If you have any questions, please contact [cpoteam@lacity.org](mailto:cpoteam@lacity.org)

### **Are Regional Partners required to use the City's contracting forms and procedures if they post opportunities on RAMP?**

No. RAMP is a solicitation and vendor sourcing tool for Regional Partners to post their opportunities to a regional audience. Interested vendors will be pointed back to the respective Regional Partner's website which will have its own unique forms, procedures and requirements. Being a RAMP partner opens up their opportunities to a larger more diverse pool of vendors.

### **Will I complete the procurement process in RAMP if I'm interested in another company's solicitation?**

No. You will be directed back to that respective company's website to complete their procurement process.

### **Who can we contact for RAMP technical support?**

Please email [cpoteam@lacity.org](mailto:cpoteam@lacity.org) for assistance.

