



CONTRACTING INSIDER

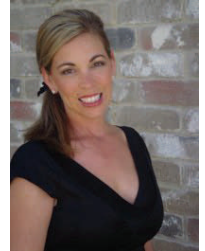
A PUBLICATION OF THE SMALL BUSINESS DIVISION & PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC)

NOVEMBER 2009

THE FOLLOWING IS A COMPILATION OF CURRENT CONTRACTING OPPORTUNITIES IN TEXAS. FOR ADDITIONAL INFORMATION ON ANY OF THESE SOLICITATIONS AND OTHERS NOT LISTED HERE, CONTACT THE PTAC OFFICE AT 210.207.3900.



Johnson Controls



Beginning with the end in mind

By Stephanie Brunner, Major Projects Account Representative, Johnson Controls

In today's changing world, technology solutions are selected and procured by individual departments, with little involvement from the IT Staff. Johnson Controls is leading the way in providing a single point of responsibility for managing the design, delivery, commissioning and service for all technology systems in new buildings. We are focused on working with building owners, general contractors and architectural firms in an effort to deliver a turn-key solution for all low voltage requirements. This includes environmental systems, energy management systems, fire detection systems, facility management systems, access control and intrusion detection systems and all data communications systems, to name a few.

My mission is to engage early in the design process and takes a holistic approach to coordinate both technology infrastructure and systems integration. My team and I meet with key stakeholders including building owners, project managers, general contractors, CIO's, Architects, CTO's, Technology Consultants and Administrators, etc., and conduct a 4-8 hour session. Each person has the opportunity to prioritize and rank their needs and wants for their

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FEDERAL OPPORTUNITIES

Bid #	Bid Title	Closing
W9126G10R008	Nationwide A-E Services. <i>Presolicitation</i>	Nov. 18
W911SG09R0013	Roofing, Ft. Bliss, TX	Nov. 20
W911SG09R0015	Remediation, Ft. Bliss, TX	Nov. 20

STATE OPPORTUNITIES

10OOL0400	On-Call Insulation Services	Nov. 10
6196-85-001	Food Service Products, UTSA	Nov. 21
A008-10-91020	RFQ Construction Mgr. at Risk	Dec. 3

LOCAL OPPORTUNITIES

BEXAR COUNTY

RFP	Consulting Services—Study of Automotive Manufacturing Zones	Nov. 16
RFP	Economic Development Dept Website Redevelopment	Nov. 16

CITY OF SAN ANTONIO

RFP	Convention Ctr. Facilities Development Study	Nov. 23
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SAN ANTONIO HOUSING AUTHORITY (SAHA)

0908-988-36-3002	Landscaping & Ground Maintenance at Various Properties	Nov. 13
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SAN ANTONIO ISD

RFP #09-041(GG)	Translation Services	Nov. 16
RFP #09-44(FA)	Construction-related Professional & Consulting Services	Nov. 16

VIA METROPOLITAN TRANSIT

09369	Diesel Fuel	Nov. 19
09390	RFP IT Business Continuity Plan	Nov. 20

(Johnson Controls Continued from page 1)

new building. Once this exercise is complete, a road map is created for each project. Johnson Controls is the sole manager of the “Technology” solutions for the duration of the project. Johnson Controls® Technology Contracting™ goal is to simplify the building process by beginning with the end in mind. With this coordinated effort we reduce costs and system duplication, minimize risk and create a better, smarter, more productive environment.

The reality is, whether you are planning the construction of a new building or retrofitting an existing facility, you cannot expect technology to stand still. You have to stay ahead of the curve every step of the way. Technology is forever changing and we must put our processes in place to ensure that we are all delivering the best solutions for our future.

Contact Stephanie at Stephanie.Brunner@jci.com.

WE'RE MOVING!

The Procurement Technical Assistance Center (PTAC) is preparing to move to a new office near Ft. Sam Houston. The Small Business Division will remain at its current location downtown at the Frost Bank Tower.



The new address will be:
1422 E. Grayson, 5th Floor
San Antonio, TX 78208

Move-in Date to be
Released soon!



The Biggest Small Business Event of the Year

Register to attend the 9th Annual Small, Minority, Women & Veterans Business Owners Conference

“How to Get in the Game & Stay in the Game”

At the conference you can:

- ♦ Hear how to manage and grow a successful business through access to capital and government contracting opportunities
- ♦ Meet with over 180 public and private sector buyers and
- ♦ Visit the Veterans Business Center for education on services available exclusively for Veteran entrepreneurs.

Registration is FREE and lunch is provided. Register now at <http://www.co.bexar.tx.us/smwbe/>

UPCOMING EVENTS

Visit our [Event Calendar](#) for a listing of other events at www.sanantonio.gov/edd.

South Texas Women’s Business Center Register for the following events at www.stwbc.com or email info@stwbc.com for information.

- * Nov. 6—Business Plan Basics II: Financials.
- * Nov. 12—Mentoring Roundtable: Dream Team.
- * Nov. 13—Keeping the Books: Spreadsheets and Small Business Finances
- * Nov. 14—21st Century Marketing
- * Nov. 17—Business Plans: Marketing Research
- * Nov. 19—Social Marketing Tools
- * Nov. 24—One-on-one Business Planning Sessions

Business Opportunities for Texans (BOTs)

Register for this event and find out about future luncheons at www.bots-sa.com.

- * Nov. 10—Networking Luncheon. The keynote presentation will review how to do business with the University of Texas at San Antonio. Buffet includes tea, salad, entrée and dessert. \$12 advanced registration/ \$14 at the door.

Get your business featured in the Contracting Insider!

We want to hear about your successes. Send your story regarding how PTAC and/or the Small Business Division assisted you. Contact the [editor](#).

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