



# BEYOND THE BID

## “Navigating L.A. County Contracting”

### WHEN:

January 30, 2013  
9:00 am – 12:00 pm

### WHERE:

#### College of the Canyons

University Center Room 107  
26455 Rockwell Canyon Road  
Santa Clarita, CA 91355  
(661) 259-7800



**\*\*PARKING (\$2.00)\*\***  
Enter campus from Rockwell Canyon and University Center Drive. Proceed to end for parking kiosk. Lot 14 is closest to University Center.

### REGISTER TODAY!!

**NO COST TO ATTEND**

1. [osb.lacounty.gov](http://osb.lacounty.gov)
2. Click “Events & Training Courses”
3. Click “Calendar” link
4. Click “Beyond the Bid” on January 30.
5. Click link provided under Additional Information.
6. Fill out and submit.

### WHAT:

- How to do business with the largest County (annual spend over \$4B)
- How to respond to a solicitation
- Helpful tips to being a responsible contractor/supplier
- Benefits of having LA County as a customer
- Certifying as a Local Small Business Enterprise for added benefits

Workshop coordinated by L.A. County Office of Small Business & PTAC  
Email: [osb@isd.lacounty.gov](mailto:osb@isd.lacounty.gov) Phone: (323) 881 - 3964

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