



## **How to Successfully Navigate City Light's Procurement Process** ***Free Training for All firms including WMBE Firms***

**TWO WORKSHOP OPPORTUNITIES (same content each day):**

**Tues, March 3 at 1:00 PM – 4:00 PM**

**Wed, March 4 at 9:00 AM – 12:00 PM**

### **LOCATION:**

**ADDRESS: Tabor 100 HUB**

**7100 Fort Dent Way Tukwila, WA 98188**

**ROOM : Sound Transit Room**

### **Agenda:**

#### **1. Participating in City Light's WMBE Program**

- Registering for City Light's WMBE Program
- Importance of Updating your Registration Information (regularly!)
- Tips for showing how you meet City Light's experience requirements
- Hear from our WMBE Manager: What is City Light looking for in WMBE Inclusion Plan Submittals?

#### **2. Tips for Successfully Navigating City Light's Blind Procurement Process**

- City Light has been streamlining our Procurement Processes so that future solicitations will include a consistent set of evaluation criteria.
- This session will give tips for Firms to be successful when responding to City Light's "standard" evaluation criteria.  
(including good/bad examples from real proposal responses)

#### **3. Proposal Development Workshop**

- Practical training to help your proposal stand out from the competition



**FOR MORE INFORMATION**

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