



TAS (Technical Assistance Services) Team Orientation

January 23, 2020



Topics of Discussion

1. Technical Assistance – Why?
2. Strategic Alliance
3. Technical Assistance Process
 - a. Competency
4. Questions & Answers

1. Technical Assistance – Why?

“Improve the technical capabilities of a business beyond current state.”

Fernando Martinez

“Provide information and technical assistance to WMBEs to increase their capacity ...” ***Seattle Municipal Code 20.42.030D***

“Develop educational and outreach programs ... assist Women and Minority ...”
Seattle Municipal Code 20.42.030E

Executive Order 2019-06: Economic Inclusion and Contracting Equity.

Jenny A. Durkan, Mayor, City of Seattle

2. Strategic Alliance

Northwest Mountain MSDC

- Outreach
- Recruitment
- Interview
- Intake
- Individual Technical Assistance
- Plan Development
- Assistance Navigating City of SEA Contracting Process
- Contracting Vehicle Education
- Back-end Administrative Education
- RFX Education
- Measure Growth
- Reporting

TRIO Group NW (MBE)

- Marketing Assessment
- How to Market your Business
- Build your Capabilities Statement

Univ. of WA, Foster School of Business, Consulting & Business Development Center

- Business Certificate Program (Finance, Strategy, Leadership, Marketing)
- Business Cohort Program
- Student Consulting Services

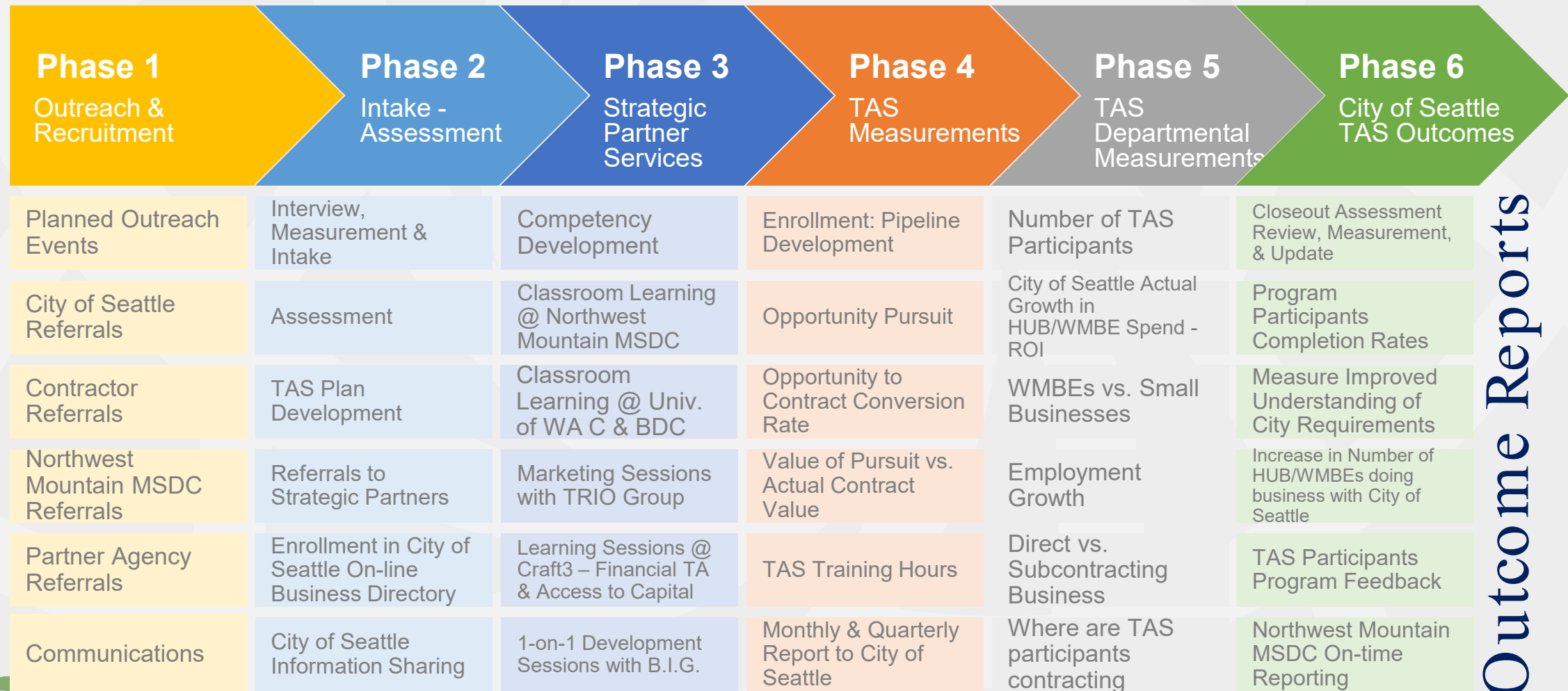
Craft3: Community Development Financial Institution (CDFI)

- Financial Education Classes
- Access to Capital

Business Information Group (B.I.G)

- Full Business Assessment
- Full Report Out & Recommended Actions for Growth

3. Technical Assistance Process



Outcome Reports

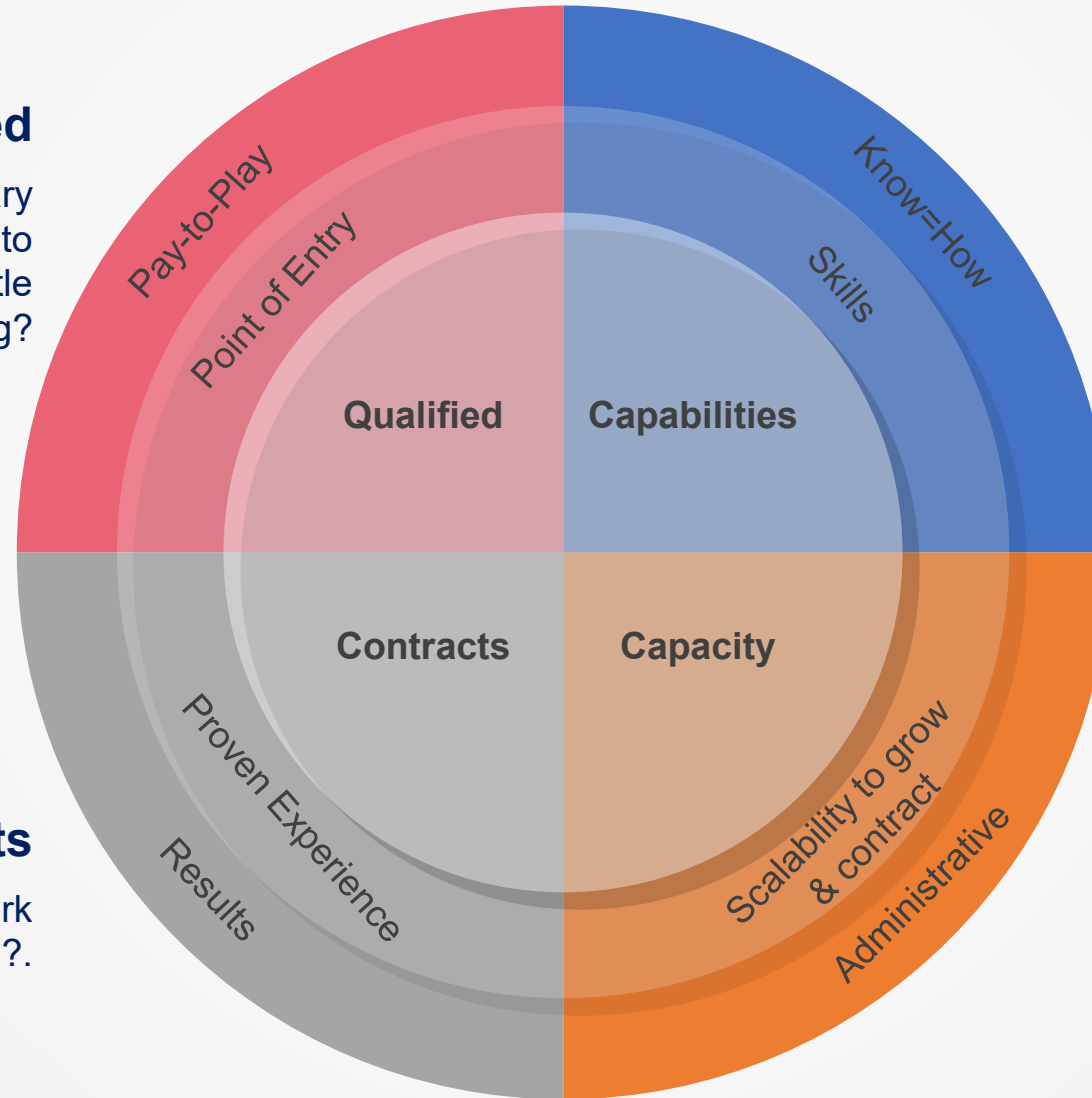
3a. Competency = Q + C³

Qualified
Do you have the necessary Licensing, Bonding, Insurance to participate in City of Seattle contracting?

Capable
Do you have the skills, product, and service knowledge know-how/expertise?

Contracts
Where have you done the work and what were the results?.

Capacity
Do you have the resources to perform all required tasks soup-to-nuts?





4. Questions & Answers