

BuyDetroit



Connecting Detroit, Business by Business

WITH THE PACE OF DEVELOPMENT IN DETROIT and the many exciting forecasted projects, there is definitely new opportunity for firms scaled to deliver products and services. However, many Detroit-based suppliers and contractors face obstacles in obtaining large-scale contracts due to a number of hurdles — lack of capacity, access to capital, business acumen and exposure to bid opportunities.

BuyDetroit is a new program focused on helping Detroit vendors connect with opportunities, and preparing them to compete for contracts, be they large-scale development projects or product and service orders. This procurement initiative is designed as a coordinating force around the needs of Detroit's existing business community. It includes investments in systems that can accelerate job creation, capacity building and business growth.

BuyDetroit:

- Add jobs to Detroit economy by growing Detroit-based suppliers
- Grow the overall spend of Detroit-based buyers directly with Detroit-based suppliers
- Increase the number of contracts won through the City of Detroit by Detroit-based suppliers
- Increase the volume of Detroit-based suppliers' products and services sold outside Detroit

IN ADDITION TO HELPING DETROIT SMALL BUSINESS gain consideration by large firms, **BuyDetroit** will drive inclusivity and diversity in the local supply chain. This includes assisting under-represented Detroit companies where access has previously been denied.

A major focus of **BuyDetroit** is supplier/contractor mentoring and capacity-building. This will be achieved through training, access to capital and variety of specific initiatives:

- Construction sub-contract matchmaking
- Industry-specific trade shows focused on local and export opportunities
- Access to technical assistance to build business acumen
- Mentorship with larger Michigan-based corporations and general contractor firms
- Assistance with designated certification fees for one year

The central component of **BuyDetroit** is an online portal that allows Detroit-based suppliers to:

- Make connections with buyers
- Respond to RFPs
- Make connections with peers
- Participate in PROS (Pre-Rehabilitation Opportunity Sessions)
- Procure goods and services

The portal will become Detroit's opportunity clearinghouse for procurement opportunities — all on one website. Suppliers and buyers will create online profiles, and post and obtain real-time opportunities. Buyers can easily access suppliers through the supplier databased to match their procurement needs. Through this robust data and reporting repository, we can better measure critical factors in the supply chain including opportunities secured by minority suppliers.

BuyDetroit allows buyers to post specific opportunities in a variety of service areas exclusively for businesses headquartered or based in the city of Detroit. Through connecting buyers with quality local suppliers, **BuyDetroit** is helping build a community of businesses that support the economic success of one another.



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