



FREQUENTLY ASKED QUESTIONS

INTRODUCTION TO RAMP

Why did the City of Los Angeles create this platform?

The City of Los Angeles, in collaboration with business leaders, identified the opportunity to create a solicitation platform similar to what was done during the 2012 Olympic Games in London. The Compete for London platform centralized all of the region's procurement opportunities for the Olympic Games into one platform in an effort to make procurement easily and equally accessible to the vendor community. The City of Los Angeles and business leaders recognized the opportunity to create something similar in support of our businesses and so we did!

Why is the City's solicitation platform no longer called LABAVN?

The Regional Alliance Marketplace for Procurement (RAMP) was named for the region's commitment and collaborative effort to post their opportunities in one place, thereby making it easier for businesses to access multiple contracting opportunities in a centralized space. The City of Los Angeles wanted the name of this platform to represent its participants.

Why was LABAVN replaced?

The Los Angeles Business Assistance Virtual Network was initiated by a prior mayoral administration (Mayor Hahn) in 2003. The intent of this platform was to centralize all of the City of Los Angeles' contracting opportunities into one space. This was how the City advertised its procurement needs to the vendor community.

LABAVN was replaced to expand its economic impact by centralizing contracting opportunities from public and private entities. Users will be able to view opportunities from different government entities and private business sectors on one platform. This is being built in anticipation of the tens of billions of dollars of procurement coming in the next 6 years and is deeply tied to the City's efforts in creating efficiencies in procurement.

What makes RAMP different from LABAVN?

RAMP houses contracting opportunities from both public and private agencies. LABAVN only contained the City of Los Angeles' contracting opportunities. RAMP has much more functionality, including expanded vendor profiles, self-attested business

information, and automated outreach for City of Los Angeles certifications. RAMP is slated for continual build outs to grow and adapt to the needs of our businesses, partners, and the City. We welcome input from you, too!

Who was part of the development of RAMP?

There were many people who contributed to the development of RAMP. One Task Force was created to address internal development of the City's functions and an additional external Task Force was formed to provide information about the platform's functionality, capacity, and capabilities to both the regional partners and the vendor community. This included small businesses, large construction companies, banking industries, sports and entertainment industries, business leaders, and chambers of commerce.

RAMP SYSTEM

My company has completed forms and requirements on LABAVN. Do I need to resubmit them on RAMP?

Forms, processes, and requirements for City of LA opportunities that were formerly completed in LABAVN will now be completed in RAMP. Work completed in LABAVN before February 18, 2022, is still valid and has been automatically transferred to RAMP.

Is RAMP free to use?

It is free to create a RAMP profile and search for contracting opportunities. RAMP users can also build their Business Profile to better market their services and goods.

Initial RAMP Regional Partners will be given a free yearlong license to use the platform to post their opportunities. Future costs are to be determined and are expected to be for a nominal Salesforce user license fee.

MY BUSINESS PROFILE

If I had a LABAVN account, do I need to create a RAMP Account? What LABAVN info will be transferred?

Only LABAVN users who had Angeleno-linked LABAVN accounts were automatically migrated to RAMP. If you previously linked your LABAVN account to an Angeleno Account, your full profile and all its attachments were migrated over to RAMP. However, you will still need to update your Business Profile to take advantage of several new profile description fields that did not exist previously in LABAVN.

Why do I need to update My Business Profile? What new information may I include?

Your Business Profile is essentially a public resume for your business - it can help you stand out to companies that are looking for your expertise. RAMP has additional optional fields that allow a firm to create a more comprehensive profile. If you already have a profile, you are encouraged to log in and input information in the new fields and update the visibility of company information, such as: address, phone number, website, etc. Companies have the option to self-attest demographic data of its owners, add your business website, links, other certifications, qualifications, work history and relevant information beyond contact information and industry codes.

How do I register in RAMP? What are the requirements?

To register in RAMP, visit <https://www.rampla.org> and click the Login button. You will be prompted to sign up for an Angeleno Account (the City's single sign-on system), which will allow you to access RAMP through the Apps & Sites menu. Refer to the Registration Manual [here](#).

What information do I need to provide to register?

You will need to provide basic contact information such as your email address, physical address, and phone number. You will also need to provide your Federal Tax Identification Number (FEIN) if your business is not a sole proprietorship. To receive notifications on opportunities, you will need to select your North American Industry Classification System (NAICS) codes. For guidance on determining your NAICS codes, visit <https://www.census.gov/naics/>

OPPORTUNITIES

Do I need a RAMP account to view the opportunities? Do I need to be logged in just to check it out? What are the benefits of registering?

You do not need to register or log in to view opportunities on RAMP. However, only registered RAMP users are able to view and download documents associated with a procurement opportunity, view and contact associated prime contractors and Subcontractors, and participate in bidding.

How do I get notifications of opportunities and events?

Your company's RAMP administrator will be notified by email when an opportunity matching your company's NAICS codes is posted. You can also opt-in to receive emails about upcoming outreach events, training opportunities, and announcements by

subscribing to event notifications on your Business Profile. You can also set notification preferences in your profile.

Once I register in RAMP, am I guaranteed a contract?

No. The platform is designed to inform your business of regional contracting opportunities, both in and outside of the City of Los Angeles. It is a way to connect businesses so they can build relationships that may lead to working together. Registration does not guarantee you a contract, but serves as a tool to help identify opportunities your business may wish to compete for.

REGIONAL PARTNERS

What is a Regional Partner?

A Regional Partner is a non-City of Los Angeles entity/organization/company that posts their procurement opportunities/solicitations on the RAMP platform.

What if I want to post my company's opportunities on RAMP?

There are limited spaces available in the first year. Only registered Regional Partners will be able to post opportunities on RAMP. Please fill out the Partner Interest form [here](#) if your organization is interested in becoming a Regional Partner. If you have any questions, please contact support@rampla.org

Are Regional Partners required to use the City's contracting forms and procedures if they post opportunities on RAMP?

No. RAMP is a solicitation and vendor sourcing tool for Regional Partners to post their opportunities to a larger vendor pool. Interested vendors will be pointed back to the respective partner's website which will have its own procedures and requirements. Being a RAMP Partner opens up their opportunities to outreach to and access a larger, more diverse pool of vendors.

Will RAMP replace its Regional Partners' procurement software?

No. RAMP is a solicitation and vendor sourcing tool that is supplemental and complementary to its Regional Partners' current procurement and sourcing toolset. The opportunities on RAMP will point prospective vendors to its Regional Partners' respective systems and websites to continue its organization's procurement processes.

If I'm interested in another Regional Partner's solicitation, will I complete the procurement process in RAMP?

No. You will be directed back to that respective company's website to complete their procurement process.

CERTIFICATIONS

What are business certifications?

Certifications are descriptive designations that help market and distinguish your business.

Depending on the size, location, and diverse ownership of your business, you may be eligible to apply for several types of certifications from a variety of local, state and federal agencies.

- Size-based certifications are based on caps on federal gross receipts and number of employees set by the Small Business Administration (SBA).
- Ownership diversity certifications (such as Minority, Women, Disadvantaged, Disabled Veteran, LGBTQ Business Enterprises) are based on the majority ownership and control of an entity.
- Location-based certifications can qualify your business for preferences based on your location. The scope of locality is determined by the certifying agency.

Why are certifications important?

Certification programs can even the playing field and promote opportunities to certified small, local and diverse businesses especially for contracting opportunities that have participation goals. Once certified, a business becomes part of the certifying agency's database and may be used by the private sector, prime contractors, and government agencies to increase the diversity in contracting opportunities.

Who issues the City's Certifications?

The Bureau of Contract Administration (BCA) administers the City's certification programs. For more certification information, visit BCA's [Certification Program Description](#) page. Contact them at bca.certifications@lacity.org. It is **free** to apply for certification with the City of Los Angeles.

What Certifications are offered by the City of Los Angeles?

Local Business Enterprises:

On RAMP, qualifying entities may apply for the Local Business Preference Programs:

- Local Business Enterprise (LBE)
- Local Small Business (LSB)
- Local Transitional Employer (LTE)
- State-Local Disabled Veteran Business Enterprise for LAWA (DVBE-LAWA)
- Local Business Enterprise for Harbor (LBE-Harbor).

Airport Concessions, Disadvantaged, Minority, Woman Owned Business Enterprises:

The City processes applications of firms headquartered in Los Angeles County for the following certifications:

- Airport Concessions/Disadvantaged Business Enterprise (ACDBE/DBE)
- Minority Business Enterprise (MBE)
- Women Business Enterprise (WBE)

Non-Los Angeles County firms may apply with recognized agencies and request recognition on RAMP after getting certified.

Small Business Enterprise-Proprietary:

Small Business Enterprise-Proprietary (SBE-Proprietary) is a program used only by the City's Proprietary Departments: Department of Water & Power, Los Angeles World Airports and Port of Los Angeles. Firms that are already certified by specific agencies may request recognition as SBE-Proprietary without going through the application process. The SBE-Proprietary program is different from the SBE-Los Angeles program. Firms who want SBE recognition with non-Proprietary City Departments will need SBE-Los Angeles recognition. See the Certification Inter-Agency Recognition Chart [here](#)

For more information and application forms, visit the Bureau of Contract Administration's [Certification Program Description](#) page.

How do I get my certifications from other recognized agencies on RAMP?

The City recognizes Disadvantaged, Disabled Veteran, Emerging, LGBT, Minority, Women and Small Business Enterprise (DBE, DVBE, EBE, LGBTBE, MBE, WBE, SBE) certifications from specific agencies.

If your firm is already certified with recognized agencies, submit a verification request through RAMP. After confirming your certification with your home agency, the City will add the certification to your RAMP profile. The advantage of certification recognition is that you will be considered certified by the agency that certified you and the City of Los Angeles. If verified, you won't need to go through the application process with the City. Upon expiration, you would still need to renew with your home agency then resubmit a verification request on RAMP. Find the Certification Inter-Agency Recognition Chart [here](#) You can watch a video about the recognition request process on [Youtube](#) or follow the instructions on the [RAMP Certification Manual](#).

For technical support: Send an email to support@rampla.org
For Support Manuals, visit <https://www.rampla.org/s/support>



www.RAMPLA.org