

## SBE NEWS ALERT

# 7 Techniques to Help You Save Money with Technology



By Anita Campbell

As small businesses rely more and more on technology, if your company is like my company, you find yourself spending a bigger chunk of your budget on technology. That's not a bad thing if you get leverage from technology. In other words, it's a net positive if that technology helps you sell more, serve customers faster, keep your labor costs in check, be more efficient internally or you somehow otherwise gain from the technology. You end up being much further ahead.

But why spend more money than you need to on technology, right? Here are some tips for how to spend as little as possible on that all-important technology for your business.

### Use Evernote to compile lists of discount codes and special offers

How many times have you encountered discount codes or special offers, but soon forget where they are? With the web having so many places today to be online, and people subscribing to so many newsletters, it can be hard to keep track. A web note-taking service like Evernote (which has a free version) can help you keep track of discounts or special offers as you come across them online. But you don't have to use Evernote

for this purpose. There are other tools that help you track notes: OneNote; Simplenote; or Google Keep work well, too. Use whatever you are comfortable with. They simplify your life and can save you money.

### Keep your technology an extra generation

Who doesn't love a new gadget? But today's computers, tablets and smartphones can often do the job perfectly well for an extra year. Think of all the money you can save by simply stretching the useful life of your technology a bit longer.

### Set up alerts for price drops

Your favorite shopping sites may offer an alerts service to notify you of special deals or other changes to items for sale. Also, some third party apps have been created for this purpose. Camel-CamelCamel and Unimerc help you track price changes on Amazon. TechBargains offers deal alerts for technology that you can set up based on keywords.

### Use a free analytics program to make your online marketing more effective

Too many businesses use technology but don't get the most from their investment in it. Take, for example, your website. Is your website as effective as it could be? Or is it like a sieve, allowing leads to just run through it without capturing them or

letting visitors leave without capitalizing on the traffic that comes to it? Google Analytics is a powerful program. But most users only scratch the surface of what it can do. If you take the time to learn it and customize it to track specific activity on your website, it can deliver insights that will prevent leads and traffic from getting away without capitalizing on it. Your marketing spend will be more effective if you learn to use it.

### Subscribe to get daily or weekly tech deals

There are now many places online that offer "deal or the day" or weekly deals or specials. Sign up for newsletters and printed sale flyers from hardware companies

■ Continued on page 7

**SMALL BUSINESS EXCHANGE**

## SBE OUTREACH SERVICES

With 1.5 million businesses in our database, SBE is California's #1 source for diversity outreach.

### Advertisements

Placed in the Small Business Exchange newspaper, SBE Today newsletter, and online at [www.sbeinc.com](http://www.sbeinc.com)

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Targeted mailings sent to businesses per your criteria.

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Telephone follow-up calls that follow a script of 5 questions you create.

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Will fit right into your proposal, along with a list of interested firms to contact.

### Contact Info:

703 Market Street, Suite 1000

San Francisco, CA 94103

Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com)

Website: [www.sbeinc.com](http://www.sbeinc.com)

Phone: (415) 778-6250, (800) 800-8534

Fax: (415) 778-6255

Publisher of  
Small Business Exchange  
weekly newspaper

# California Sub-Bid Request Ads

Seeking Qualified MBE, DVBE, DBE, WBE,  
City of San Diego ELBE, SLBE Subcontractors

**City of San Diego**

**As-Needed Engineering Consultant Services:  
2015-2017 for the Public Utilities Department**

**Contract No. H146292**

**Location San Diego, CA**

**Bid Date: September 3, 2014**

**Trades:** 237110 Water and Sewer Line and Related Structures Construction (construction management); 541310 Architectural Services; 541330 Engineering Services (civil, environmental, water/wastewater/recycled, traffic, soil/geotechnical, hydrogeological/geological engineering, materials, electrical/instrumentation and controls, mechanical, cost estimating, contracting); 541360 Geophysical Surveying and Mapping Services; 237120 Corrosion Protection (corrosion, coatings); 541370 Surveying and Mapping (except Geophysical) Services

## RMC Water and Environment

10509 Vista Sorrento Parkway, Suite 205  
San Diego, CA 92121

Phone: (925) 627-4135 • Fax: (925) 627-4101

Contact: **Sandy Bailey**

sbailey@rmcwater.com

Interested companies should email a brief statement of qualifications to sbailey@rmcwater.com

We will assist interested firms in obtaining bonds, lines of credit and/or insurance if necessary.

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## REQUEST FOR DBE SUBCONTRACTORS AND SUPPLIERS FOR:

**Tracy Municipal Airport Reconstruction of  
Runway 12-30 and Taxiways B, D, and E  
and the Runway/Taxiway  
Intersection Schedule A and Schedule B  
City of Tracy**

**AIP No. 3-06-0259-16**

**CIP 77037**

**BID DATE: August 12, 2014 @ 10:00 am**

We are soliciting quotes for (including but not limited to): Trucking, SWPPP, Marking, Electrical, Runway Lighting, Signs, Clearing & Grubbing, Runway and Taxiway Painting, Survey Monuments, Survey Mag Spikes, Sawcutting, Cold Plane Grinding, Underground Storm System, Quality Control Program and Construction Materials

## O.C. Jones & Sons, Inc.

1520 Fourth Street • Berkeley, CA 94710 • Phone:

510-526-3424 • FAX: 510-526-0990

Contact: **Greg Souder**

An Equal Opportunity Employer

100% Performance & Payment Bonds may be required. Worker's Compensation Waiver of Subrogation required. Please call OCJ for assistance with bonding, insurance, necessary equipment, material and/or supplies. OCJ is willing to breakout any portion of work to encourage DBE participation. Plans & Specs are available for viewing at our office.

## REQUESTING BIDS FROM QUALIFIED DVBE SUBCONTRACTORS AND SUPPLIERS FOR THE FOLLOWING PROJECT:

**Rt. 92 – San Mateo – Hayward Bridge Deck Rehab, San Mateo and Alameda County  
Caltrans Project #04-041004, Bid Date: August 5, 2014 at 2:00 pm**

We hereby encourage responsible participation of local Disabled Veteran Business Enterprises, and solicit their subcontractor or material quotation for the following types of work. This is a highway project with the typical items of work associated, but not limited to: Lead Compliance Plan, Temporary Fence, Construction Area Signs, Traffic Control System, Portable Changeable Message Signs, Job Site Management, Prepare Water Pollution Control Program, Street Sweeping, Remove Yellow Thermoplastic Traffic Stripe, Work Area Monitoring, Rapid Setting Concrete, Remove Epoxy Asphalt Concrete Overlay, Remove Concrete Deck Surface, Aluminum Railing, Poly Concrete Overlay, Remove Unsound Concrete, Prepare Concrete Bridge Deck, Treat Bridge Deck, Bridge Deck Treatment, Bridge Removal, Structural Concrete, Clean Expansion Joint, Precast Concrete, Joint Seal, Rebar, Misc. Metal, Stripe and Markers, Electrical, Construction/Equipment Rentals, Trucking, etc.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DVBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available from Caltrans at: [www.dot.ca.gov/hq/esc/oe](http://www.dot.ca.gov/hq/esc/oe).

Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.

## C.C. Myers, Inc.



3286 Fitzgerald Rd. • Rancho Cordova, CA 95742 • 916-635-9370 • Fax 916-635-1527

Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation. The Contractor will pay standard industry rates for these bonds.

Contact C. C. Myers, Inc. for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications. C.C. Myers, Inc., is a Union Contractor. AN EQUAL OPPORTUNITY EMPLOYER

## REQUESTING BIDS FROM QUALIFIED DBE SUBCONTRACTORS AND SUPPLIERS FOR THE FOLLOWING PROJECT:

**Rt. 101 – Beaudry Ave. Replace PCC Pavt & AC OL  
Los Angeles County, Caltrans Project #07-295504, Bid Date: August 14, 2014 at 2:00 pm**

We hereby encourage responsible participation of local Disadvantaged Business Enterprises (9% Goal), and solicit their subcontractor or material quotation for the following types of work. This is a highway project with the typical items of work associated, but not limited to: Lead Compliance Plan, Construction Area Signs, Traffic Control, Prepare WPCP, Temporary Drainage Inlet Protection, Temporary Concrete Washout, Remove Fence, Remove Guardrail, Remove Marker, Remove Roadside Sign, Remove Asphalt Concrete Dike, Remove Concrete Pavement and Base, Cold Plane Asphalt, Concrete Pavement, Clear & Grub, Roadway Excavation, Rock Blanket, Wood Mulch, Check and Test Facilities, Pipe, Lean Concrete Base, Hot Mix Asphalt, Precast Jointed Concrete Pavement, Dowel Bar Retrofit, Spall Repair, Grind Existing Concrete Pavement, Aggregate Base, Structural Concrete, Minor Concrete, Joint Seal, Aluminum Sign, Roadside Sign, Slope Paving, Fence, MBGR, Vegetation Control, Stripe and Markers, Electrical, Construction/Equipment Rentals, Trucking, etc.

C.C. Myers, Inc. is willing to break down items of work into economically feasible units to encourage DBE participation. If you are interested in any of this work, please provide us with a scope letter or contact us immediately. Plans and Specifications are available from Caltrans at: [www.dot.ca.gov/hq/esc/oe](http://www.dot.ca.gov/hq/esc/oe).

Conditions or exceptions in Subcontractor's quote are expressly rejected unless expressly accepted in writing. Subcontractor and Supplier quotes are required 24 hours prior to the bid date to enable thorough evaluation.

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Each Subcontractor shall be prepared to submit faithful performance and payment bonds equal to 100% of their quotation. The Contractor will pay standard industry rates for these bonds.

Contact C. C. Myers, Inc. for assistance with bonds, insurance, lines of credit, equipment, supplies or project plans and specifications. C.C. Myers, Inc., is a Union Contractor.

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**Visit [www.sbeinc.com](http://www.sbeinc.com)  
to download a PDF version of the  
latest SBE Newspaper and  
SBE Newsletter**

# California Sub-Bid Request Ads

RGW Construction Inc. is seeking all qualified Disadvantaged Business Enterprises (DBE's) for the following project:

**Runway Safety Area Improvements North Field  
Oakland International Airport-City of Oakland – Board of Port Commissioners  
AIP 3-0600170-(FUTURE)**

**Engineer Estimate: \$33,250,000 - 491 Calendar Days  
Bids: August 27th, 2014 @ 2:00pm**

**Requesting Sub-quotes for (including but not limited to):** Electrical Materials, Construction Area Signs, Traffic Control, Demolition of Pavement, Clear & Grub, Hydroseeding, Soil-Cement Treatment, Asphalt Paving, Fencing, Pavement Marking, Signal and Lighting, Message Signs, Lighting & Sign Illumination, Surveyor, Water Truck, Sawcut Grooving of Pavement, Trucker.

**Scope of Work:** Stabilization of RSA soils through addition of cement, re-grading the RSA, runway markings, new taxiway, relocation of vehicle service roads, excavation and grading, removal of existing drainage infrastructure, constructing new drainage improvements, removal of existing electrical duct banks, constructing new electrical duct banks, Medium Intensity Approach Lighting System with Runway Alignment Indicator Lights and Precision Approach Path Indicator upgrades and lighting improvements.

RGW is willing to breakout any portion of work to encourage DBE participation. Contact us for a specific item list.

Subcontractor/Supplier quotes must be in strict accordance with the bid documents and specifications. Subcontractors are to familiarize themselves with regard to Oakland Airport requirements, restrictions, protocol, local hire, PLA & OCIP.

The Port has elected that the project will be covered by an Owner Controlled Insurance Program (OCIP) that will provide the General Liability, Worker's Compensation, Employer's Liability, and Contractor's Pollution Legal Liability insurance.

Plans, Specs and the Project Insurance Manual (OCIP) are available to view and copy at our office or can be downloaded from our FTP site: [www.rgwconstruction.com/ftp/](http://www.rgwconstruction.com/ftp/). User name: 14138, Password: 14138. Contact Dave Czech 925-606-2400, [david.czech@rgwconstruction.com](mailto:david.czech@rgwconstruction.com) for any questions, including bonding, lines of credit, insurance, scheduling, equipment or material suppliers. Subcontractors should be prepared to submit payment and performance bonds equal to 100% of their quotation.

**RGW Construction, Inc.**

Contractors License A/B 591940

550 Greenville Road • Livermore, CA 94550 • Phone: 925-606-2400 • Fax: 925-961-1925

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Bid Requests from Certified SBE Subcontractors and Suppliers for the following Design-Build Trades: Mechanical, Electrical, Plumbing, Fire Sprinkler, Solar Hot Water Systems, and Exterior Building Maintenance System.

**TRANSBAY BLOCK 7 (DESIGN-BUILD TRADES)**

This is a OCII project with construction work-force and prevailing wage requirements.

**Transbay Block 7  
255 Fremont Street**

**San Francisco, CA 94105**

**Bid Date: 8/29/14 @ 2 PM**

Voluntary Pre-bid Meeting on 8/14/14 at 10:00 AM at Cahill Contractors, 425 California Street, 22nd Floor, San Francisco, CA 94104.

**CAHILL CONTRACTORS, INC.**

Contact: Julie Park

[estimating@cahill-sf.com](mailto:estimating@cahill-sf.com), (415) 986-0600



## Save Money with Technology

Continued from page 1

like Dell, HP and others. Periodically they offer sales that can be substantial, and if you're subscribed you will receive notification. eBay has a Deals section of its site. Large office supply stores like Staples have their Hot Deals of the Week for technology that is on sale. Sites like AppSumo offer "daily deals" for software apps and subscriptions. Other sites such as DealNews aggregate hardware deals from many sites across the Web. Often you can sign up to get notified via email or on your mobile device of new deals.

**Check partner sections of your vendors' websites**

Quite a few vendors today have "partner" relationships with other companies where they offer a discount. For example, if you use Product X, you might be to get discounts for Product Y because Product Y is a partner.

**Hold meetings online; it saves on travel**

OK, so this one isn't exactly about saving money on technology, but it is about using technology to save money elsewhere. The video conference is one of the inventions that can save small businesses thousands and thousands of dollars a year on travel costs. Instead of visiting customers, some meetings can be held via video conference.

Source: U.S. SBA

Sub Bids Requested From Qualified SBE and SF LBE

Subcontractors & Suppliers for

**Mission Bay Development Group -  
Mission Bay Block 36-39, X3 & Block 25  
Location: San Francisco, CA**

**Bid Date: August 12, 2014 @ 2:00 PM**

McGuire and Hester is seeking qualified subcontractors in the following trades: Trucking; Concrete; Paving; Electrical; Traffic Control; Sawcutting; Striping; Grinding/Cold Planing; Sandblasting; Storm/Sewer TV; Fencing; Asphalt; and Underground.

We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

**McGuire and Hester**

9009 Railroad Avenue • Oakland, CA 94603

Phone: (510) 632-7676 • Fax: (510) 562-5209

Contact: Kevin Exberger

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Sub Bids Requested From Qualified DBE and UDBE Subcontractors & Suppliers for

**City of Tracy - Reconstruction of Runway  
12-30 and Taxiways B, D, & E, and the  
Runway/Taxiway Intersection**

**Location: Tracy, CA**

**CIP 77037**

**Bid Date: August 12, 2014 @ 10:00 AM**

McGuire and Hester is seeking qualified subcontractors in the following trades: SWPPP; Clearing & Grubbing; Demolition; Sawcutting; Grinding; Prime Coat; Aggregate/Asphalt Concrete; Striping; Precast; Electrical; and Trucking. We will pay up to and including one and one-half percent (1-1/2%) of your bonding cost. Certification assistance is available, as well as viewing plans and specs.

**McGuire and Hester**

9009 Railroad Avenue • Oakland, CA 94603

Phone: (510) 632-7676 • Fax: (510) 562-5209

Contact: Dave Koerber

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## With SBE you can:

**FIND**

Subcontractors, Vendors, and Suppliers

**REACH**

Diverse Audiences of Various Ethnicity, Race, & Gender

**ADVERTISE**

Sub-Bid Request Ad

# Public Legal Notices

## UNIVERSITY OF CALIFORNIA SANTA CRUZ

### ADVERTISEMENT FOR BIDS

Subject to conditions prescribed by the University of California, Santa Cruz, sealed bids for a lump-sum contract are invited for the following work:

**Project Name: 2300 Delaware Elevators  
No. 72 and 73 Modernization  
Project Number: 10635.**

Description of Work: Elevator modifications required to modernize both the passenger and freight elevators at 2300 Delaware Ave.

This work includes, but is not limited to, the following:

1. Selective demolition of existing elevators but not including existing shaft rails and cab frames.
2. New elevator controls and machinery
3. Modifications to existing electrical power & fire alarm systems as required by or to accommodate the elevator remodeling work
4. Doorway modifications at freight elevator machine room.

Scope of work does not include:

1. Path of travel upgrades
2. General building electrical power & fire alarm system alterations
3. Exterior landscape work.

Procedures: Bidding documents will be available at 1:00, Wednesday, August 20, 2014, at [ucseplanroom.com](http://ucseplanroom.com) for review and free download.

Bidders must attend a **mandatory** pre-bid conference at **Thursday, August 21, 2014 at 2:00 PM** in the PP&C Conference Room.

Bids will be received only at: PHYSICAL PLANNING AND CONSTRUCTION, CONTRACTS OFFICE, UNIVERSITY OF CALIFORNIA, SANTA CRUZ, 1156 HIGH STREET, SANTA CRUZ, CA 95064, Bid Deadline: **Sealed bids must be received on or before 3:00 PM, TUESDAY, SEPTEMBER 9, 2014.**

The successful Bidder will be required to have the following California current and active contractor's license at the time of submission of the Bid: **GENERAL BUILDING CONTRACTOR - B,**

Every effort will be made to ensure that all persons have equal access to contracts and other business opportunities with the University within the limits imposed by law or University policy. Each Bidder may be required to show evidence of its equal employment opportunity policy. The successful Bidder and its subcontractors will be required to follow the nondiscrimination requirements set forth in the Bidding Documents and to pay prevailing wage at the location of the work.

The work described in the contract is a public work subject to section 1771 of the California Labor Code.

Estimated construction cost: \$300,000.

THE REGENTS OF THE UNIVERSITY  
OF CALIFORNIA  
University of California, Santa Cruz  
July 2014



## CITY & COUNTY OF SAN FRANCISCO DEPARTMENT OF PUBLIC WORKS

**Contract No. 3216V  
(ID No. FCP14136)  
NORTH BEACH/JOE DIMAGGIO  
PLAYGROUND RENOVATION**

Sealed bids will be received at 1155 Market Street, 4th Floor, San Francisco, California 94103 until **2:30 p.m. on 08/27/2014**, after which they will be publicly opened and read. Digital files of Bid Documents, Plan Holders Lists, and Addenda may be downloaded at no cost from the Department of Public Works (DPW) Electronic Bid Documents Download site at [www.sfdpw.org/biddocs](http://www.sfdpw.org/biddocs), or purchased on a CD format from 1155 Market St., 4th Fl, S.F., CA 94103, tel: 415-554-6229, for a non-refundable \$15.00 fee paid by cash or check to "Department of Public Works". Please visit the DPW's Contracts, Bid Opportunities and Payments webpage at [www.sfdpw.org](http://www.sfdpw.org) for more information. Notices regarding Addenda and other bid changes will be distributed by email to Plan Holders.

The Work to be done under this contract is located at Joe Di Maggio Playground, Lombard and Mason in S.F. and consists of site improvements with demolition, hazmat abatement, grading; drainage; soil improvement; utility work; structural concrete work; paving; new hard surface courts; new playground; chain link fencing; planting and irrigation. The time allowed for completion is 300 consecutive calendar days. The Architect's estimate is approximately \$4,000,000. For more information, contact the Project Manager, Cara Ruppert at 415-581-2547.

This Project shall incorporate the required partnering elements for Partnering Level 1. Refer to Sec. 01 31 33 for more details.

Pursuant to San Francisco Administrative Code (SFAC) Section 6.25, "Clean Construction" is required for the performance of all work.

The Specifications include liquidated damages. Contract will be on a Lump Sum Bid Items With Unit Prices basis. Progressive payments will be made.

Bid discounts may be applied as per SFAC Chapter 14B. Subcontracting goal is **22% LBE**. Call Finbarr Jewell at 415-554-8360 for details. In accordance with SFAC Chapter 14B requirements, all bidders, except those who meet the exception noted below, shall submit documented good faith efforts with their bids and must achieve 80 out of 100 points to be deemed responsive. Bidders will receive 15 points for attending the pre-bid conference. Refer to CMD Form 2B for more details. Exception: Bidders who demonstrate that their total LBE participation exceeds the above subcontracting goal by 35% will not be required to meet the good faith efforts requirements.

A pre-bid conference will be held on August 14, 2014 at 9:30 a.m in the Main Conference Room, 30 Van Ness Ave., 5th Floor, S.F.

For information on the City's Surety Bond Program, call Jennifer Elmore at (415) 217-6578.

A corporate surety bond or certified check for ten percent (10%) of the amount bid must accompany each bid. SFAC Sec. 6.22(A) requires all construction greater than \$25,000 to include performance and payment bonds for 100% of the contract award.

**Class "A"** license required to bid.

In accordance with SFAC Code Chapter 6, no bid is accepted and no contract in excess of \$400,000 is awarded by the City and County of San Francisco until such time as the General Manager of the Recreation and Park Dept. recommends the contract for award, and the Recreation and Park Commission then adopts a resolution awarding the Contract. Pursuant to Charter Sec. 3.105, all contract awards are subject to certification by the Controller as to the availability of funds.

Minimum wage rates for this project must comply with the current General Prevailing Wage as determined by the State Dept. of Industrial Relations. Minimum wage rates other than applicable to General Prevailing Wage must comply with SFAC Chapter 12P, Minimum Compensation Ordinance.

This Project is subject to the requirements of the S.F. Local Hiring Policy for Construction ("Policy") as set forth in Sec. 6.22(G) of the SFAC. Bidders are hereby advised that the requirements of the Policy will be incorporated as a material term of any contract awarded for the Project. Refer to Section 00 73 30 of the Project Manual for more information.

Right reserved to reject any or all bids and waive any minor irregularities.

7/31/14

**CNS-2650852#**

**SMALL BUSINESS EXCHANGE**



calottery

### CALIFORNIA LOTTERY Invitation for Bid (IFB) #50021 Security Guard Service

The California Lottery (Lottery) is releasing Invitation for Bid (IFB) #50021 to invite qualified firms to provide continuous, unarmed uniformed security guard services at Lottery facilities and on an as-needed basis at special events at various locations throughout California.

The IFB is available to download exclusively on the Lottery website at [www.calottery.com](http://www.calottery.com) under "Vendor Opportunities". The Lottery will not distribute paper copies of the IFB.