



Connect

Our Mission:

To increase purchases of goods and services by large companies and Government entities from Minority-Owned, Women-Owned, HUB-Zone, and Service Disabled Veteran businesses

USDC 2012

May 2012

Happy May, USDC members!

It's great to see the leaves coming out on the trees and the beautiful flowers starting to bloom. I love this time of year – nature's cue to change. Spring signals to me that it's time to change as well. It's time to brush up on my work skills, get out of doors and move more, throw out the old and clean house.

As members of USDC, we have had some great opportunities in the past couple of months to tune up our work skills. The excellent meeting we had at the ATK cabin with Alex Lawrence was a great start to spring. His enthusiastic presentation showed us how important it is to jump onto the social media wagon with both feet and use those tools to aid in marketing our businesses and ourselves.

In April, we were fortunate to have Patty Conner share with us the benefits of the Utah Health Exchange. As small business owners, we are at a disadvantage in hiring and retaining good employees. For most, offering health insurance as a benefit is out of reach. We learned that the Utah Health Exchange gives business owners a new tool in their toolbox. We learned that an employer doesn't have to find a "one-size-fits all" benefit for their employees, but rather let employees pick the insurance program that works for them and their families. The employer can then contribute as much as they can to help the employee get into that insurance program.

This month, we will have the rare opportunity to have a representative from BidSync come to Utah and personally train us on their program. As you know, BidSync is an online bidding service designed to streamline the bidding process for buyers and suppliers. The State of Utah has partnered with BidSync LLC to distribute and receive bids. The State of Utah is sponsoring all of their bid opportunities on the BidSync network, therefore, registration, email/fax notifications, and electronic bid responses for the State of Utah's bids are FREE. Other entities that post bid opportunities on BidSync include cities, counties, school districts, colleges & universities, located within the State of Utah.

Because we will have a representative from the company at our meeting, it will be a great time to ask questions about the program, find out tips and shortcuts, and learn how to use the program to find more business.

Our May 17th meeting will be held at the Gallivan Plaza in downtown Salt Lake between State Street and Main Street at 200 South. The newly remodeled "stage" building will be our venue. Mark your calendars for the 17th and look for our announcement email later this week.

And while you are scheduling, on June 21st, USDC will be hosting a vendor fair for associate members of the organization. The Governor's Office of Economic Development has graciously offered the patio at their new location as a venue for this event. Associate members of USDC who have paid their 2012 membership dues will have the first crack at reserving a table for this event. We will be inviting purchasing agents from the major members to visit with the associates and find out more about your products and services. If you are interested in reserving a table, contact Jo Rudd at jrudd@purchasing.utah.edu.

Marian Hein
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