



**LAUSD**  
**UNIFIED**

## **Doing Business with LAUSD**

Presented by:

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Procurement Services Department

# DOING BUSINESS **\*\*\*** *with* LAUSD

## Schedule

Sessions are hosted via Zoom from 10:00AM - 12:00 PM

|   |  |   |  |   |
|---|--|---|--|---|
| <b>02/18/26</b><br><b>SESSION 1</b><br>INTRODUCTION TO<br>PUBLIC<br>PROCUREMENT | <b>02/25/26</b><br><b>SESSION 2</b><br>VENDOR<br>REGISTRATION<br>AND ELIGIBILITY | <b>03/04/26</b><br><b>SESSION 3</b><br>FINDING<br>OPPORTUNITIES | <b>03/11/26</b><br><b>SESSION 4</b><br>UNDERSTANDING<br>SOLICITATIONS          | <b>03/18/26</b><br><b>SESSION 5</b><br>SUBMITTING BIDS<br>AND PROPOSALS |
| <b>03/25/26</b><br><b>SESSION 6</b><br>ETHICS AND<br>COMPLIANCE                 | <b>04/01/26</b><br><b>SESSION 7</b><br>CONTRACT AWARD<br>AND<br>MANAGEMENT       | <b>04/08/26</b><br><b>SESSION 8</b><br>INVOICING AND<br>PAYMENT | <b>04/15/26</b><br><b>SESSION 9</b><br>BUILDING LONG-<br>TERM<br>RELATIONSHIPS | <b>04/22/26</b><br><b>SESSION 10</b><br>RESOURCES AND<br>SUPPORT        |

# Session 9

## Building Long-term Relationships





# CONTRACT

The contract between the two companies will expire at the end of the year. They will only agree to sign the contract if certain conditions are met. If on a temporary contract and have the ability to re-sign. Under the terms of their contract, employees must give three months notice if they leave. A contractual relationship does not necessarily mean the contract is enforceable. It may be void and have void contract, or voidable (see voidable Contract).

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# ***Why Long-Term Relationships Matter***

- ❖ Building long-term relationships with LAUSD helps vendors establish trust and reliability.
- ❖ Consistent, high-quality performance increases the likelihood of contract renewals and repeat business.
- ❖ Strong relationships also improve collaboration and problem-solving when challenges arise.

# *Performance*

## *Vendor Performance Expectations*

- ✓ Deliver goods/services on time
- ✓ Meet contract specifications
- ✓ Maintain quality and consistency
- ✓ Follow LAUSD policies and compliance standards

# *Performance*

## *Monitoring Performance*

- ✓ Regular evaluations by LAUSD
- ✓ Key Performance Indicators (KPIs):
  - Timeliness
  - Quality
  - Responsiveness
- ✓ Documentation and reporting requirements

# *Performance*

## *Improving Performance*

- ✓ Address feedback promptly
- ✓ Implement corrective actions
- ✓ Train staff regularly
- ✓ Maintain clear internal processes

# *Communication*

## *Key Stakeholders*

- ✓ Procurement staff
- ✓ Contract sponsor (department representative)
- ✓ School or site administrators – “end users”

# *Communication*

## *Effective Communication Strategies*

- ✓ Be proactive and responsive
- ✓ Maintain regular check-ins
- ✓ Provide updates on project status
- ✓ Document all communications

# *Communication*

## *Handling Issues Professionally*

- ✓ Report problems early
- ✓ Offer solutions, not just concerns
- ✓ Stay transparent and accountable
- ✓ Follow proper escalation channels

# *Competitiveness*

## *Importance of Staying Competitive*

- ✓ LAUSD uses competitive bidding processes
- ✓ Performance impacts future opportunities
- ✓ Vendors must demonstrate value

# *Competitiveness*

## *Strategies to Stay Competitive*

- ✓ Keep pricing fair and market-aligned
- ✓ Innovate services or products
- ✓ Stay informed on LAUSD needs
- ✓ Maintain compliance and certifications

# *Competitiveness*

## *Building your Reputation*

- ✓ Deliver consistent results
- ✓ Develop strong professional relationships
- ✓ Maintain ethical business practices
- ✓ Seek positive evaluations and references

# *Competitiveness*

## *Preparing for Future Opportunities*

- ✓ Monitor LAUSD procurement portal
- ✓ Update vendor profiles regularly
- ✓ Attend outreach events and workshops
- ✓ Review past performance for improvement

# *Key Takeaways*

## *Preparing for Future Opportunities*

- ✓ Strong performance builds trust
- ✓ Communication is critical to success
- ✓ Competitiveness ensures long-term opportunities
- ✓ Relationships are key to growth with LAUSD

**Thank you!**