

00;00;00;00 – 00;00;10;25

Dewayne Ford

We're in the city of Rancho Cucamonga at our fourth reverse vendor show. My name is Dewayne Ford, and I'm the assistant director of the San Bernardino County Purchasing Department.

00;00;10;28 – 00;00;19;15

Stephanie Shea

This event is a great opportunity for partnering with our community vendors and actually collaborating with them, providing a world of opportunities for procurement.

00;00;19;17 – 00;00;20;18

Jesse Armendarez

This is something that has

00;00;20;23 – 00;00;34;25

Jesse Armendarez

truly been a mission of mine, to try to get here in the last year and a half. And the reason why it was so important to me is I know a lot of our local businesses who can take advantage of all the resources the county has to offer, but more importantly, we're keeping those jobs here locally.

00;00;34;28 – 00;00;47;29

Marco Hurtado

There's this openness of the, the people in purchasing to allow us to actually speak to them. And it's been beneficial because of the fact that there have been very open to listening and trying to figure out how we can do business.

00;00;48;02 – 00;00;59;22

Richard Rumble

It gives us a chance to actually meet face to face with the people who are in charge of setting things up, and they also give us tips on how to, you know, talk to other people, we get to meet people, rub elbows. It's a it's a good networking event.

00;00;59;25 – 00;01;11;27

Josie De Vera

This event is about connection and opportunity. The supervisor is a huge proponent of building relationships, so we encourage you all to take advantage of this event, ask questions, and build those relationships.

00;01;12;03 – 00;01;35;09

Paloma Hernandez-Barker

San Bernardino County serves more than 2.2 million residents, with a \$10.6 billion dollar budget and over 27,000 budgeted positions. Every day across dozens of departments, there's a wide range of

opportunities for partnership, large and small, across many different industries and expertise.

00;01;35;11 – 00;01;54;19

Andrew German

The San Bernardino County Museum is a very unique organization here in the county. We have a lot of different needs than other departments may need, so we like to come to these vendor shows because we get to meet a wide variety of folks. We also like to be able to create a portfolio of vendors, and hopefully they become partners, and we can use them for years to come.

00;01;54;19 – 00;02;06;27

Ariel Gill

Every time we have one of these shows, we get more vendors signed up in E-pro, which is our e-procurement system for the county. We get more departments that have vendor contacts for their lower threshold bids, and we just have a lot of engagement.

00;02;06;27 – 00;02;28;03

Dr. Kenisha Williams

I actually went to the event at Victor Valley College, and after the event, I had the opportunity actually just a couple of months ago to be a keynote speaker right here in the county. From that keynote, several the departments have already had me to come back out to do either other keynotes or training for their teams. So the next time you see them market this, you absolutely want to be here in person.

00;02;28;07 – 00;02;54;29

Dr. Kenisha Williams

There's enough land out there for all of us to add value in our own respective giftings and our own respective businesses.

00;02;55;02 – 00;03;20;21

Jesse Armendarez

00;03;20;24 – 00;03;21;22

Stephanie Shea