



LA28 Procurement Opportunities

A Guide for Employment Social Enterprises. | March 2026

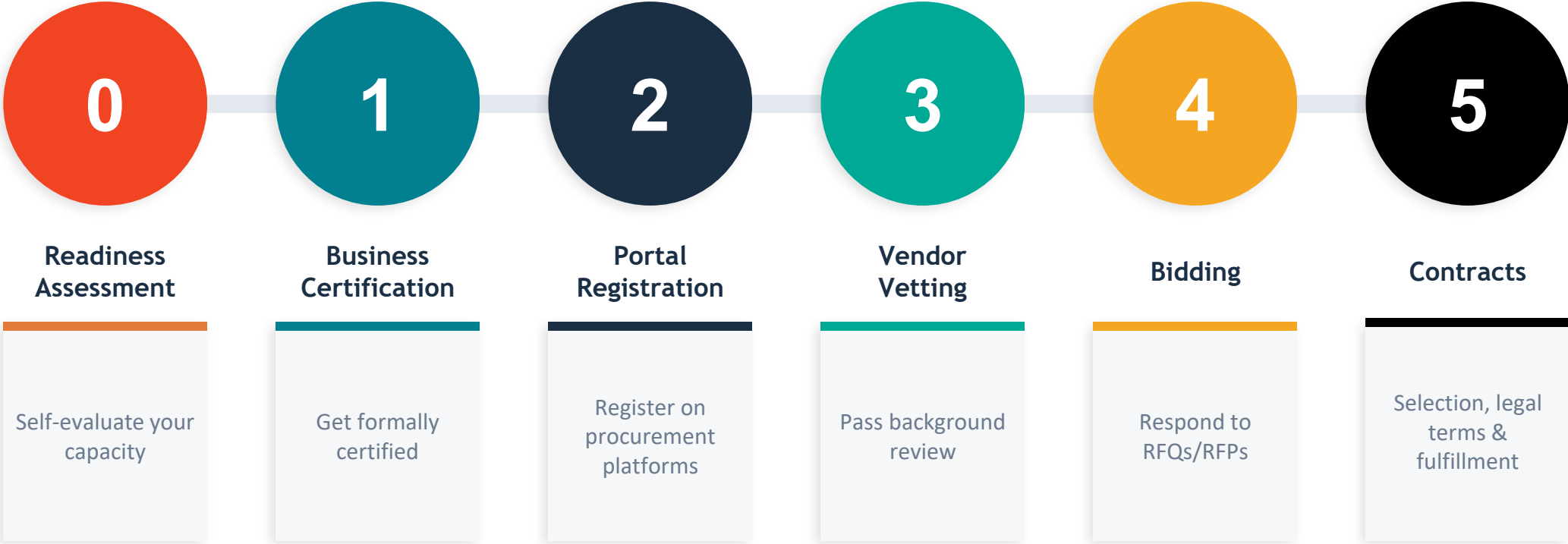
REDF
An investment that works.

The Opportunity

In late fall 2025, REDF convened ESES to discuss their interest in contracting goods and services for LA28 and other large events in the Los Angeles region. Participants requested more information to help them determine if the effort was feasible. REDF launched a discovery process to clarify the following:

- Registration & Certification Requirements
- Bid Visibility (platform, contractors)
- Procurement Timelines
- ESE Eligibility for Bidding

The 6-Step Procurement Journey



Start here — even before certification!

Not guaranteed

Step 0: Is This Right for Your ESE?

Before investing time in the process, complete an honest readiness self-assessment.

0



Is there a need for your good or service?

See category list on the next slide



Are you the direct source (not a reseller)?

You must act as primary provider



Do you operate in LA County?

Location proof required



Do you have a website?

Serves as a source of truth



Does your good or service match to a NAICs Code

Confirm commodity code(s)



Can you scale quickly when demand spikes?

Contracts may require rapid ramp-up



Can you carry \$1-2M in liability insurance

This is typically required



Can you provide tax records and financial statements?

3 years of records may be needed



Do you have your articles of formation?

Proof of ownership is required



Can you align your mission to the event values?

Social impact, sustainability, workforce development

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Contracting Categories

These categories have historically been procured at LA-based large events (Source: LASEC Business Connect):

Audio/Visual	Catering & Food	Contract Labor	Décor	Electrical Engineering
Entertainment	Event Planning	Fencing	Florals	Furniture Rentals
General Contractors	Generators	Gifts & Promotions	Graphic Design	Hardware Supplies
Janitorial Service	Linens	Office Supplies	Painting	Photography/Video
Portable Restrooms	Printing (Signage)	Security	Staffing (Hospitality)	Sustainability
Tenting	Temporary Housing	Transportation	Warehousing	Waste Removal

Step 1: Get Certified



What You Need to Know

- Required to access most procurement portals
- Cost: free to paid depending on certification body
- Processing time: 30-90+ days – start now!
- Based on business size, ownership type, or demographics
- Membership benefits: matchmaking events, webinars

Regional

- RAMP LA
- City of Los Angeles
- County of Los Angeles
- LA Metro
- LA World Airports
- CA Dept. of General Services
- CA Dept. of Transportation

Federal

- SBA (8a, HubZone, Vet-Owned, Women-Owned)
- Veteran Small Business Certification
- System Award Management (SAM)

National Advocacy

- Southern CA Minority Supplier Dev. Council/NMSDC
- Women's Business Enterprise Council-West/WBENC
- National LGBT Chamber of Commerce
- Disability:IN
- NaVOBA / NVBDC

Documents You'll Likely Need to Gather

✓ Federal EIN	✓ 3 yrs federal tax returns	✓ Financial statements	✓ Business licenses & permits
✓ Proof of ownership	✓ Owner resumes & W-2s	✓ Employee records	✓ Real estate leases
✓ Equipment agreements	✓ SAM registration	✓ NAICS / commodity codes	✓ Citizenship documentation

⚠ *This is not an exhaustive list – requirements vary by certifying body*

Step 2: Register on Procurement Portals



ProcureLA

Operated by PACE (Pacific Asian Consortium in Employment)

Contract focus: City of LA · LA County · LA28

Time to register: ~15–20 min intake form

Certification: Not required, but strongly encouraged

Services included:

- Business Matchmaking
- Procurement Advisory
- Technical Assistance
- Networking & Webinars

⚠ Nonprofit organizations are NOT eligible — for-profit ESE entities only

Get In the Game

Led by LA Chamber of Commerce, LISC, Vermont Slauson ED & Next Street

Contract focus: FIFA 2026 · Super Bowl LXI · LA28

Time to register: ~15 min registration

Certification: Not required, but strongly encouraged

Services included:

- Cohort Programming
- Digital Learning
- Financial Advising
- Partner Programs & Live Events

Free resource hub; re-posts RAMP contracts. Some partner services may have costs.

LA28

Operated by LA28 Host Committee

Contract focus: LA28

Time to register: ~15 min registration

Certification: Not required, but strongly encouraged

Services included:

- Intuit Partner Programs
- Contract Outreach
- Product Offerings

Opportunities will be shared through direct contact and not posted.

Also Consider Registering With

2

Once Certified, ESEs can register on additional portals and pursue direct corporate outreach.

LASEC Business Connect

Operated by Los Angeles Sports & Entertainment Commission. Contracts for U.S. Women's Open, FIFA World Cup 2026, Super Bowl LXI, and LA28

Cal eProcure

State of California procurement portal for State Related Contracts and opportunities in the region.

RAMP LA

Regional Alliance Marketplace for Procurement
- LA28's primary bid platform

Monitor Weekly for new EOI/RFQ/RFPs.

Corporations

Register with hospitality-focused and other relevant corporations directly.

⚠ Acceptance into one portal does not guarantee acceptance into others. Each has independent eligibility criteria.

Step 3: Vendor Vetting

3

You will go through separate vetting process for each certification and procurement portal.

Certification Vetting

- Legal documents confirming ownership
- Financial records and statements
- Proof of business capabilities
- Physical location (may include site visits)

Procurement Portal Vetting

- Legal documents confirming ownership
- Financial records and statements
- Business capabilities assessment
- Supplier category match verification
- Operational website review
- Live business pitch presentation

Step 4: Bidding – What to Expect



Move Fast — Deadlines Are Tight

11 of the LA28 RFQs issued in Jan/Feb 2026 had less than one month to respond. Check RAMP LA and other portals weekly – or daily – to avoid missing opportunities.

Highlight Your Mission

Your ESE's social mission is a competitive differentiator. Explicitly include your hiring practices, sustainability commitments, and workforce development impact in every EOI/RFQ/RFP response.

Bids Aren't Always Public

Bids may be distributed via procurement portals or sent directly to registered businesses by approved partners. Not being in the portal means missing private distributions.

Expect 'Hurry Up and Wait'

Registration opens early, RFQs release gradually, responses are due quickly, then contract decisions take time. Plan your administrative capacity for this uneven rhythm.

Understanding the LA28 Contracting Timeline



85%

of LA28's budget is expected to be spent in the final 18 months before the Games (opens ~early 2027). But bidding processes start well before — register and certify NOW.

Now (Q1 2026)

Infrastructure & Long-Lead Bids
Roadways, landscaping, venue upgrades, event ops

2026 - 2027

Rolling RFQ/RFP Releases
Sporadic – check portals constantly

2027- August 2028

Major Spend Window
Final contracting opportunities

Watch out for:

- Long-term infrastructure projects bid earliest
- Direct outreach for specialized needs
- RFQ timing is at each contracting party's discretion

Your Action Plan



Complete a Readiness Assessment

Honestly evaluate your capacity to deliver, scale, and meet insurance and documentation requirements before investing further time.



Identify & Apply for Certification

Research which certifications apply to your organization (regional, federal, or advocacy-based). Allow 30–90+ days for processing.



Register on Procurement Portals

Register with ProcureLA and Get In the Game at a minimum. Also register with RAMP, LASEC Business Connect, and Cal eProcure.



Prepare Your ESE Value Proposition

Draft language about your hiring mission, employee demographics, sustainability practices, and community impact for use in all bid responses.



Explore Alternative Opportunities

Don't wait for RFQs only. Directly pitch hospitality-related businesses for supply contracts that can serve as pilots for future events.



Connect with REDF

Let REDF know if you are pursuing opportunities. Share barriers and lessons learned – this helps the whole ecosystem.

Key Resources

RAMP LA – LA28 Bid Search

Find and respond to active LA28 bids

rampla.org

LA28 Registration

Register for LA28 Business Portal

la28.supplierone.co

ProcureLA – Intake Form

Register for City/County/LA28 Procurement Support

procurela.org/#get-started

ProcureLA Capacity-Building Webinars

Specific special-event guidance

www.youtube.com/@PACE-Biz-Dev

Get In the Game - Registration

Hub for FIFA 2026, Super Bowl & LA28 contracts

Getinthegamela.com

LASEC Business Connect

Learn more and register

lasec.net/business-connect/

ESE Supplier Readiness Assessment

Specific special-event guidance

bit.ly/esereadiness

RAMP LA – LA28 Bid Search

Find and respond to active LA28 bids

rampla.org

Ready to Get Started?

Contact REDF to discuss your organization's readiness and next steps.

- ☒ Communicate with REDF if pursuing opportunities
- ☒ Share lessons learned & barriers encountered
- ☒ Monitor RAMP LA and procurement portals regularly