



**THE PORT**  
OF LOS ANGELES **LA**

A M E R I C A ' S P O R T ®

# CONTRACTS AND PURCHASING- ANALYSIS OF SINGLE RESPONSE OPPORTUNITES

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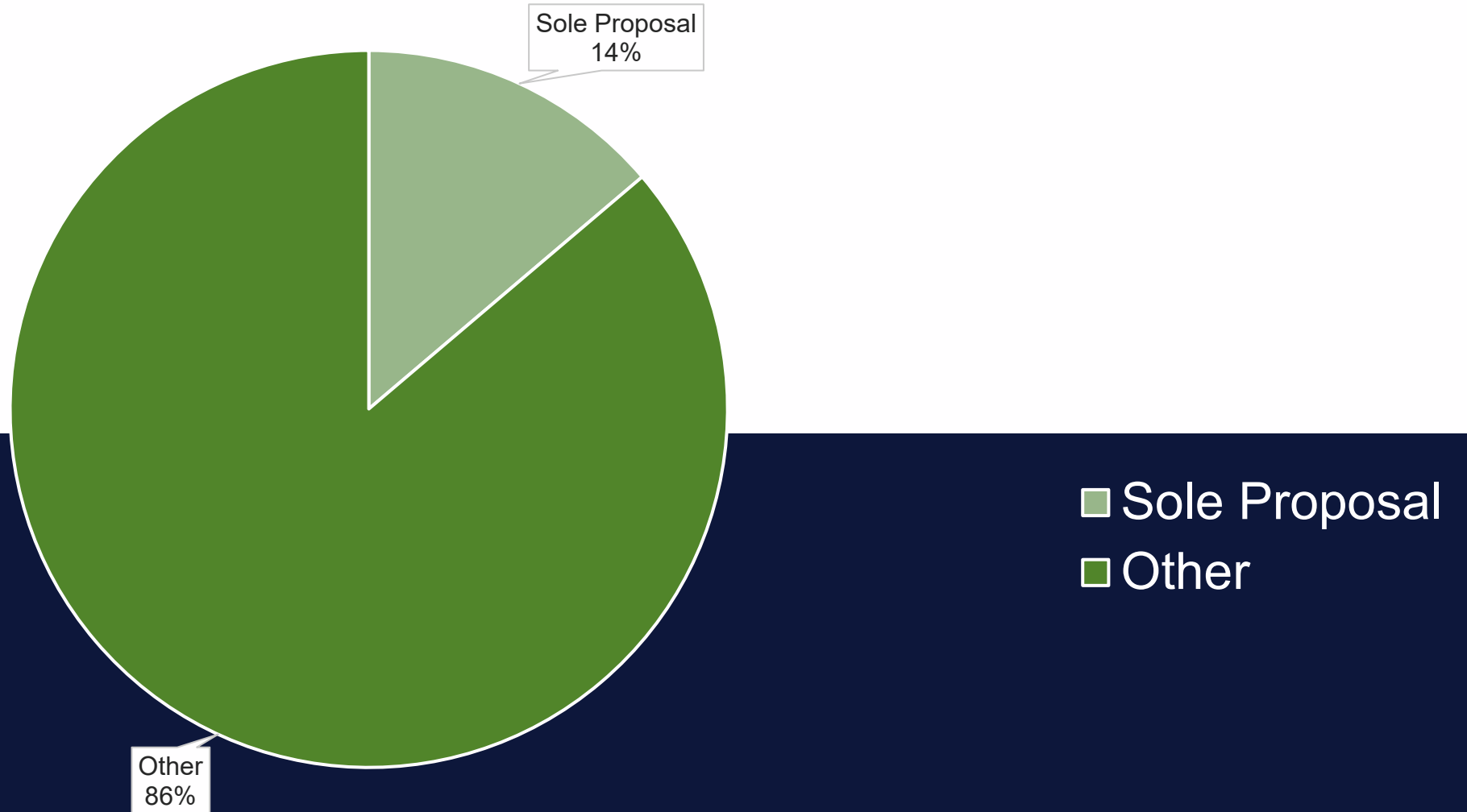
# Single Response Analysis

- On August 14, 2025, the Board requested an analysis of contracting opportunities that only received one bid or proposal.

# Advertising an Opportunity

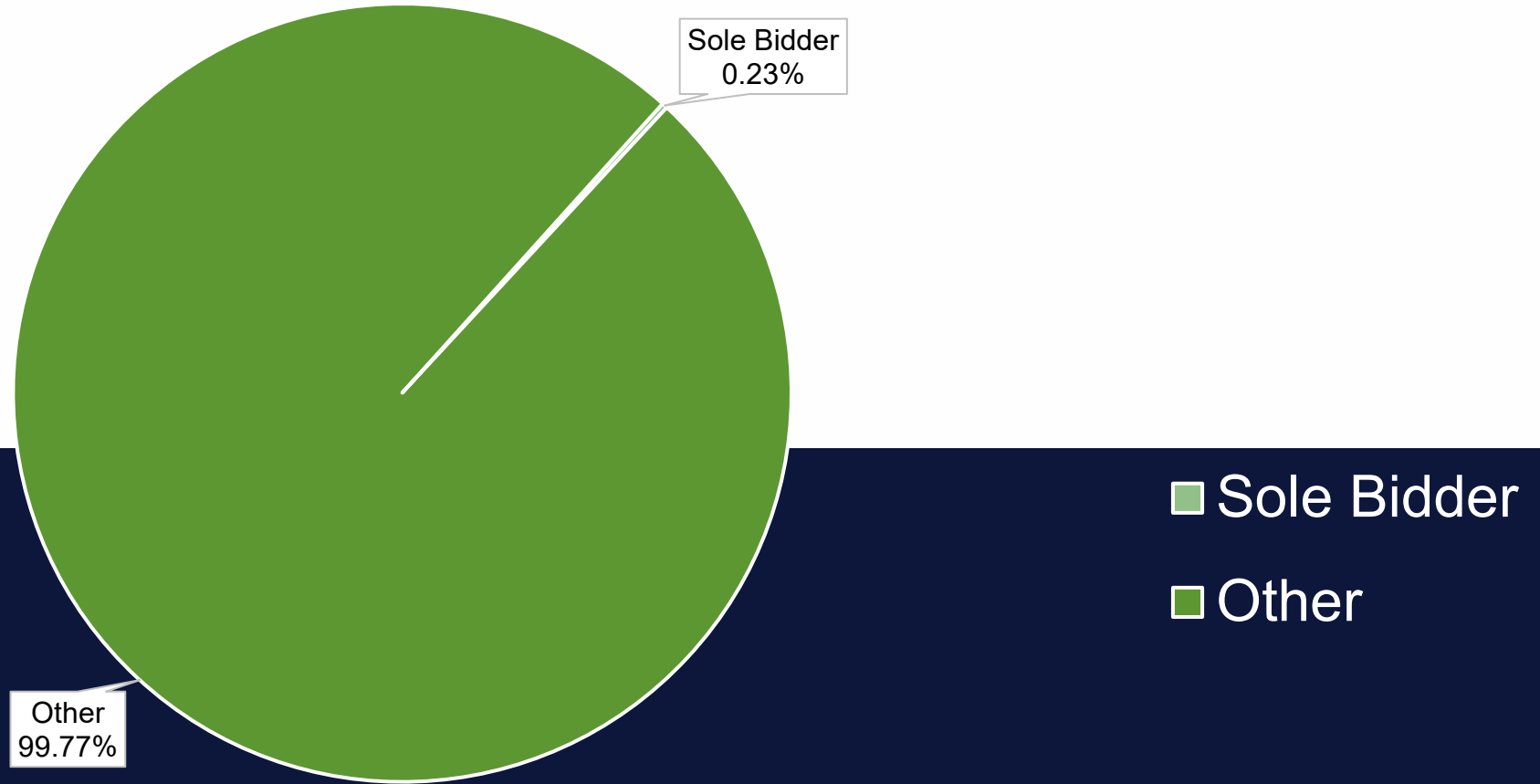
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- Regional Alliance Marketplace for Procurement (RAMP)
  - Port of Los Angeles Website
  - Outreach Events in line with Harbor Department and Mayor's SBE Goals

# Request For Proposals with Single Response



**Of the 87 total RFPs released valued at \$203,098,162, 12 RFPs or 14%, valued at \$3,503,825.00, had a single response.**

# Request for Bid with Single Bid Response



**Of the 3,062 Purchase Orders awarded, valued at \$71,687,022, 7 Purchase Orders, or 0.23%, equating to \$7,413,825.30, had only one bidder.**

# Survey Results

Vendors that viewed or downloaded the opportunity but did not respond

- Unfavorable terms (insurance, indemnification, standard contract terms, etc.)
- Unable to honor their original bid pricing after several months have passed
- Procrastination
- Administrative requirements
- Lack of knowledge and/or expertise to provide the materials/services
- Lack of interest
- Insufficient staffing to perform the services

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# Conclusion



Limited market  
availability for niche  
items

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Limited competition  
due to unique  
expertise

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Few vendors have  
specialized  
certifications

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Limited competition  
due to government  
regulations

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# Conclusion

continued

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- LAWA and DWP utilize multiple outreach platforms but share same issue.
  - We will continue to encourage competition and multiple bidders for ALL public opportunities.



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THANK YOU



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