



SUPPLY SA

Procurement Partnerships for Local Economic Growth

Growing Local Economies through Local Procurement Partnerships

Melanie T. McCoy

02.06.2026

AGENDA

1. What is Supply SA –Objective & Goal
2. Who Champions and Participates in Supply SA
3. How does Supply SA support business growth and economic development
4. How to connect and contact us

Melanie T. McCoy,
CEO Supply SA & Executive Director, SCTRCA
North Star: “Living by faith, fostering growth through service”

A U.S. Army veteran, entrepreneur, and systems strategist, Melanie is leading the transformation of public procurement in the San Antonio region. She is aligning 14 public agencies—including the City of San Antonio, Bexar County, SAWS, UT Health, UTSA, CPS Energy, and others—under a shared infrastructure model to streamline access, increase equity, and grow local business participation. Her corporate experience as well as her entrepreneurial background informs her systems leadership, bridging policy and practice to empower small and local businesses. She is building a replicable procurement model designed to fuel inclusive economic growth in major U.S. cities.

“Procurement Partnerships for Local Economic Growth”



SUPPLY SA OBJECTIVE AND GOALS



Supply SA Initiative Objectives

Create a robust E2E procurement ecosystem focused on sustainable growth, measurable economic impact and local supplier focus.

Goal: Through regional collaboration, increase local and small business participation in the San Antonio area public procurement system.



Increase the number of small local businesses bidding on our work



Increase the % of local small businesses winning contracts



Receive an independent evaluation that can be used to demonstrate progress and return on investment



Fair and timely certification process

Decrease certification processing time: Goal 30 days

WHY NOW & OPPORTUNITIES

The historic influx of federal funds available in Texas and San Antonio provides an opportunity to hire local and small firms to complete projects.

Nationally, federal, state, and local agencies spend over \$1.6 T on goods and services per year in the United States; these agencies spent over ~\$9 B in San Antonio

As the country's 7th largest city, San Antonio is illustrative of how this public spending happens locally.

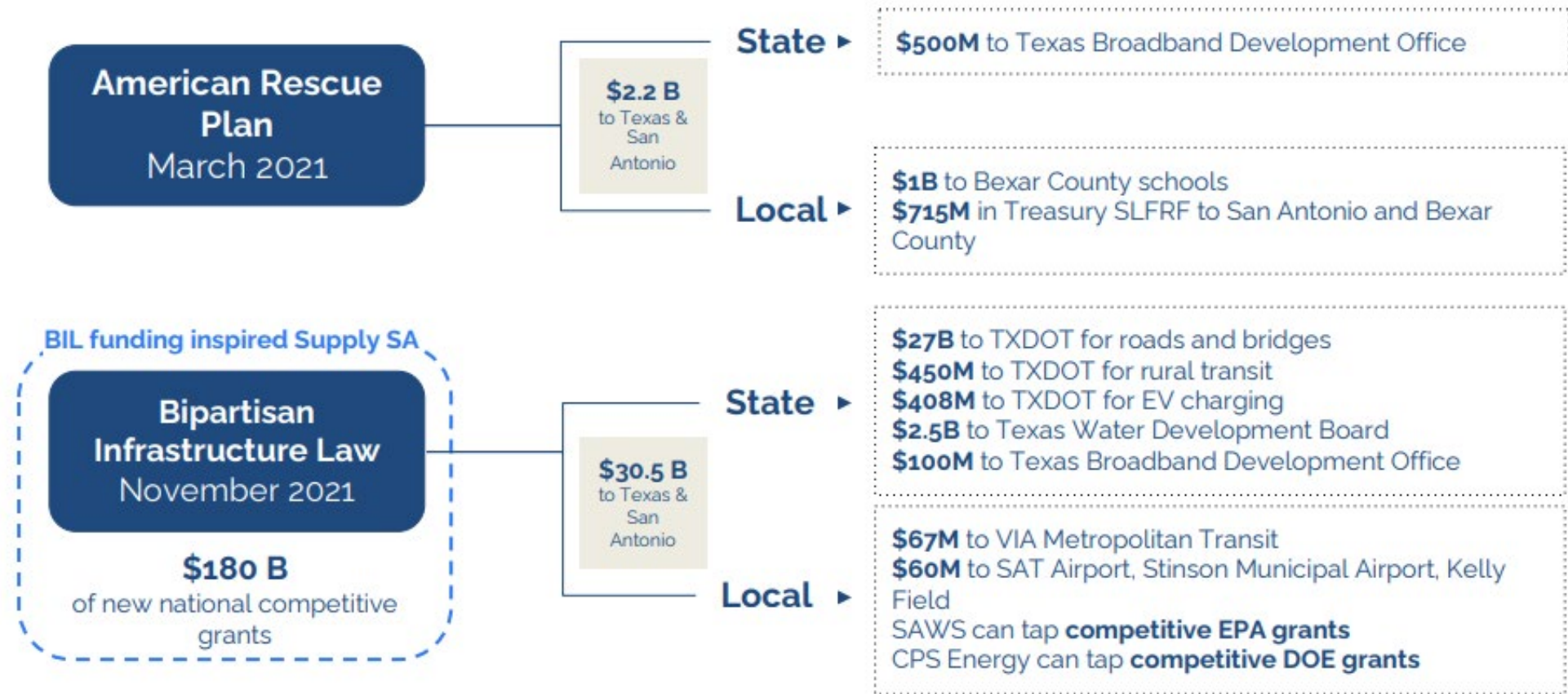
Every metro area across the country is home to its own local procurement economy.



Source: Nowak Metro Finance Lab (2022) for Supply San Antonio.

OPPORTUNITIES

The historic influx of federal funds available in Texas and San Antonio provides an opportunity to hire local and small firms to complete projects.



CORE CHALLENGES TO SMAL BUSINESS PARTICIPATION

THREE KEY THEMES IDENTIFIED AS HURDLES TO PARTICIPATE IN LOCAL PROCUREMENT

1. Fragmentation: 14 independent vendor portals; varying policies and requirements; disconnected Technical Assistance programs across agencies.
2. Limited Capacity: Supplier development and procurement support for small to mid-size firm
3. Capital Access: Small businesses struggle to access bonding and working capital

SUPPLY SA'S PROCUREMENT FOCUS AREAS

Procurement Playbook Recommendation Focus Areas

ACCESS

CAPACITY BUILDING

PROCESS

Procurement Innovation Group Recommendations

Vendor Portal accessible within 2 clicks of the homepage


Accepting as many **Certifications** as possible


Centralize technical assistance and capacity building services via **Procurement Navigators**


De-Bundling contracts and encouraging subcontracting, where possible


Forecasting by identifying and publishing upcoming contracts


Initiative Objectives

 Increase local small business bidders on public contracts

 Decrease certification processing time

 Increase local small business bidders on public contracts

 Increase local small businesses winning public contracts

 Increase local small business bidders on public contracts

A

Small Business Accelerator

Provide certification, advocacy, guidance and resources to local contracting.

B

Community Partnerships

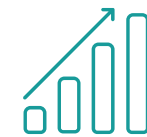
Connect SBOs with local partners, resources, programs and networks.
(SA Entrepreneurial Ecosystem)

Supply SA Ecosystem



Member Agency Enabler

Build relationships, provide forecasts, assess requirements and re-imagine infrastructure to enhance SBO competition.

C

Regional Economic Growth

Grow small businesses, increase local awards, and re-investment into the San Antonio region.

D

SUPPLY SA SPONSORS AND CHAMPIONS



Supply SA Member Agencies



Where to find Opportunities – One stop to all 14 agency portals



Welcome to our one stop page to access the vendor portals for each participating agencies.

Click on the logo below to begin viewing each agencies opportunities.

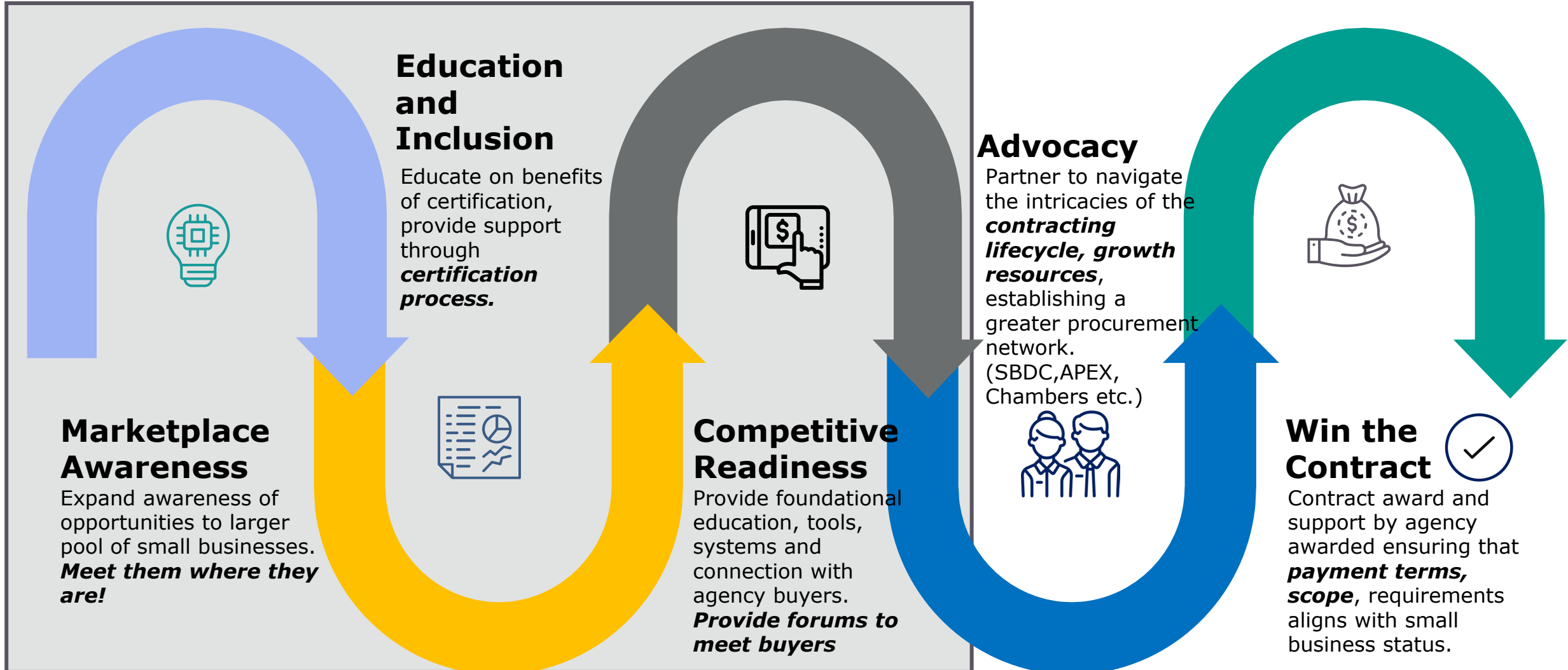


HOW SUPPLY SA SUPPORTS SMALL & LOCAL BUSINESSES GROWTH



Supply SA Vision: End-To-End Supplier Economy Ecosystem

Procurement Navigation: Small business Advocacy, Resourcing and Partner Engagement to impact



Robust E2E Procurement Ecosystem focused on sustainable growth, measurable economic impact and local supplier focus.

Supply SA Collaboration, Support and Advocacy

Goal: Through regional collaboration, increase local and small business participation in the San Antonio area public procurement system.

Certifications

Supply SA certifies eligible small, minority-owned, women-owned, and veteran-owned businesses through our online certification portal.

We are committed to providing timely certification processing, along with training and education, to support and empower our vendor community.

Agency & Small, Local Business Collaboration

We work directly with public agencies to build inclusive procurement systems. Through ecosystem enhancements—including meet-the-buyer events, matchmaking forums, and procurement policy support—we bridge the gap between agencies and the local business community.

Procurement Navigation

Procurement can be complex—but businesses don't have to navigate it alone. Supply SA helps small and local businesses understand how to access public contracting opportunities. Our team provides direct guidance on where to find bids and tap into resources that support business growth.

HOW TO CONNECT WITH SUPPLY SA



Where to Start? www.supply-sa.org



[Home](#)

[About](#)

[Vendors](#)

[Partners](#)

[Vendor Portals](#)

[Connect With Us](#)

Powering Local Growth Through Public Procurement

Supply SA connects public agencies and local businesses to streamline procurement and build a stronger regional economy.

[START YOUR JOURNEY](#)

[GET CERTIFIED](#)

[BECOME A PARTNER](#)

Public procurement systems weren't built for small businesses. Processes are complex, contracts are too large, and access is often unclear.

Supply SA changes that - bridging the gap between public

Procurement Navigation Intake Form



Contact Us

Please complete the form to help us better understand your business and where you are in the procurement process.

Please use the information provided below to contact us regarding any questions, comments or concerns.

Email: support@supply-sa.org

Phone: (210) 458-3226

Address:

501 W. Cesar E. Chavez Blvd, Ste 3.324, San Antonio, TX 78207

Name (required)

First Name

Last Name

Business Name (required)

Phone (required)

Email (required)

1. Is your business currently certified (e.g., SBE, MBE, WBE, DBE)? (required)

- YES
- NO
- IN PROGRESS
- NOT SURE

2. Have you ever submitted a bid for a government contract? (required)

- YES
- NO
- I'VE LOOKED INTO IT, BUT HAVEN'T SUBMITTED YET.

3. Where would you say you are in the procurement process? (required)

- JUST GETTING STARTED.
- LEARNING ABOUT CERTIFICATION.
- CERTIFIED, BUT HAVEN'T BID YET.
- ACTIVELY BIDDING.
- HAVE WON CONTRACTS.
- OTHER (PLEASE EXPLAIN):

4. What kind of support are you looking for? (required)

- CERTIFICATION ASSISTANCE.
- GUIDANCE ON WHERE TO FIND CONTRACTING OPPORTUNITIES.
- ACCESS TO SMALL BUSINESS RESOURCES.
- WORKSHOPS/LEARNING SESSIONS.
- ONE-ON-ONE HELP.
- OTHER (PLEASE EXPLAIN):

SOCIAL MEDIA



PROCUREMENT PARTNERSHIPS
FOR LOCAL ECONOMIC GROWTH

SUPPLY SA (210) 458-3226 support@supply-sa.org

Supply SA

Procurement Partnerships for Local Economic Growth
Business Consulting and Services · San Antonio, Texas · 197 followers · 2-10 empl

Felicia works here

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Overview

Supply SA collaborates with public agencies and the business ecosystem into a more accessible, efficient, and transparent process that drives regional small business investment.

Show all details →

Featured

Post ... Post

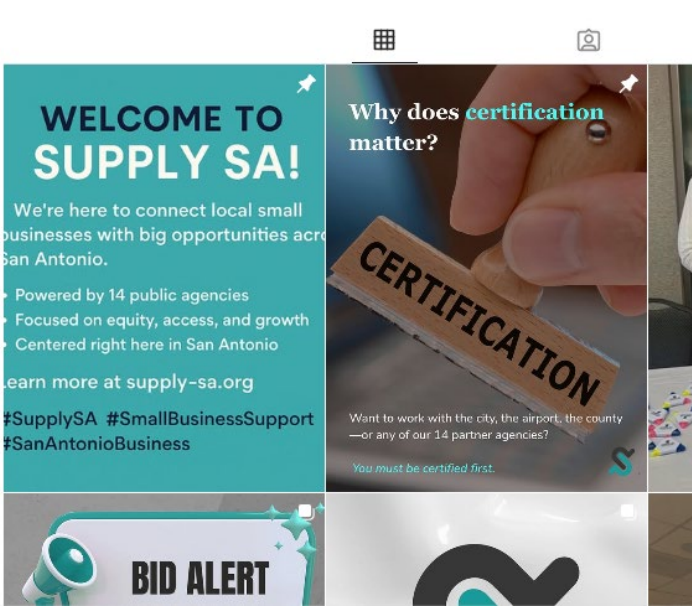


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Supply San Antonio
Nonprofit organization
Connecting small biz to local contracts
14 public agencies | SA-based
Procurement. Certifications. Growth.
501 W. Cesar Chavez Blvd Suite 3.324, San Antonio, Texas
supply-sa.org

Events Bid Alert About Us



WELCOME TO SUPPLY SA!
We're here to connect local small businesses with big opportunities across San Antonio.
Powered by 14 public agencies
Focused on equity, access, and growth
Centered right here in San Antonio
Learn more at supply-sa.org
#SupplySA #SmallBusinessSupport #SanAntonioBusiness

Why does certification matter?
Want to work with the city, the airport, the county — or any of our 14 partner agencies?
You must be certified first.

BID ALERT



SCTRCA

South Central Texas Regional Certification Agency (SCTRCA)
Connecting local small businesses to economic opportunities through public procurement.
Non-profit Organization Management · San Antonio, Texas · 238 followers · 2-10 employees

Brianna & 2 other connections work here

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Overview

The South Central Texas Regional Certification Agency (SCTRCA) is a 501 (c) (3) Non-profit Corporation that represents several public entities in the South Texas area. These entities are committed to enhancing economic development and small business growth in the region.

Supply SA REVIEWS

Google review summary Write a review

5  **5.0**
4 
3 
2 
1  **★★★★★**
6 reviews

Reviews

All small business 4 public procurement 2 agencies 2


Sort by Most relevant Newest Highest Lowest

M Mariko Thompson
1 review
★★★★★ a month ago

Working with Supply SA has been a game-changer. As a small business, navigating government contracts used to feel overwhelming. Their platform made the process clear, approachable, and actually winnable. They truly understand the barriers ... [More](#)

❤️ ❤️ 1

Supply SA Write a review
501 W Cesar E. Chavez Blvd, San Antonio, TX 78207, United States

5.0  6 reviews

R Ronald George
3 reviews
★★★★★ a month ago

First experience with Supply SA was very positive. Gave me a great direction on what I needed to get started in order to improve my visibility amongst the different entities. Look forward to working with them more in the future.

Hover to react

Supply SA (Owner)
a month ago

We're so glad your first experience with Supply SA was a positive one. Helping you get clear direction and grow your visibility is exactly why we're here. We're excited to keep supporting your journey and can't wait to see what you build next. Thank you for trusting us!

N Nils Timmermann
1 review
★★★★★ a month ago

Supply SA is an exceptional nonprofit transforming public procurement into an accessible pathway for small businesses in San Antonio. Their team is responsive, mission-driven, and committed to achieving meaningful results. If you're navigating the complexities of government contracting, this is your ideal

Owner)

o

n the world thank you. Our mission is rooted in making procurement more accessible, and more connected to the people who make San Antonio strong. We're honored to small businesses navigating this space and will keep working to earn that trust every

R Robert Owens
1 review
★★★★★ a month ago

Working with Supply SA has been an insightful experience, with the knowledge they have navigating government contracting allowing local and small businesses to get an opportunity in working with the government is great! The team is always ready to assist with any issues or answer any questions that we may have.

Hover to react

Supply SA (Owner)
a month ago

Thank you for the kind words. We're proud to help local businesses like yours better navigate the world of government contracting. It's all about making sure opportunity feels possible and accessible. We're here whenever you need support, and we're grateful to be part of your story.

W William Henry
4 reviews
★★★★★ a month ago

I just started to work with Supply SA. However, I feel like I'm in good hands. Jennifer and Melanie helped me overcome an issue with the certification process. I am very grateful for their support.

Hover to react

Supply SA (Owner)
a month ago

We're so glad to hear you're feeling supported! That's exactly what we're here for. Jennifer and Melanie are part of a team deeply committed to making this process smoother for every business. Thank you for trusting us with your journey. Welcome to the Supply SA community!



**THANK
YOU!**