



**CRECER  
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**17 ENERO**  
**6:30 PM**  
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# Haciendo Negocios con Grandes Hospitales

Cristina Contreras, Directora Ejecutiva  
NYC Health + Hospitals/  
North Central Bronx



# Como convertirse en un vendedor

- Nueva aplicacion para vendedor
- W-9
- Cheque anulado



# Nueva aplicacion para vendedor

Vendor, please complete pages 1 and 2.

Organization's Legal Name:

Tax ID:  Is the Tax ID a social security #?  
 Yes  No

Does your organization transmit orders via EDI?  
 Yes  No

If not then provide the fax number or email your organization uses to receive orders (no individual/personal email addresses):

Is your organization certified as diverse (such as minority or women owned)?  
 Yes (please attach certification)  No

Is your organization 1099 eligible?  Yes  No  
Are any of your organization's agents or employees employed by NYC Health + Hospitals Corporation?  
 Yes  No

Account Representative Contact Name:   
Account Representative Email:   
Account Representative Phone:

General Customer Service Phone Number:   
General Customer Service Email:

By typing my name in the box below, I attest and affirm that the information contained herein is true and accurate to the best of my knowledge.

Completed By:  Date:

**Payment Account Information (if receiving electronic payments):**

ACH:  Yes  No  
Bank Name:   
Routing #:   
Bank Account #:

**Legal Business Address (Required):**

Entity Name:   
Street:   
City/State/Zip:

**Remittance Address (if different from above):**

Entity Name:   
Street:   
City/State/Zip:

**Ordering, Delivery or Return to Address (if different from above):**

Entity Name:   
Street:   
City/State/Zip:

**Address 4 (if different from above):**

Address Type:   
  
Entity Name:   
Street:   
City/State/Zip:



# W-9 y cheque anulado

**W-9**  
Form (Rev. October 2018)  
Department of the Treasury  
Internal Revenue Service

**Request for Taxpayer Identification Number and Certification**

Give Form to the requester. Do not send to the IRS.  
Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

1 Name (as shown on your income tax return. Name is required on this line; do not leave this blank.)

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.

4 Exemptions (codes apply only to certain entities; not individuals; see instructions on page 3).

5 Address (number, street, and apt. or suite no.) See instructions.

6 City, state, and ZIP code

7 List account number(s) here (optional)

8 Requester's name and address (optional)

**Part I Taxpayer Identification Number (TIN)**

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

**Part II Certification**

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part I, later.

Sign Here Signature of U.S. person Date

**General Instructions**

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

**Purpose of Form**

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (cancelled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What Is Backup Withholding*, later.

Cat. No. 10291X Form **W-9** (prev. 10-2018)

My Name  
My Address  
My City, State, Zip

Date \_\_\_\_\_

Pay to the order of \_\_\_\_\_ \$ \_\_\_\_\_

**VOID**

\_\_\_\_\_ Dollars

Bank Name  
Bank Address

471659465    22546694643    101

Routing Number    Account Number    Check Number



## **Oportunidades de Vendedor**

Actualmente hay mas de 14,500 proveedores en el sistema.



# Sistema de Salud de más de 23 Instalaciones y Clínicas Satelite

- NYC Health + Hospitals/Bellevue
- NYC Health + Hospitals/Carter
- NYC Health + Hospitals/Gotham Health, Cumberland
- NYC Health + Hospitals/Coler
- NYC Health + Hospitals/Coney Island
- NYC Health + Hospitals/Gotham Health, East New York
- NYC Health + Hospitals/Elmhurst
- NYC Health + Hospitals/Gouverneur (post-acute care)
- NYC Health + Hospitals/Gotham Health, Gouverneur
- NYC Health + Hospitals/Gotham Health, Vanderbilt
- NYC Health + Hospitals/Harlem
- NYC Health + Hospitals/Jacobi
- NYC Health + Hospitals/Kings County
- NYC Health + Hospitals/Lincoln
- NYC Health + Hospitals/Metropolitan
- NYC Health + Hospitals/Gotham Health, Morrisania
- NYC Health + Hospitals/McKinney
- NYC Health + Hospitals/North Central Bronx
- NYC Health + Hospitals/Queens
- NYC Health + Hospitals/Gotham Health, Sydenham (formerly Renaissance)
- NYC Health + Hospitals/Gotham Health, Belvis
- NYC Health + Hospitals/Sea View
- NYC Health + Hospitals/Woodhull



# Solicitud de Propuestas (siglas en ingles) (RFP)

- Ir al registro de la ciudad en línea (<https://a856-cityrecord.nyc.gov/>)
- Haga un clic en “Procurement” (obtención)
- Haga un clic en “Advanced” (avanzado) en el campo de búsqueda
- Seleccione NYC Health + Hospitals como “Agency” (agencia)



# El Registro de la Ciudad en línea

**IMPORTANT:** Starting on July 1, 2016, email will be the primary method of communication for City agencies to notify vendors of available business opportunities including Invitations for Bids and Requests for Proposals. Email addresses provided by vendors in the Payee Information Portal (PIP) will be used for all future solicitations. Be sure to enroll and update your business' information in PIP at [nyc.gov/pip](http://nyc.gov/pip) or call 311 for assistance. [Learn more](#)

## The City Record Online

The City Record Online (CROL) is now a fully searchable database of notices published in the City Record newspaper which includes but is not limited to: public hearings and meetings, public auctions and sales, solicitations and awards and official rules proposed and adopted by city agencies.

## Los requisitos mínimos de los proveedores varían según el sector empresarial

- Dependiendo del trabajo descrito en la solicitud de propuesta (RFP), cada listado tendrá una sección de criterios mínimos que indicara las cualificaciones (experiencias, conocimiento y tamaño de la organización) que deben cumplir para poder participar y aplicar.
- El proceso y requisitos para cada tipo de propuesta varían, pero a todos los proveedores se les pedirá que envíen la documentación y se les entrevistara antes de la fecha de inicio del contrato.

SEARCH FILTER(S) :: SORT BY: NEWEST; SECTION: --- ALL SECTIONS ---

### > BOILER MAINTENANCE AND REPAIR SERVICES

from **NYC Health + Hospitals**

Solicitation 1/15/2019

NYC Health plus Hospitals is seeking vendors qualified in Boiler maintenance and repair to provide such services across all locations specified in the RFC. The System may choose to contract with more than one vendor if it is in the best interest of...

### > CHILLER/HVAC MAINTENANCE AND REPAIR SERVICES

from **NYC Health + Hospitals**

Solicitation 1/15/2019

NYC Health plus Hospitals is seeking vendors qualified in Chiller and HVAC maintenance and repair to perform such services across the location specified in this RFP. The System may choose to contract with more than one vendor if it is in the best ...

### > GENERATOR MAINTENANCE AND REPAIR SERVICES

from **NYC Health + Hospitals**

Solicitation 1/15/2019

NYC Health plus Hospitals is seeking vendors qualified in Generator/ATS Switch maintenance and repair to perform such services across the locations specified in this RFP. The System may choose to contract with more than one vendor if it is in the ...

### > CORRECTION: BELLEVUE - UNDERGROUND STORAGE TANK UPGRADES - MECHANICAL WORK 650K - 7500K

from **NYC Health + Hospitals**

Solicitation 1/14/2019

CORRECTION: Bellevue Hospital Center, Underground Storage Tank Sump Upgrades, 462 1st Avenue, New York, NY. Vendors planning to bid, are required to purchase the Bid Forms for a non-refundable fee of \$30 (Company Check or Money Order Payable to NYCHH...

### > PROXIMAL, SIGN LANGUAGE AND CART SERVICES

from **NYC Health + Hospitals**

Solicitation 11/26/2018

New York City is a linguistically diverse place, with residents speaking over 200 languages and dialects, fifty percent (50 percent ) speaking a language other than English at home, and approximately 1.8 million persons (24 percent ) considered Limit...

### > MEDICARE DISPROPORTIONATE SHARE (DSH) CONSULTING SERVICES

from **NYC Health + Hospitals**

Solicitation 11/23/2018

The Medicare DSH calculation which consists of two components: (1) the Empirical DSH based on the proportion of indigent treated by a hospital, measured by Medicaid and Medicare/SSI eligible days; and (2) the Uncompensated Care Payments (UCP), which...

### > MEDICARE FINANCIAL CONSULTING SERVICES

from **NYC Health + Hospitals**

Solicitation 11/23/2018

Some of the work outlined in this RFP involves Medicare appeals. These require dealing with governmental agencies and review bodies. Therefore, for the appeal projects only, the timeline can be extended solely at the discretion of the System, until ...



# ¡Gracias!

¿Preguntas/Comentarios?





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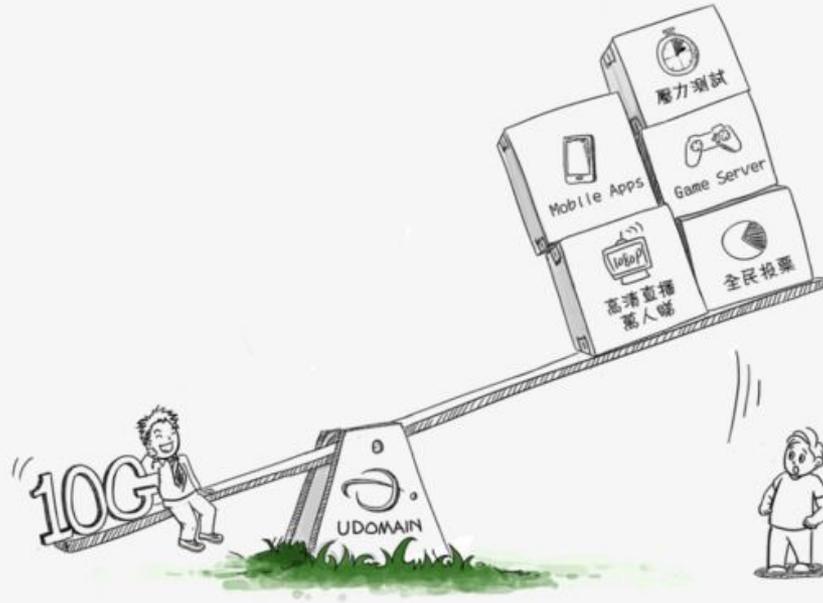


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# APALANCAMIENTO FINANCIERO



[WWW.INQMC.COM](http://WWW.INQMC.COM)



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# ¿QUÉ ES?

El APALANCAMIENTO es utilizar una palanca o algún instrumento de ayuda externa para multiplicar tus fuerzas para levantar tu peso que por tí sólo es imposible de levantar.

En negocios el apalancamiento financiero se traduce a utilizar el dinero externo para hacer crecer el negocio en diferentes formas.

El apalancamiento es la forma más utilizada de crecimiento por las empresas a nivel mundial, desde la más pequeña hasta la más grande.



[WWW.INQMC.COM](http://WWW.INQMC.COM)



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# FORMAS DE APALANCAMIENTO



- Family and friends
- Papa bank
- El colchón



- Préstamos comerciales

[www.inqmc.com](http://www.inqmc.com)



- Inversionista

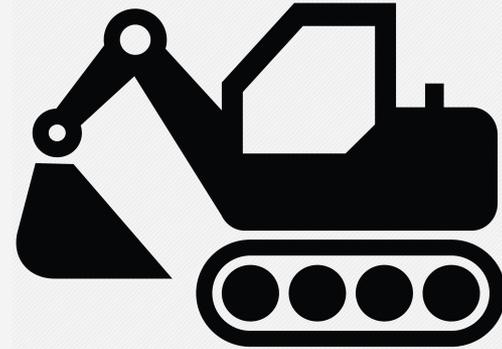


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# ¿PARA QUÉ SE DEBE USAR?



Para comprar un nuevo local comercial o ampliarlo

- Préstamos SBA
- Préstamos a plazo fijo

Para comprar maquinaria

- Préstamos a plazo fijo
- Financiamiento de maquinaria

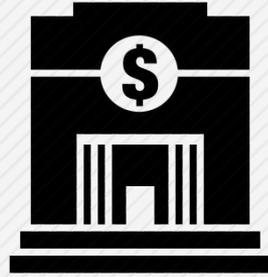


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# ¿PARA QUÉ SE DEBE USAR?



Para construir crédito pensando en el futuro

- Préstamos para iniciar un negocio
- Préstamo a plazo fijo
- Préstamo de corto plazo



Para contratar personal que le vaya a aportar a tu empresa

- Préstamo a plazo fijo
- Línea de crédito



[WWW.INQMC.COM](http://WWW.INQMC.COM)



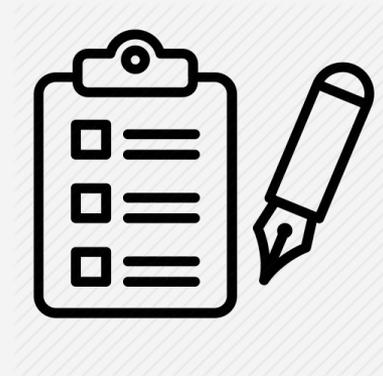
PRÉSTAMOS  
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# ¿PARA QUÉ SE DEBE USAR?



Para aprovechar una oportunidad comercial

- Adelanto de efectivo comercial
- Línea de crédito



Para comprar más inventario y obtener descuentos y beneficios

- Línea de crédito
- Préstamo de corto plazo

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# ¿ME CONVIENE CUALQUIER TIPO DE PRÉSTAMO?

No. Cuándo no debes usarlo:

- Cuándo el dinero es para gasto corriente: pagar renta, nómina, a menos que sea sólo para superar un hueco de caja o cuándo estás iniciando el negocio.
- Cuándo el dinero no es para crecimiento sino para mantener el mismo nivel de ingresos y el mismo nivel de gastos. Puedes aumentar rentabilidad manteniendo el mismo nivel de ingresos.
- Cuando no tienes totalmente clara la oportunidad comercial o el modelo de negocio.
- Cuándo no tienes claro en lo que vas a invertir



[WWW.INQMC.COM](http://WWW.INQMC.COM)



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# PASOS A SEGUIR. Por eso:

## PASO 1

ASÉSORATE.

Entra a [www.inqmc.com](http://www.inqmc.com) y mira tus opciones de financiamiento en función de tu situación y tu necesidad.



WWW.INQMC.COM



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# PASOS A SEGUIR

No. Por eso:  
PASO 2

UBICA EL  
PRODUCTO  
Y LA  
ESTRATEGIA



[WWW.INQMC.COM](http://WWW.INQMC.COM)



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# PASOS A SEGUIR

## No. Por eso: PASO 3

Obtén el dinero  
y sigue  
asesorando  
para seguir  
creciendo



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