

# Metro's Meet the Primes

Thank you for Joining Us! We will begin in a moment.



# Welcome & Announcements



**Refiloe Magosi**  
Chief Procurement Officer  
Procurement and Materials | Finance



**Meshelle M.V. Howard, MCA**  
Director, Small Business Programs Office  
Department of Finance

# Introducing Our Speaker:



**Norie Calvert**

*Director, Contract Support and Market Outreach*

Project Development

# Capital Program Overview



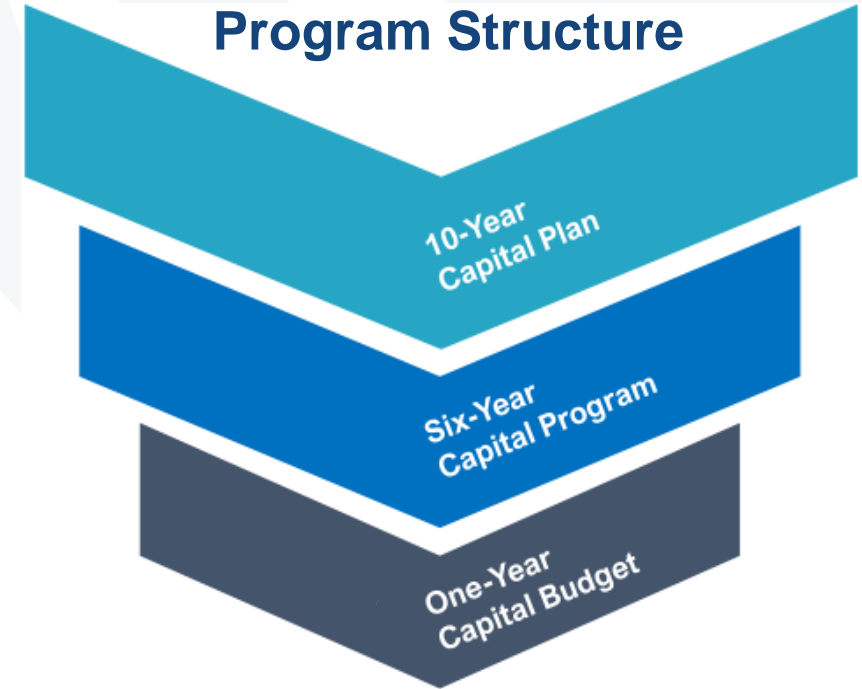
# Metro's Capital Improvement Program

Metro advances capital projects and annual capital maintenance programs to restore, sustain, and modernize the system. The program also includes annual preventive maintenance transfers from the operating budget.

- Invest in the system to modernize and provide safe, efficient, and reliable service for customers, employees and the region
- Address the backlog of overdue state of good repair needs
- Sustain safety and reliability through recurring maintenance, rehabilitation, and replacement programs
- Maintain financial stewardship and ensure audit compliance
- Reduce capital administrative expenses
- Support a sustainable and more equitable future for the region

Capital Improvement Program Update

## Metro's Capital Program Structure



### 10-Year Capital Plan

Identifies viable initiatives to address needs identified for next ~10 years; financially unconstrained

### Six-Year Capital Improvement Program

Capital investments anticipated for, or continuing in, six-year capital program

### One-Year Capital Budget

Expenditure forecast for capital projects and programs in current budget year

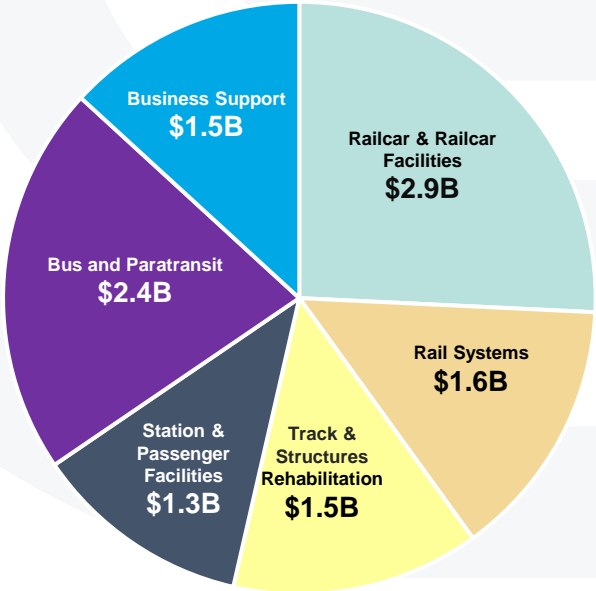


# FY2025-2030 Capital Program Continues Investment in State of Good Repair, Reliability, and Modernization

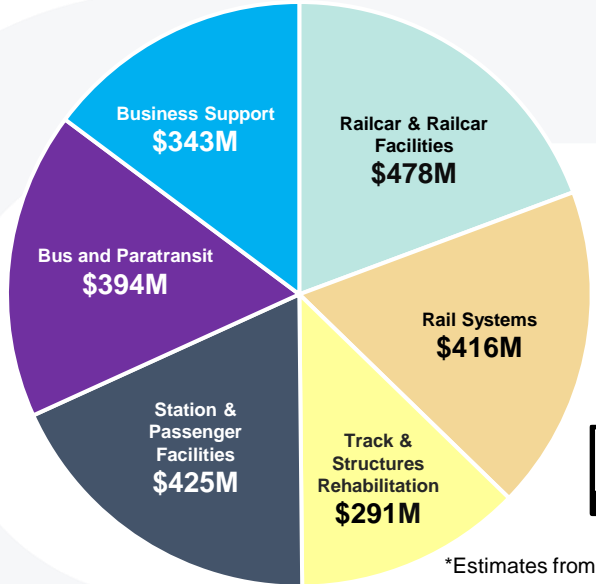
Major reinvestment will continue across ongoing programs and projects, including:

• Bus Vehicle Replacement and Rehabilitation	• Critical structural and bridge rehabilitation
• Bus shelter replacements	• Track rehabilitation
• MetroAccess vehicle replacement	• Fare systems modernization
• 8000 Series Railcars (legacy vehicle replacement)	• Radio replacement and fiber installations
• State of good repair investments in signaling system	• Water leak mitigation on Red Line
• Planning, engineering and pilots for signal system modernization and platform screen doors	• Enterprise Resource Planning System Modernization
• Railcar maintenance facility rehabilitation and modernization	• Stadium Armory Bridge/Junction Pocket Track

Six-Year Investment\* by Category (\$11B)



FY2025 Forecasted Investment\* by Category (\$2.3B)



\*Estimates from July 2024

# Executive Summary

Washington Metropolitan Area Transit Authority (Metro) operates the third-largest heavy rail system and sixth-largest bus network in the United States and serves the Washington DC, Maryland, and Virginia (DMV) megaregion

- 3<sup>rd</sup> Busiest U.S. Rail Transit System
- 6<sup>th</sup> Busiest U.S. Bus Network
- 12,000 employees
- 98 rail stations and 130 miles of track
- 11,500 bus stops
- 1,200+ rail cars, 1,500+ buses, and 750+ MetroAccess vehicles

# Upcoming Opportunities



# Grosvenor-Strathmore Platform Reconstruction

- The Grosvenor-Strathmore Station platform is showing advanced deterioration due to wear and tear combined with exposure to weather and de-icing agents.
- WMATA will be seeking a design-build contractor to rehabilitate expansion joints, structural edge replacement, platform tiles/granite edge and edge light replacements.

**Delivery Method:**

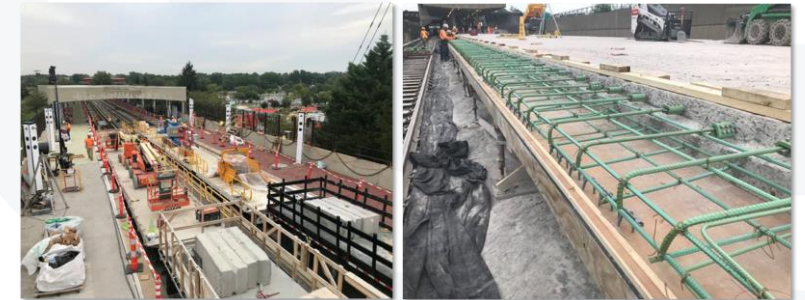
**Design-Build (DB)**

**Estimated Contract Cost:**

**\$12M-\$15M**

**Anticipated Schedule:**

**Spring 2025**





# L'Enfant Plaza Access Improvements

- Removal of three existing escalators and replacing them with a new staircase oriented in the opposite direction as the existing elevators to improve the pedestrian flow between the two levels at the East Mezzanine area of the station and to make room for the installation of a new elevator.

**Delivery Method:**

**Design-Build (DB)**

**Estimated Contract Cost:**

**\$5M-\$10M**

**Anticipated Schedule:**

**Late Spring 2025**



# Permanent Generator System Replacement

- Replacement of permanent diesel generators identified as priority locations based on limited replacement part availability that affects equipment functionality and maintainability.
- These generators range from 50kW to 600kW and are connected to various electrical systems supporting Metro stations, Parking, and Bus Garages.



**Delivery Method:**

**Design-Build (DB)**

**Estimated Contract Cost:**

**\$20M-\$25M**

**Anticipated Schedule:**

**Late Spring 2025**

# Traction Power State of Good Repair - Contract 2

- Rehabilitation and upgrade of approximately 12 Traction Power Sub-Stations, 4 Tie Breaker Stations, and 1 DC Switchboard Room at various locations within Maryland, Virginia, and the District of Columbia.
- Additional scope elements include updates to the SCADA, mechanical, and fire suppression systems at these locations. .

**Delivery Method:**

**Design-Bid-Build (DBB)**

**Estimated Contract Cost:**

**\$150M - \$170M**

**Anticipated Schedule:**

**Late Spring 2025**





# Metro Training Center

- The facility will centralize and consolidate operator, maintenance, police, safety, and emergency management training functions, enhancing operational readiness and workforce development.
- The selected CMAR will collaborate with the design contractor to ensure constructability, cost efficiency, and schedule alignment throughout the design phase.

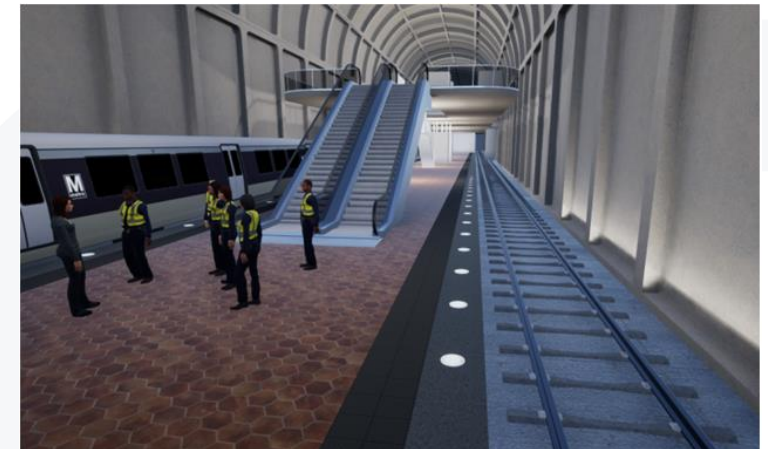
**Delivery Method:**  
**Risk (CMAR)**

**Construction Manager at**

**Estimated Contract Cost:**      **Preconstruction Services**  
**\$2M-\$4M, Construction \$55M-62M**

**Anticipated Schedule:**

**Summer 2025**



# Structural Rehabilitation Project – Package B

- Design and Construction for the rehabilitation of multiple aerial structures.
- Rehabilitation includes bearing replacements, concrete repairs, joint seal replacement, and other structural work to bring aerial structures to a state of good repair.

**Delivery Method:**

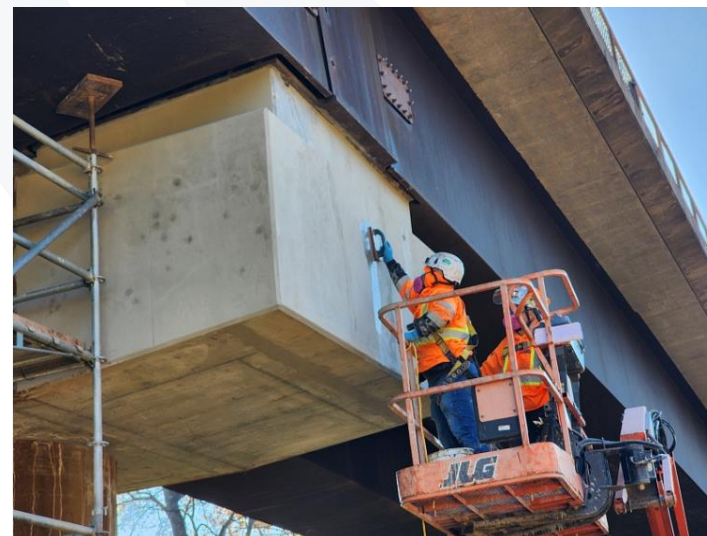
**Design-Build (DB)**

**Estimated Contract Cost:**

**\$27M-\$32M**

**Anticipated Schedule:**

**Late Summer 2025**



# Station Standpipe Replacement - 3 Locations

- Three locations have been identified for partial standpipe replacements to serve the confines of these underground stations.
  - Locations: Stadium Armory Station, Smithsonian Station, and Eastern Market Station.
- Scope includes design of dry standpipe from grade level to water service rooms within the stations. The standpipe will be rerouted to allow for the replacement of buried sections of standpipe feeders.
- GAEC services anticipated for site-specific designs, contract package, and Engineer of Record Support services.

**Delivery Method:**

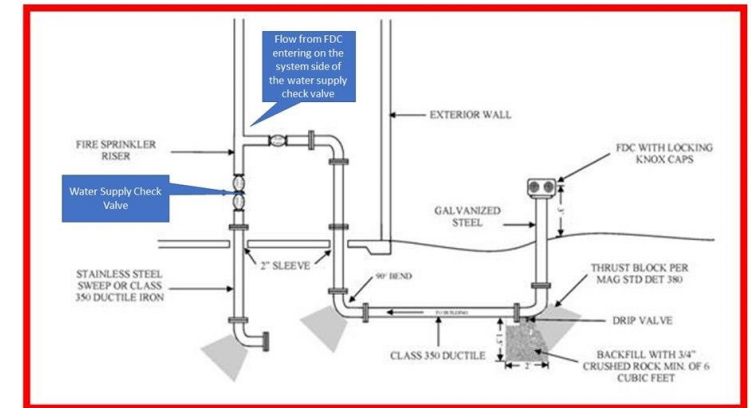
**Design-Bid-Build (DBB)**

**Estimated Contract Cost:**

**\$600K-\$800K**

**Anticipated Schedule:**

**Winter 2026**



# Get in Touch

# WMATA Supplier Portal



Register and create a profile to stay up to date on all communications and activities related to doing business with WMATA.

Get in Touch:

- **Market Outreach**

- Email: [MetroMarketOutreach@wmata.com](mailto:MetroMarketOutreach@wmata.com)



# Capital Project Opportunities Quarterly Newsletter

Sign-up to receive **Metro's Capital Project Opportunities Quarterly Newsletter**. | [Subscribe Here](#)

**Most Recent Issue: March 2025**  
**Next Issue: June 2025**

- Information on active and prospective procurement capital project opportunities
- Messages from our procurement team
- Upcoming engagement events
- Guidelines for working with Metro



# Questions?

Washington Metropolitan  
Area Transit Authority

Introducing Our Prime:

**Mott MacDonald**





# Mott MacDonald

Washington Metropolitan Area Transit Authority, “Meet the Primes”  
March 27, 2025





## DOING WHAT IS RIGHT

We're one of the largest wholly employee-owned firms of our kind. With no external shareholder priorities to influence our decision-making, we can choose the work we do and focus on the issues that matter to our clients and to us.

# OUR VALUES

# PRIDE

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## PROGRESS

We drive change and use it to create opportunity. We aim to make a lasting positive difference for present and future generations. We actively develop ourselves as individuals and professionals.

## RESPECT

We always care about the human and environmental impact of what we do. We value all peoples and cultures, and promote equality, diversity and inclusion. We treat everyone with respect.

## INTEGRITY

We deliver on our promises. We behave ethically and do not tolerate bribery or corruption. We uphold safety, security, and wellbeing as a fundamental right of all.

## DRIVE

We constantly stretch our thinking to find extra value for our clients and their end users. We work as one Mott MacDonald, connecting all our skills to create the best outcomes. We stay focused and persevere to achieve our goals.

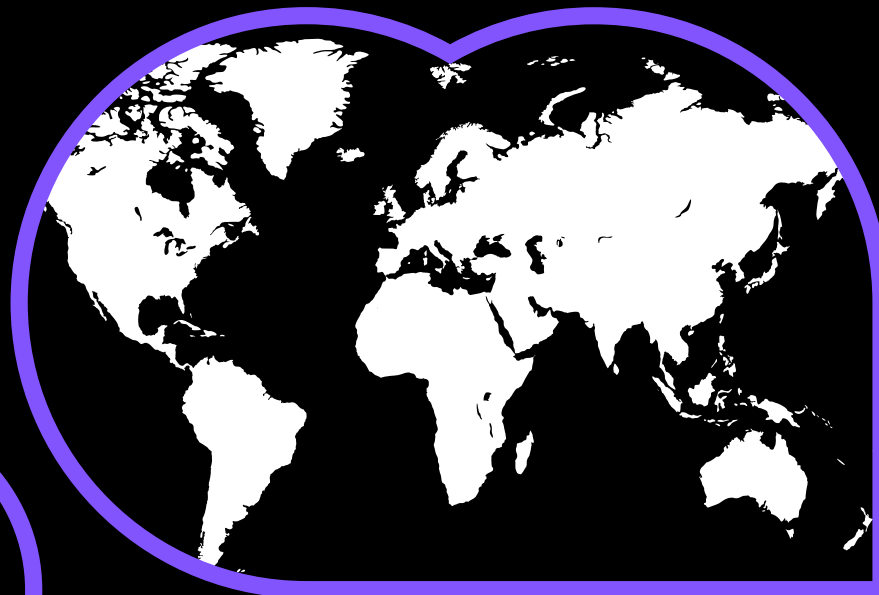
## EXCELLENCE

We act on our belief that there is always a better way. We use our restless curiosity and leading-edge skills to challenge and innovate. We connect our people and experience to turn opportunity into the best outcomes for all.

GLOBAL



**20,000**  
people



**150+**  
years of heritage

**£2.4bn**  
turnover

**160** principal offices  
in **50** countries

Working in **140** countries



# NORTH AMERICA

**63** principal  
offices



**2,600** people



**Dean Radeloff**  
Regional managing director

# OUR MARKETS

## BUILDINGS

Airports  
Commercial buildings  
Healthcare  
Healthy places  
Metro buildings  
Public buildings  
Venues

## DEFENSE AND SECURITY

Air  
Defense equipment programs  
Defense nuclear  
Fuelling  
Land  
Maritime

## ENERGY

Electrical networks  
Energy transformation  
Hydrogen and fuel networks  
Hydropower  
Nuclear  
Renewables and energy storage  
Thermal transition

## ENVIRONMENT AND SOCIETY

Accessibility, inclusion and equity  
Biodiversity and nature  
Climate change  
Environmental assessment and management  
ESG and sustainability  
Planning, permitting and consents  
Social value  
Stakeholder consultation

## TRANSPORT

Aviation  
Highways  
Metros  
Ports, coastal and offshore  
Rail  
Transport planning

## WATER

Flood risk and rivers  
Wastewater collection, treatment and reuse  
Water resources  
Water treatment and transmission

# OUR SERVICES

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## ENGINEERING

Architecture | Bridges | Building services | Building structures | Dams and reservoirs |  
Geotechnics | Industrialized design and construction | Water networks | Systems engineering and  
assurance | Tunnels and underground structures | Urban planning and design

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## MANAGEMENT

Cost and commercial management | Digital consulting | Economics, policy and regulation |  
Health and care systems | Health and safety consultancy | Investment and business case |  
Land consultancy | Operations and maintenance | Procurement and supply chain | Project and  
program management | Risk and planning | Strategic asset management

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## DEVELOPMENT

Climate change | Economic and social development | Education and skills |  
Global health | Health and care systems

WMATA  
CONTRACTS

The diagram consists of two black rounded rectangular boxes on a purple background. The left box contains the text 'WMATA CONTRACTS' in white. A white circle is drawn around this text. A white arrow points from the right side of the left box to the left side of the right box.





# PROGRAM, PROJECT & CONSTRUCTION MANAGEMENT

- Awarded new PMCM IDIQ Contract in 2024
- Contract has a seven-year ordering period
- Eligible to bid on Task Orders in all six technical categories:
  - i. Buildings & Facilities*
  - ii. Civil & Structural*
  - iii. Communications*
  - iv. Heavy Mechanical*
  - v. Power*
  - vi. Signaling (\*top ranked firm\*)*
- Building on 15-year history with WMATA





# GENERAL ARCHITECTURAL & ENGINEERING SERVICES

- Awarded GAEC IDIQ contract in 2019 with JV partner WSP
- Contract ordering period ends in 2025
- WMATA re-competing GAEC IDIQ in 2024/2025
- RFP included same six technical categories as new PMCM
- Building on 15-year history with WMATA
- National and global expertise in design and engineering services for public transit, including Communications Based Train Control (CBTC)





# KEY PROGRAM STAFF



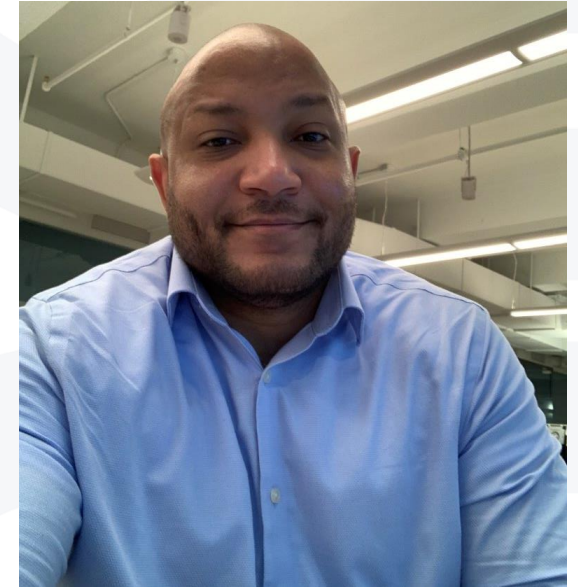
Bill Palko, PE  
*Program Manager*



Kristi Clough, PMP  
*Client Director*



Cristian Garcia, PMP  
*Project Controls*



Richard Parris  
*Project Controls*



THANK YOU

CONTACT: [KRISTI.CLOUGH@MOTTMAC.COM](mailto:KRISTI.CLOUGH@MOTTMAC.COM)

# Introducing Our Prime:

# Parsons




# MEET THE PRIMES

Metro's Small Business Programs Office  
March 27, 2025



A decorative L-shaped line in the top left corner, with a green vertical segment and a blue horizontal segment.

# AGENDA

- Meet Our Presenters
  - Parsons Overview
  - Supplier Diversity
  - Partnership with Metro
  - Q & A
- 
- A decorative L-shaped line in the bottom right corner, with a blue horizontal segment and a green vertical segment.



A decorative L-shaped line in green and blue is positioned to the left of the main title.

# Meet the Parsons Team

**MONICA LONDON**

Contract Manager

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**DAWN KRUGER**

Vice President, Business Development

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**GWEN JOHNSON**

Director, Supplier Diversity

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**CHER GRIFFITH TAYLOR**

Senior Transportation Planner

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## Who We Are

We are a destination employer with a people-first culture, unified by our core values and led by a collaborative, experienced management team that empowers our people to thrive in their careers and make a positive impact on the world.

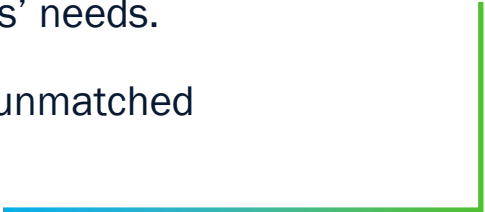
## What We Do

We deliver value through scalable, fast, disruptive solutions to our customers' most complex national security and critical infrastructure challenges.

We provide deep domain expertise to develop solutions both for now and the future.

We apply our exceptional technological capabilities to stay ahead of the competition and our customers' needs.

We layer and integrate solutions to provide unmatched innovation across our core markets.





# Parsons Overview



Federal Solutions

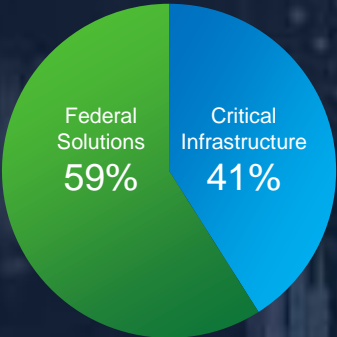


Critical Infrastructure

## FINANCIAL SNAPSHOT

**\$6.8B**

Total Revenue  
(Fiscal Year 2024)



## KEY FACTS AND FIGURES



**80**

Years Of History



**~ 20K**

Employees



**\$524M**

Cash Flow From Operations  
(Fiscal Year 2024)



Forbes Most Trusted  
Companies in America 2025



Military-Friendly  
Employer  
2025 Gold Top 10



Among the World's Most  
Ethical Companies for  
15 consecutive years





# Integrated Solutions To Our Customers' Toughest Challenges

Parsons delivers integrated solutions and technology across our critical infrastructure and national security customer bases. No other organization has the advanced capabilities, experience, and transformative global solutions under one roof that are necessary to deliver synergistically for our customers. We use our extensive experience to fuel collaboration and further innovation, which is our key to unlocking a safer, smarter, more connected, more sustainable future and enables us to imagine next.

## Our Core Markets



### SEGMENTS



Federal Solutions



Critical Infrastructure

### BUSINESS UNITS



Engineered Systems



Defense And Intelligence



Infrastructure North America



Infrastructure EMEA

### MARKETS



Transportation



Space And Missile Defense



Cyber And Intelligence



Critical Infrastructure Protection



Environmental Remediation



Urban Development



# Supplier Diversity



## Corporate commitment

More than just a policy statement, Supplier Diversity pervades the culture and systems of our organization.



## Point Person/Team

Team responsible for facilitating implementation, representation and promotion of the corporate policy



## Metrics

Ability to monitor achievements for external requirements as well as internal objectives.



## Outreach

Actively demonstrate Parsons' commitment to a diverse supplier base through participation in a wide range of networking events, including client engagements.

# Achievements and Initiatives

- Consistently provides over 35% of our procurement dollars to diversity suppliers
- Awards/Recognition:
  - “Exceptional” SB Program by the Department of Defense
  - VOSB/SDVOSB utilization
  - Mentor Protégé Programs
- Targeted outreach for diversity categories and clients
- Fair & equitable procurement processes
- Long term partnerships for sustainable opportunities



## 2024 Supplier and Subconsultant Spend

All Diversity Suppliers	Small Businesses	Minority Owned	Woman Owned	Veteran Owned
60.1%	59.1%	3.7%	4.0%	3.5%

# Our Partnership with Metro



Parsons began working with Metro in 1966 as a general engineering consultant for the Metrorail system.

From the system's inception through build-out, our work on the original 103-mile network and key extensions has encompassed the full range of engineering services and hundreds of task orders.

Parsons currently provides a wide array of services to Metro through several contracts.

# Key Areas:

- Program Management
- Construction Management
- Planning
- Environmental
- Architecture
- Engineering
- Radio/Fiber/Comms
- Train Control
- Intelligent Transportation Systems
- Cybersecurity/Security
- Decarbonization/Climate Resilience







# Committed DBE Partnerships:

Program Management and  
Construction Management  
contract

Our DBE partners are an invaluable and substantial part of our team on our task orders, including:

## Traction Power, AC Power CM and On-Call CM Support

- 77% DBE utilization

## Radio Program Project Management

- 30% DBE utilization

## Scheduling Support Services

- 99% DBE utilization

## Station Platform Reconstruction Program

- 28% DBE utilization

## Communications and Signaling Support

- 28% DBE utilization

# Anticipated Subcontracting Opportunities

- WMATA Program Management/Construction Management (PM/CM)
- WMATA Communications-Based Train Control (CBTC) PM/CM
- WMATA General Engineering Services

# Services we typically subcontract:

- Transportation Planning
- Environmental Planning
- Demand Forecasting
- Modeling and Simulation
- Public and Stakeholder Engagement
- Geotechnical Engineering
- Architecture
- Engineering Design
- Cost Estimating
- Project and Strategic Planning
- Testing and Commissioning Management
- RFP Development
- Climate Resiliency
- CAD / BIM
- Historical Preservation
- Scheduling and Project Controls
- Contract Administration
- Systems Integration
- Systems Assurance
- Capital Planning
- Interface Management
- Installation Management
- Warranty Management

# Get in touch with Parsons

- Supplier Diversity:

- **Gwen Johnson**, Director, Supplier Diversity

Email: [smallbusinessprogram@parsons.com](mailto:smallbusinessprogram@parsons.com)

Website: [www.parsons.com/suppliers](http://www.parsons.com/suppliers)

- WMATA Opportunities:

- **Monica London**, Contract Manager: [monica.london@parsons.com](mailto:monica.london@parsons.com)

- **Adam Halpin**, Senior Director, Business Development:  
[adam.halpin@parsons.com](mailto:adam.halpin@parsons.com)

- **Cher Griffith Taylor**, Senior Transportation Planner:  
[cher.griffithtaylor@parsons.com](mailto:cher.griffithtaylor@parsons.com)



Thank You

Questions?

# Introducing Our Prime: **Gilbane**





# WMATA Outreach

Community Impact and  
Engagement at Gilbane





# Gilbane Cares

Because we're all one family





# Meet the Team!



**Madison Haas**

*Community Impact &  
Engagement*

[Mhaas@gilbaneco.com](mailto:Mhaas@gilbaneco.com)



**Yohan Green**

*Community Impact &  
Engagement*

[YGreen@gilbaneco.co](mailto:YGreen@gilbaneco.com)

[m](mailto:YGreen@gilbaneco.com)



**Ato Pinkrah**

*Community Impact &  
Engagement*

[Apinkrah@gilbaneco.c](mailto:Apinkrah@gilbaneco.com)

[om](mailto:Apinkrah@gilbaneco.com)



## Enterprise Commitment to D&I

Gilbane has committed to generating **\$4 billion in awards** *to minority-, women-, disadvantaged, LGBTBE, and veteran-owned businesses* over the next five years. At the end of 2024, we are **54%** of the way towards the goal.

**2024**  
Participation:  
**\$2.1 B**



**MBE**

Minority-Owned  
Businesses



**WBE**

Women-Owned  
Businesses



**SBE**

Small  
Businesses



**DBE + VBE**

Disadvantaged  
Businesses/Veteran  
Businesses



## Local Commitment – Mid-Atlantic

Through 2023, **Mid-Atlantic contributed over \$295 Million** towards the \$4B commitment. We have a \$100M Commitment to Rising Contractors



**MBE**

Minority-Owned  
Businesses

**\$162.5M** Awarded



**WBE**

Women-Owned  
Businesses

**\$48.6M** Awarded



**DBE**

Disadvantaged  
Businesses

**\$64.7M** Awarded



**VBE**

Veteran  
Businesses

**\$19.1M** Awarded



# B2G Now Compliance Tracking System

- B2Gnow (“B2G”) is a supplier diversity management platform that brings greater efficiency to the compliance monitoring process while also increasing data quality and reliability
- Improves our ability to capture all Diverse-Owned and Small Business (DOSB) participation on our projects and have confidence in the accuracy of award and payment data
- Allows us to see certification information for DOSB’s directly in the system

The logo for B2Gnow, featuring the text "B2Gnow" in a bold, dark green sans-serif font. The letter "O" is replaced by a blue sphere with a white highlight, giving it a 3D appearance. The background of the slide features faint, light blue concentric circular patterns.

# Gilbane Rising Contractors Program

- The Rising Contractor program develops and broadens industry skills and knowledge, while also gaining first-hand insight on working with Gilbane.
- The program is a twelve-week training course and a formal mentorship following the completion of the program.
- Goals of the program include:
  - Providing a pipeline to work on projects with Gilbane
  - Building contractors up through guidance and feedback

## Participating Business Units:

<b>Albany</b>	<b>Northern California</b>
<b>Philadelphia</b>	<b>Southern California</b>
<b>Maryland</b>	<b>Milwaukee</b>
<b>Washington DC</b>	<b>Texas</b>
<b>Columbus</b>	<b>Michigan</b>

# Gilbane Rising Contractors Program

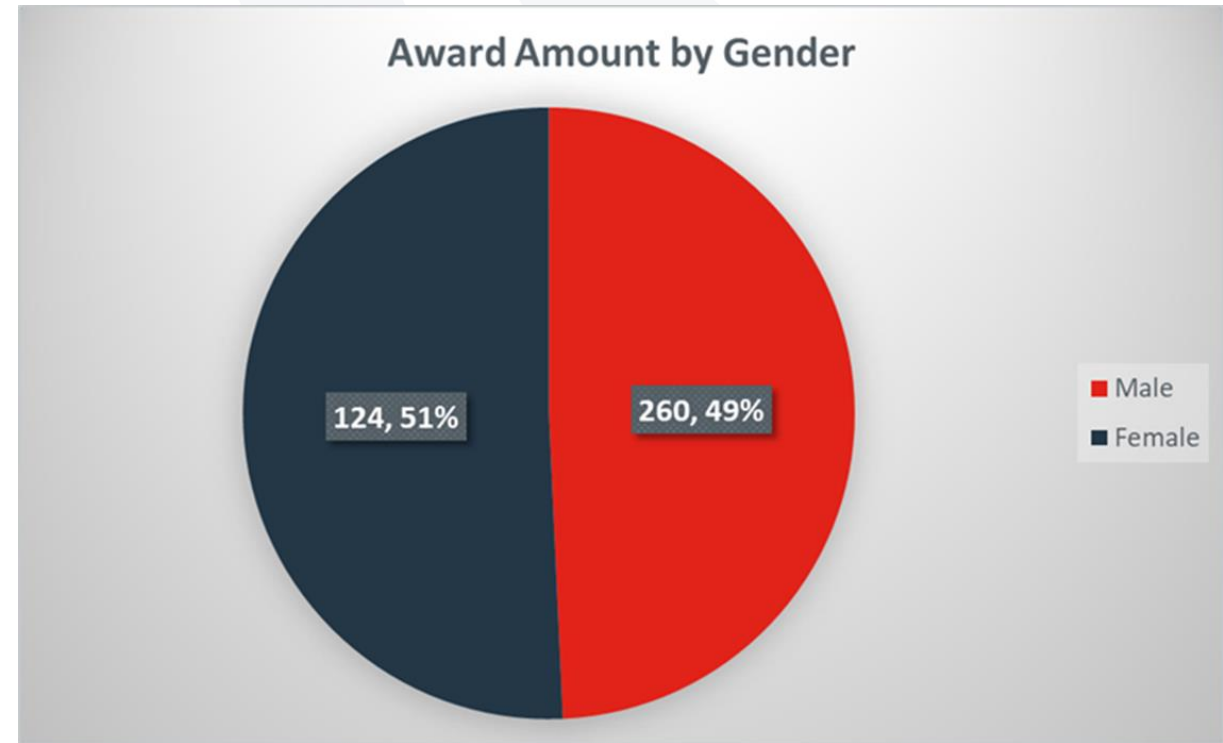
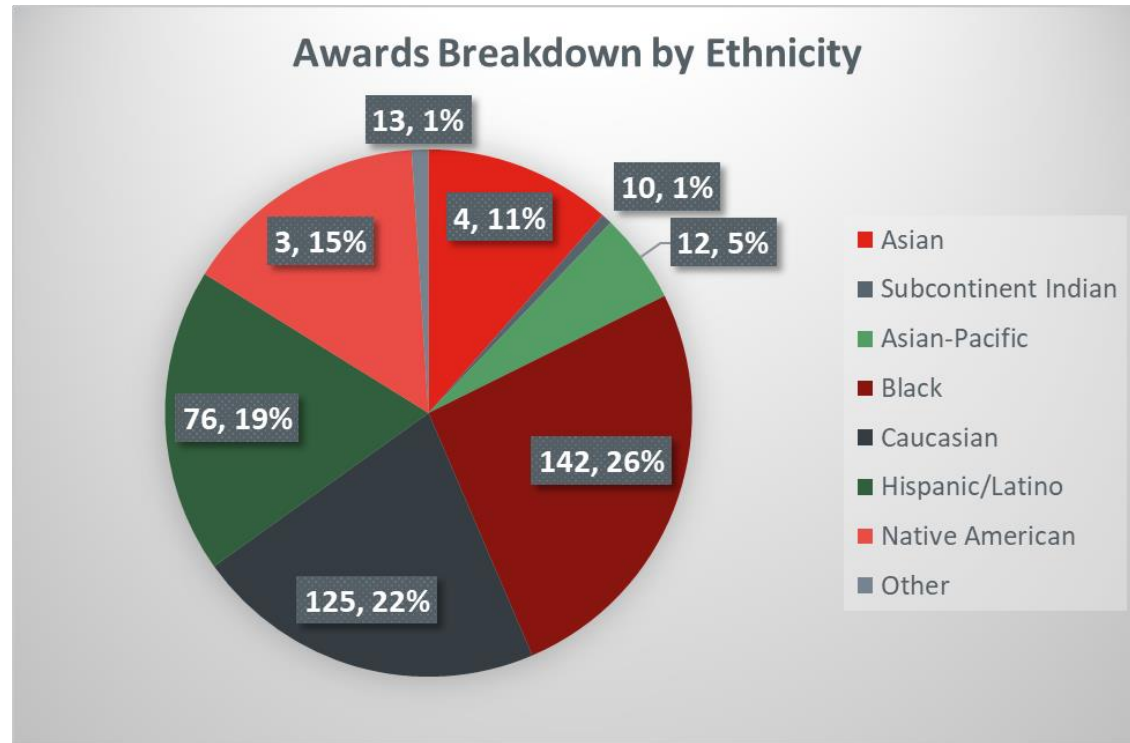
- **Our definition of success:** Ample provision of direct and indirect opportunities to Rising Contractors; ensuring that commitment to continuous learning and growth is core to all our dealings.
- Useful class content
  - *Lessons learned report*
- Flexibility in prequalification
- Provide a real connection to work
- Partnership respect and honest

**Gilbane is committed to generating \$100 million in awards from 2022-2026 for our program graduates.**

**As of January 1<sup>st</sup>, 2025, we have surpassed this goal by more than \$66 million.**



# Gilbane Rising Contractors Program



Between the Maryland/DC Business Units we have awarded **17 Rising Contractors** with over **\$6 million** worth of work.

# Upcoming Projects



## Sports

- M&T Bank Stadium - Baltimore, Maryland  
2025 and 2026 Projects - Winter 2025
- Oriole Park at Camden Yards - Baltimore, Maryland  
2025 Projects - Continuously beginning Spring 2025
- Prince George's Stadium - Bowie, Maryland  
Design-build; stadium improvement - Winter 2025



## Higher Education

- Morgan State University, O'Connell Student Housing -  
Baltimore, Maryland 600-bed; new construction - Winter 2025



## K-12

- Baltimore County Public Schools Scotts Branch Elementary School - Windsor Mill, Maryland  
104,380 SF; new construction - Winter 2025
- District of Columbia Public Schools Burroughs Elementary School - Washington, DC  
Renovation - Summer 2025
- Loudoun County Public Schools Banneker Elementary School - Middleburg, Virginia  
61,000 SF; renovation and addition - Winter 2025



## Cultural

- Confidential Project - Winchester, Virginia  
30,000 SF; new construction - Winter 2025

# Upcoming Projects



## Healthcare

- **Holy Cross Hospital** - Silver Spring, Maryland  
Emergency Room renovation - Winter 2025
- **Howard University Hospital** - Washington, DC  
120,000 SF; new construction Preliminary trades - Spring 2025  
Balance of trades - 2025
- **Howard University Hospital Pharmacy** - Washington, DC  
Renovation - Winter 2025
- **Inova Fairfax Hospital** - Falls Church, Virginia  
Phases 2B-4 - Spring 2025
- **Johns Hopkins Health Wellness Center** - Falls Church, Virginia  
Medical office building fit-out - Summer 2025



## Public Facilities

- **Confidential Client** - Washington, DC  
100,000+ SF interior build-out expansion - Spring 2025
- **DGS DC Archives** - Washington, DC  
120,000 SF; new construction - Winter 2025
- **DC Courts Recorder of Deeds** - Washington, DC  
Renovation - Summer 2025

## Questions? Contact:



**Vanessa Ellis**  
*Purchasing Agent*  
[VEllis@gilbaneco.com](mailto:VEllis@gilbaneco.com)



**Jay Johnson**  
*Chief Purchasing Agent*  
[JayJohnson@gilbaneco.co](mailto:JayJohnson@gilbaneco.co)



# Get Prequalified!

- *If you are a first-tier contractor, please visit:*  
<https://compass-app.com/auth/register>
- *If you have not yet registered on COMPASS, please visit the registration link above, and “Create A New Account” to begin the prequalification process with Gilbane*

Questions? Contact:



Vanessa Ellis

Purchasing Agent

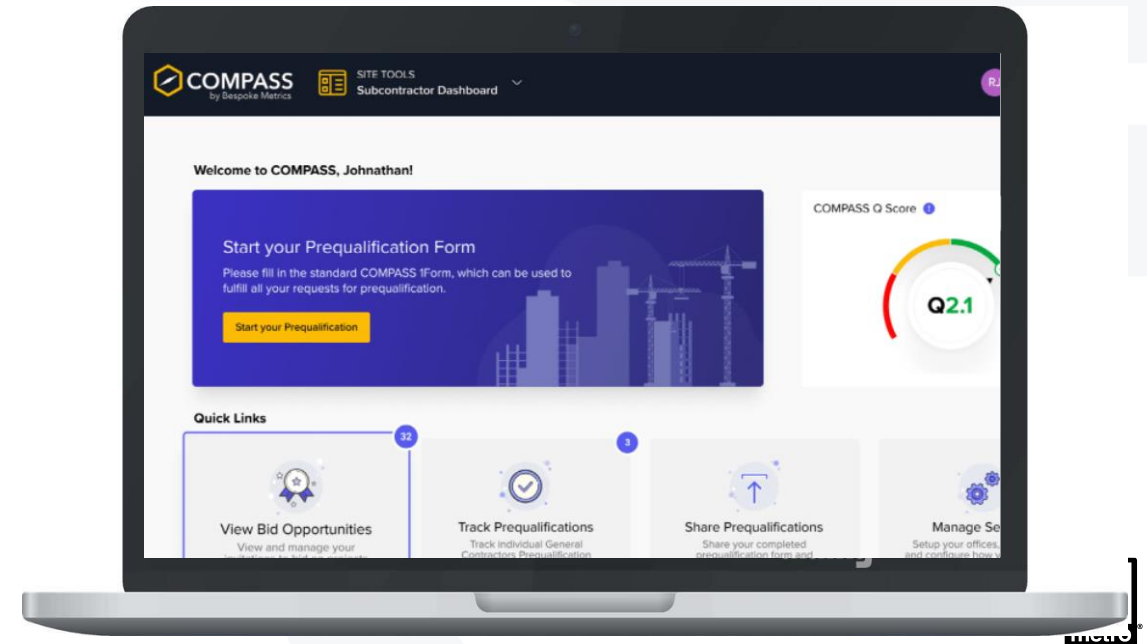
[VEllis@gilbaneco.com](mailto:VEllis@gilbaneco.com)



Jay Johnson

Chief Purchasing Agent

[JayJohnson@gilbaneco.com](mailto:JayJohnson@gilbaneco.com)

A screenshot of the COMPASS registration form. At the top is the COMPASS logo with the tagline "powered by bespokemetrics". Below the logo, it says "Please enter your email address". There is a text input field labeled "Email Address" and a blue "Next" button below it.

# Prequal Instructions with Compass

- Bidders can register for a COMPASS account by navigating to the link below:
- <https://compass-app.com/auth/register>
- Current W-9 form
- Three years of Financial Statements
- Experience Modification Rating
- OSHA 300/300A Forms
- Reference for Bank, Bonding Agent and Insurance
- Project details for three current and three significant projects
- Sample Certificate of Insurance



**Scan to access Compass**





# Upcoming Events

- **Gilbane Bi-Annual Outreach Event**
- Tuesday, May 20<sup>th</sup> | 11AM – 2PM
- College Park Marriott Hotel & Conference Center
- (3501 University Blvd E, Hyattsville, MD 20783)

# Vendor Interest Form

Mid-Atlantic Vendor Interest Form



# Questions & Comments

# Introducing Our Prime:

# WSP





# MEET THE PRIMES EVENT

**WSP PRESENTATION**

Mugdha Tipnis | March 27<sup>th</sup>, 2025





# Agenda

01

Introductions

02

WSP & WMATA History

03

Teaming Commitment

04

Current WSP Projects

05

Upcoming Opportunities

06

Next Steps





## Mugdha Tipnis

- Transportation Business Leader
- Senior Vice President

*Mugdha serves as the Principal-in-Charge on WMATA PMCM, GAEC, Planning and Bridge Inspection Contracts*

[Mugdha.Tipnis@wsp.com](mailto:Mugdha.Tipnis@wsp.com)

# Meet the **WSP** team here today



Susan Gygi

Major Project PM

[Susan.Gygi@wsp.com](mailto:Susan.Gygi@wsp.com)



Severin Skolrud

ZEB and Emerging Technology Leader

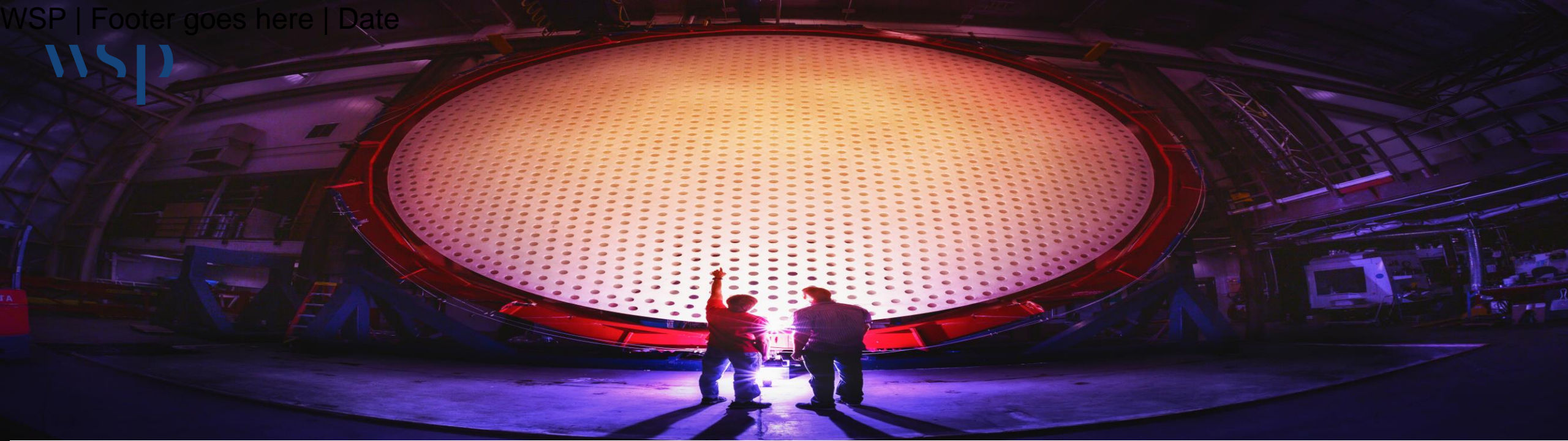
[Severin.Skolrud@wsp.com](mailto:Severin.Skolrud@wsp.com)





Calls to the world shapers





Employees worldwide

72,800

Active projects on all continents

200,000

Clients served

+9,000

01

*We are one of the world's top professional services firms, bringing together some of the brightest engineers, advisors and scientists from across the*

02

We exist to shape communities to advance humanity. We see the world through a Future Ready® lens, fuelled by a shared commitment to making a positive impact—one project and community at a time.

03

We empower our clients to dream big and carve new paths, tackling the real-world challenges that matter most.



# Transit & Rail



## **Locally Dedicated with International Scale**

With more than a century of experience, WSP contributed to the creation of the first subways in America, South Asia, Australia and Africa.



## **Future-focused and Driven by Sustainability**

WSP works with policy makers, fleet operators and various levels of government to support adoption of zero-emission vehicles and public transit bus fleets.



## **World-class Rail and Transit Solutions**

WSP combines design and construction-phase services with advisory, land use planning and program management to provide clients with a holistic approach.

# Transit & Rail Services

## Services

Rail Planning



Railway Sustainability



Railway Safety and Security



Transportation Planning



Fare Payment Systems



Operations and Maintenance for Rail



Rail Design



Rail Electrification



Asset and Vehicle Management



Zero Emission Vehicles





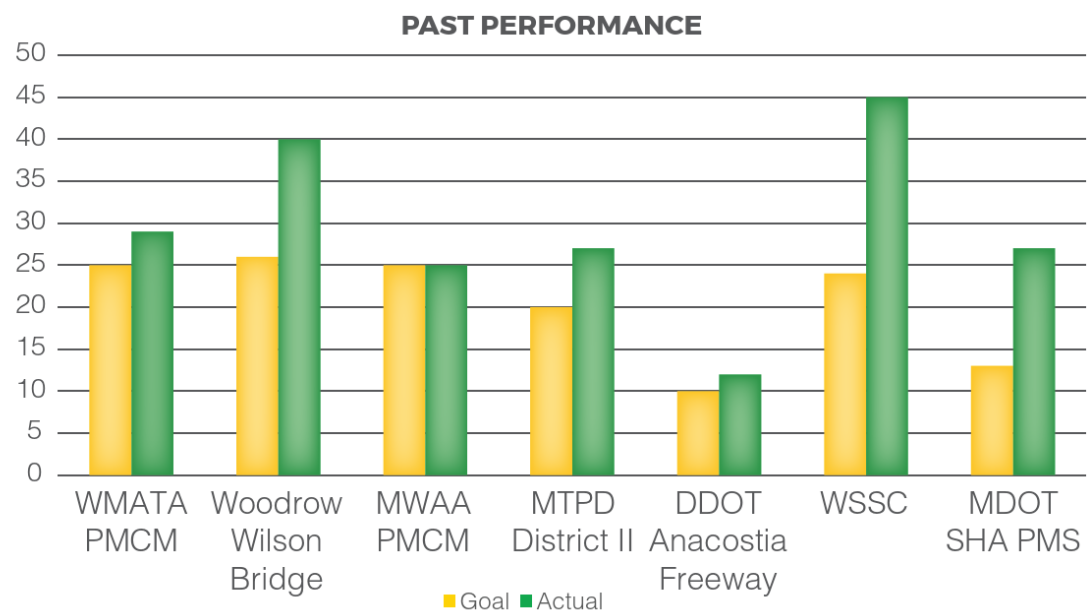
## WSP in DC

**680+** *Local Experts in the  
DC, Maryland and  
Virginia Region*

**50+** Years of partnership with WMATA

**40+** Delivering tasks for WMATA on the  
PMCM, GAEC and Planning Contracts

# Commitment to Partnering



WSP strongly emphasizes **partnering** with small, disadvantaged, minority, and female-owned firms. As a company, we reach out at every opportunity by participating in industry groups, participating in agency events, implementing pursuit-specific processes called for or suggested by the client, or hosting our own events.

- Identifying teaming partners from our pool of pre-qualified MBE/SBP/MBP/Local business partners
- Help them grow with internal training and development programs, mentor-protegee sessions
- **One team, one vision and one goal** – successful project delivery with an integrated team



wsp

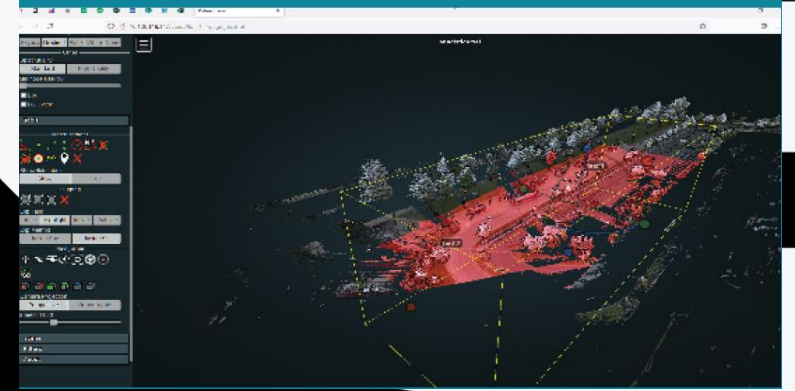
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PROJECTS





# CURRENT WMATA CONTRACTS



## PMCM Contracts

- Bladensburg Bus Garage
- Northern Bus Garage
- Communications & Signaling
- Accessibility Services
- Contracts & Claims Management

## GAEC Contract

- Chiller Facility Rehabilitation
- Bridge Inspections
- Four Mile Run Bus Garage
- Assessment & Remediation of Collapsed Duct Banks
- Commissioning Services

## Planning Contract

- Capital Programming
- ZEB Transition & Implementation
- Pentagon Station Feasibility
- Cleveland Park Feasibility
- Resiliency Policy and Program

**Real-Estate Contract**  
**Bridge Inspections**  
**& Others...**

# Partnering Needs

- Architecture & Planning
- Civil, Structural, MEP, Fire Protection Engineering
- Systems Integration & Commissioning
- Document Control
- Project Controls
- Construction Management – Onsite support
- Permitting
- Stakeholder Engagement
- IT Services
- Staff Augmentation
- And more.....







# Upcoming Projects

## **RBIR-0007 Traction Power, AC Power Construction Management Support**

- Project Coordinators
- Schedulers
- Construction Inspectors

## **ATOC-0002 Staff Augmentation and PM/CM Support Services for MATOC**

- Project Coordinators
- Office Engineers
- Construction Inspectors

## **PFAC-0001 Staff Augmentation for WMATA Passenger Facilities**

- Resident Engineers
- Office Engineers
- Construction Inspectors
- Construction Facilitators

<https://sbreg.wspis.com/register/Registrationinformation.aspx>







THANK YOU



# Join Us for Our Next Outreach:

Metro's Meet the Primes



Register for all upcoming outreaches below:



METRO'S SMALL BUSINESS PROGRAMS OFFICE PRESENTS

## Simplify Sales & Increase Your Bid Capacity

Join us virtually on Tuesday, April 8, 2025 | 10 a.m. - 12 p.m.

Join our webinar to learn how to streamline your sales process, even with limited staff and resources, especially in government contracting. Discover how to better understand your target market, assess readiness, and use technology to boost efficiency and improve bidding. We'll cover key topics like the differences between marketing, business development, and capture, building a strategic position, and choosing the right technology tools for your business. You'll also see how a technology stack—using tools like CRMs and market intelligence platforms—can simplify processes and drive better results. The session will end with a live demo to show these strategies in action, helping you grow and succeed in government contracting.

This event is in collaboration with



Space is limited, so reserve your spot now!



# Thank you!

That concludes our presentations, we invite you to  
network with our primes and exhibitors.

Washington Metropolitan  
Area Transit Authority