

Metro's

# Meet the Primes



Urban Engineers, F.H. Paschen,  
PGH Wong & SHI

Washington Metropolitan Area Transit Authority  
September 25, 2025



# Welcome & Announcements



**Tamara J. Roberts, MBA, NIGP-CPP, CPPB**  
Acting VP & Chief Procurement Officer  
Office of Procurement & Materials



# Welcome & Announcements



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



# Agenda

1. Introduction of Procurement Leadership
2. Small Business MATOC Presentation
3. Urban Engineers Presentation
4. F.H. Paschen Presentation
5. PGH Wong Presentation
6. SHI Presentation
7. Closing remarks
8. Networking with Primes & Exhibitors



Scan the QR code for Information on  
How to Get Certified with Metro and to  
view Available Procurements



# Meet Procurement Category Managers



**Gary Klaff**  
Category Manager of  
Executive Services  
GKlaff@wmata.com



**Jermaine Williams**  
Category Manager of  
Information Technology (IT)  
JAWilliams@wmata.com



**Robert Jones**  
Category Manager of  
Construction  
RJones5@wmata.com



**James "Jim" Knighton**  
Category Manager of  
Bus  
JLKnighton@wmata.com



# Meet Procurement Category Managers



**Frederick R. Voellm**  
Category Manager of  
Rail  
FVoellm@wmata.com



**Irene Mathis**  
Category Manager of  
Inventory  
IMathis@wmata.com



**John Jackson**  
Contract Manager  
Facilities/Maintenance  
JTJackson@wmata.com



# Introducing:

**Tammy Long**  
Senior Program Manager  
Project and Design Management



Washington Metropolitan  
Area Transit Authority

# Small Business MATOC



RD OR SV BL YL GR metrobus Metro Access





# SCOPE

This is a set aside contract. A set-aside contract is WMATA contract that restricts competition to a specific category of businesses, such as small businesses, women-owned small businesses, or 8(a) certified firms, rather than opening it to all eligible bidders. The economic goal is to provide a level field for these designated groups, ensure their participation in WMATA contracting. The objective of this contract is to provide construction services for various Multiple Award Task Order Contract (MATOC) projects. The work shall include a broad variety of major and minor repair, modification, rehabilitation, alterations, demolition, and new construction projects. Since this is a set-aside, the general contractor shall use all small business contractors to fulfill all work involved in each task order. If certain work can not be completed by a small business, it will be at the discretion of the SBPO group to make that decision.





# WMATA MATOC Contracts



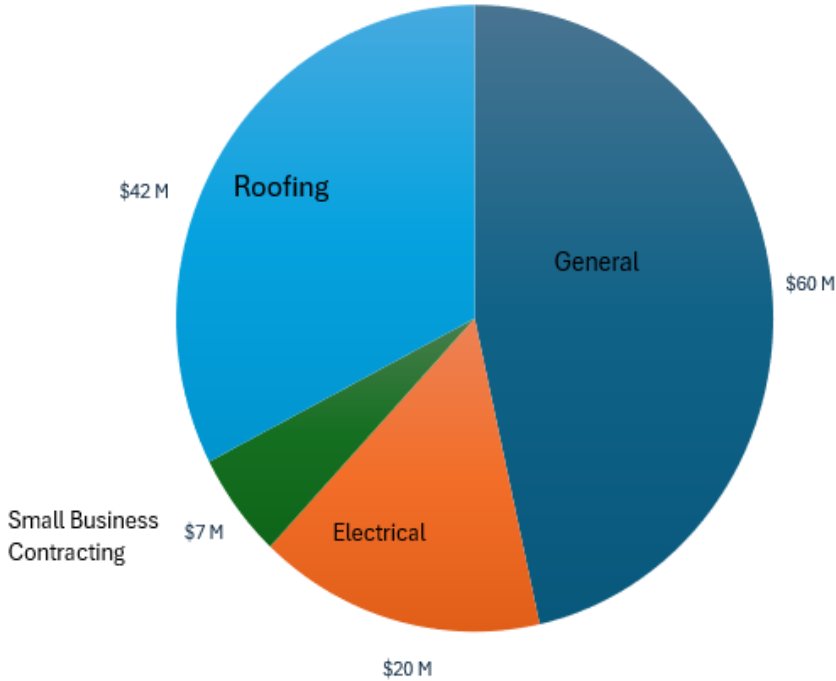
There are 3 active MATOC Contracts at WMATA. There is the General Contractor MATOC , Electrical MATOC, and a Small Business set aside MATOC.

MATOC has become the most used program to complete task orders at WMATA. The General Contractor MATOC started in Nov 2017. The Electrical began a year later - Nov 2018. The Roofing MATOC started in June 2019 and was not re-bid. Small Business was started in March 2020. We are in the process of advertising a new 3-to-5-year contract for Small Business.





FY 21 - 25 For GC, Electrical, Roofing and Small Business



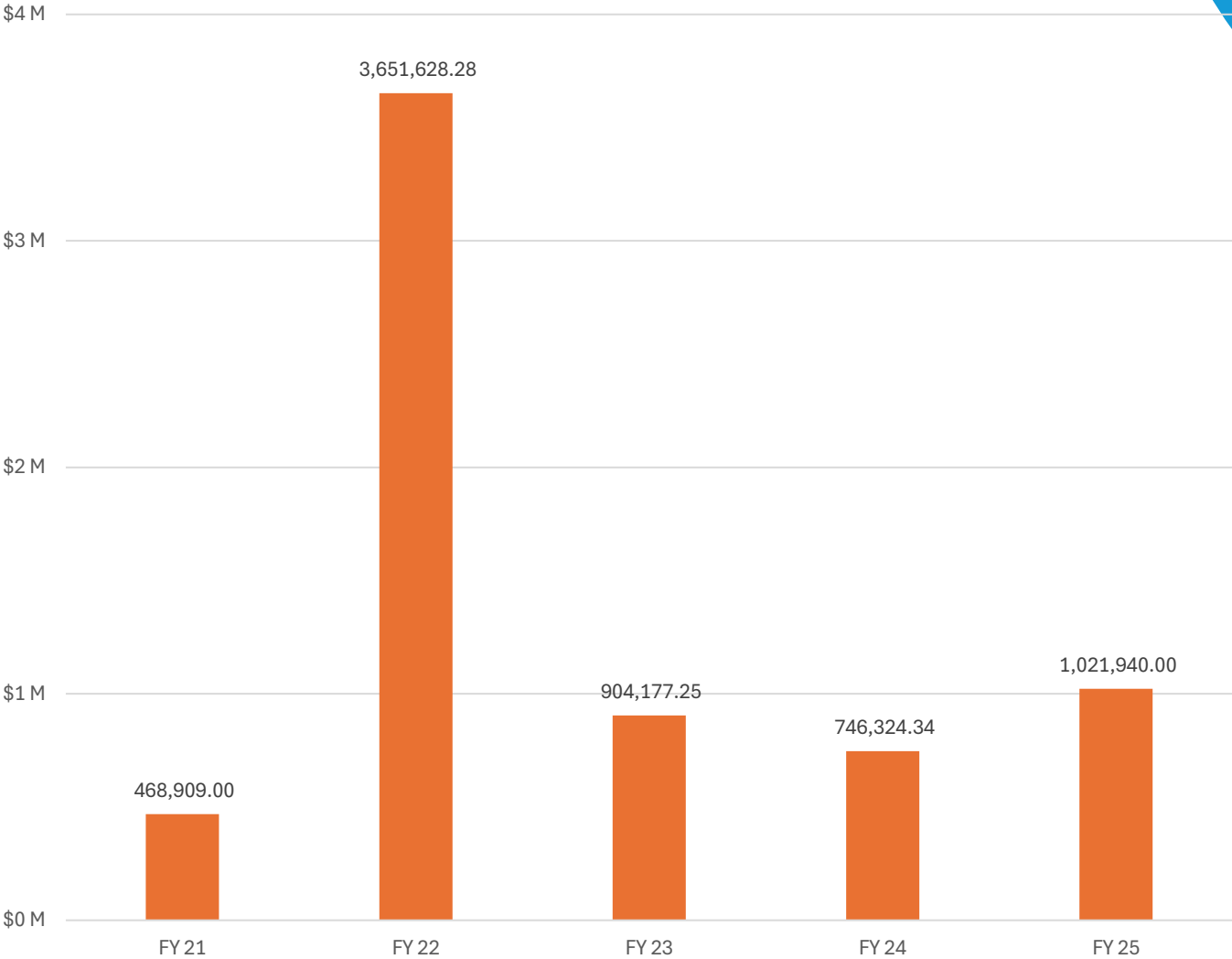
- General Contracting
- Electrical Contracting
- Small Business Contracting
- Roofing Contracting





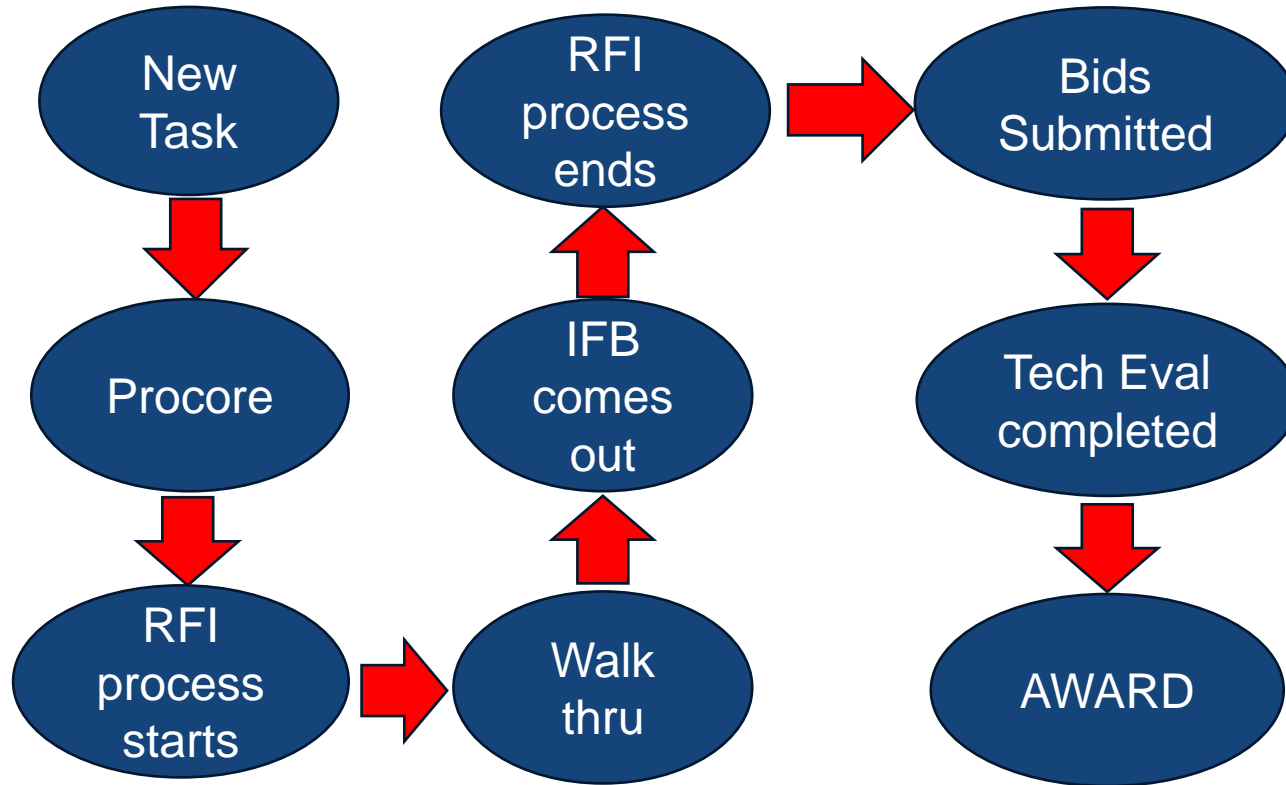
# FY 21 -25 Small Business

Total \$7 M





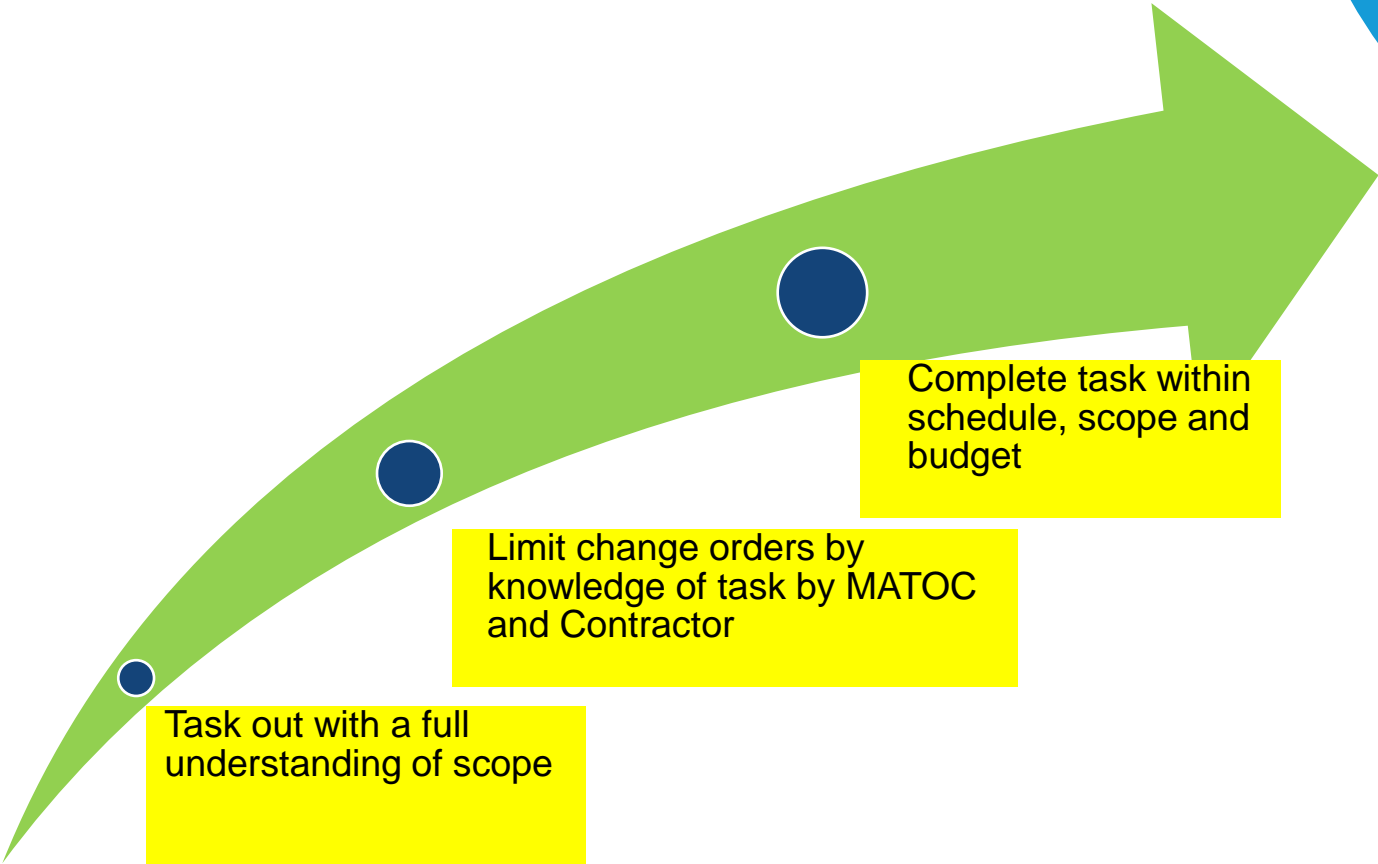
## Process to Success



30 to 35 days  
to complete



# Project Goals for each task order



Task out with a full understanding of scope

Limit change orders by knowledge of task by MATOC and Contractor

Complete task within schedule, scope and budget



# Let's do this.....

MATOC Overview – Metro





# Thank you

## Questions and Comments

# Introducing Our Prime:



**UrbanEngineers.com**

Washington Metropolitan Area Transit Authority





# Meet the Primes Thank You for Joining

September 25, 2025

# MEET OUR TEAM



Rick Baus, CPE, CCE, CCM  
Senior Cost Estimator  
WMATA Task Order PESC-0003  
rvbaus@urbanengineers.com



James Bilella, PE  
President & CEO  
jabilella@urbanengineers.com



Charles King, PE  
General Manager, VP  
Rail and Transit  
cfking@urbanengineers.com



Qwyn Durrett  
Rail Construction Specialist  
qmdurrett@urbanengineers.com



# INTRODUCTION TO URBAN ENGINEERS

- ◆ Multidisciplinary Firm
- ◆ Regional Presence
- ◆ Extensive Transit Agency Experience
- ◆ Decades of FTA Experience
- ◆ **Over \$1 Billion in Rail/Transit Projects Delivered**
- ◆ DBE Partnering Commitment

Founded in  
**1960**

**375+**  
Employees

**65**  
years  
Engineering  
Experience

**100%**  
Employee-  
owned

**14**  
Offices  
Nationwide

# CORPORATE COMMITMENT

## **Mission: To Be Our Clients' First Choice**

- ◆ Dedicated to WMATA
- ◆ Proven Transit Expertise
- ◆ Champion of DBE Growth



# DBE PARTNER COMMITMENT

**Supporting DBE Firms is Crucial to Urban's Principles, Peers, and Industry.**

- ◆ Meaningful Contracting Opportunities
- ◆ Mentorship & Growth
- ◆ Active Collaboration
- ◆ Networking & Relationship Development
- ◆ Access to Resources

**Urban Provided More Than \$6.5 Million to DBE Firms in 2025**

# EXAMPLE RELATIONSHIPS

**A.D. MARBLE**  
environmental·cultural·engineering



**"I applaud Urban for supporting Talson as we grow and giving us opportunities on new projects."**

**Robert Bright**  
**Founder & President**





# URBAN SERVICES

- ◆ Design
- ◆ Construction Management & Inspection
- ◆ Construction Support
- ◆ Project/Program Management
- ◆ Project Management Oversight
- ◆ Planning
- ◆ Environmental



# PARTNERSHIP OPPORTUNITIES



**Surveying**



**H&H**



**Estimating**



**Geotechnical**



**Pavement Design**



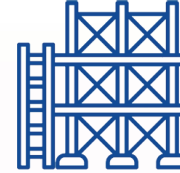
**Architecture**



**Environmental**



**Utilities**



**Structural**



**Construction**



**Scheduling**



**Value Engineering**

# DELIVERING SOLUTIONS FOR OUR PARTNERS

## Partnership Focus

“Our accurate, proactive, & collaborative estimating helps WMATA & can help DBEs position bids competitively, avoid surprises, & deliver with confidence.”

- ◆ **Accuracy Advantage** – ROM estimates more precise than design firms → realistic budgets
- ◆ **Proactive Delivery** – On-time, proactive even with missing info → projects stayed on track
- ◆ **Trusted Advisors** – Go-to for constructability & scope clarity → stronger outcomes



# DELIVERING SOLUTIONS FOR WMATA

## WMATA Results

Overall Rating:

Exceeds Expectations (Zero Improvement Comments)

Met Expectations:

Timeliness | Budget | Schedule | PM Skills | Coordination

Exceeded Expectations:

Quality | Constructability | Staff | Technical Expertise | Responsiveness

**“This is the same reliability and collaboration you can expect as a DBE partner with Urban Engineers.”**

# CURRENT TASK ORDER ASSIGNMENTS

- ◆ **FQ2024 PM/CM Contract**

**Urban/Hatch Joint Venture**

**Task Order FARE-0010 – Automatic Fare Collection (AFC) Engineering Support**

Period of Performance: 730 Days

DBE Performance: 24%

Contract Value: \$5.1 million

- ◆ **FQ2024 PM/CM Contract**

**Urban is a Subcontractor**

**Task Order PESC-0003 – Infrastructure Construction Estimating Support**

Period of Performance: 584 Days (Thru 02/27)

Contract Value: \$990,000

# URBAN + HATCH

## Joint Venture for WMATA PM/CM Contract

- ◆ Buildings & Facilities
- ◆ Power Systems
- ◆ Signaling

## Collaboration on WMATA GAEC Contract

- ◆ Communications
- ◆ Power Systems
- ◆ Signaling

**Seeking DBEs to assist with PM/CM and GAEC Task Order Positions**



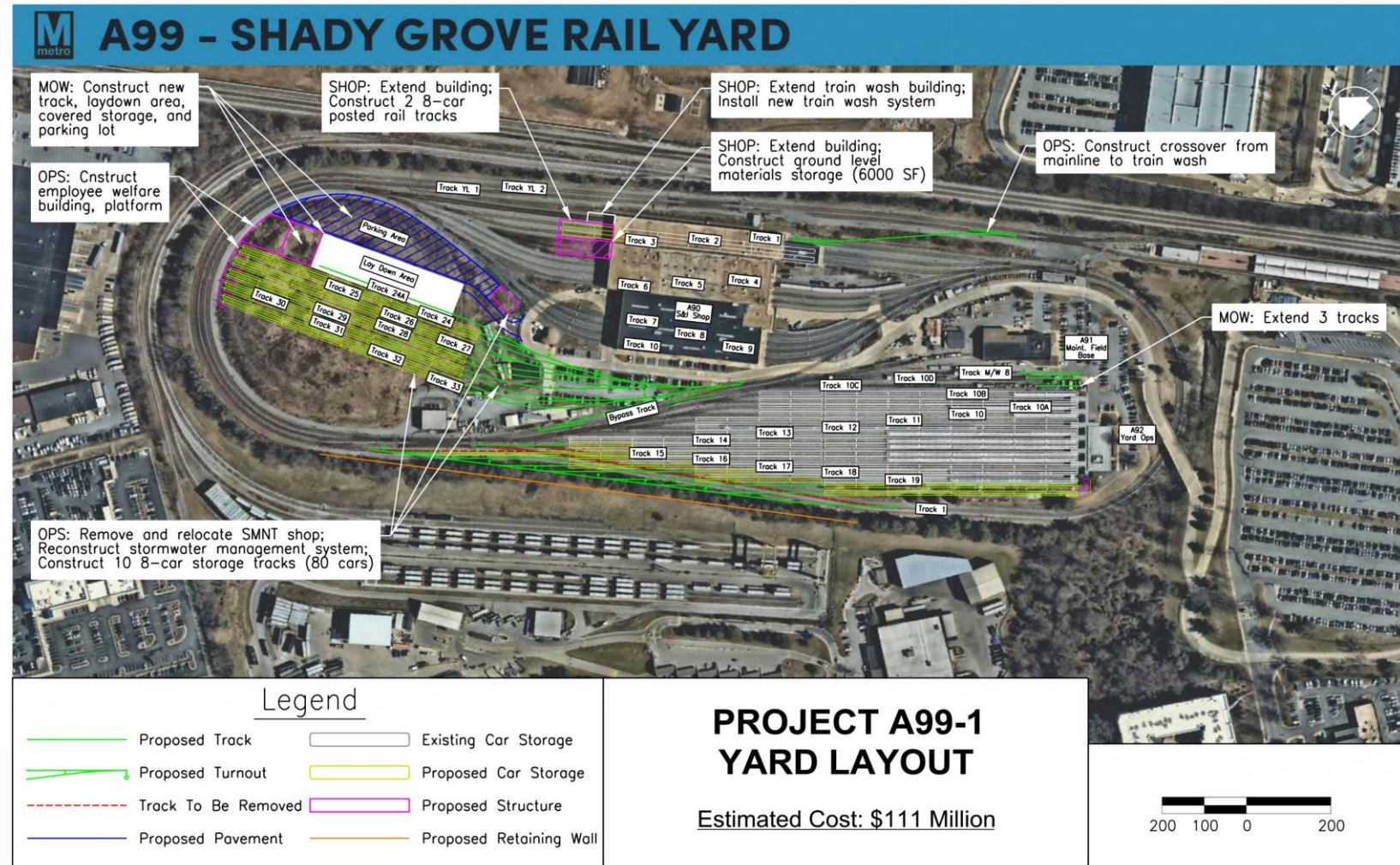
# RAIL/TRANSIT OPPORTUNITIES



# WMATA PROJECT EXPERIENCE

## WMATA System Wide Planning

Urban, as a sub, provided analysis, evaluation, & conceptual designs for modifications & operating improvements at 10 of WMATA's shops & yards.





# WMATA PROJECT EXPERIENCE

## CM on the Bladensburg/Shepherds Parkway Bus Facility





# Questions? THANK YOU



# Introducing Our Prime:



**FHPaschen.com**

Washington Metropolitan Area Transit Authority



# MEET THE PRIMES F.H. PASCHEN

**FHP**  
F.H. PASCHEN



# POINT OF CONTACT

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**Charlie Lawler**  
Vice President  
312.618.8514  
[clawler@fhpaschen.com](mailto:clawler@fhpaschen.com)



**John Finnigan**  
Senior Project Manager  
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**Michael Wingard**  
Business Development  
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**Anthony Beckham**  
Vice President – Community  
Engagement & Outreach  
312.343.6339  
[abeckham@fhpaschen.com](mailto:abeckham@fhpaschen.com)



# **F.H. PASCHEN OVERVIEW**

**F.H. Paschen is a general contractor, construction manager, and design-builder with over 115 years of experience in the construction industry, serving both public and private customers and clients across the country. We are committed to building strong relationships with diverse businesses and engaging the communities we serve.**

# NATIONAL CONTRACTOR

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**Chicago**

**Mid-Atlantic**

D.C., Maryland, Virginia

**Southwest**

Texas

**Southeast**

Florida, Georgia, North Carolina,  
South Carolina

**Great Lakes**

Indiana, Michigan, Ohio, Wisconsin



# MARKETS

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Education



Municipal



Transit



Parks & Recreation



Aviation



Multi-Family Housing



# DELIVERY METHODS



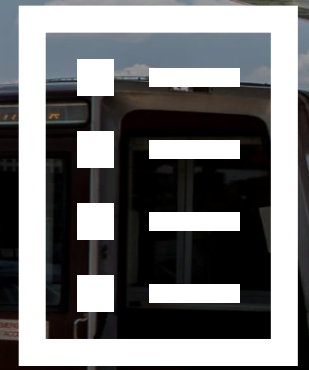
Construction  
Manager



General  
Contractor



Design-Build



Job Order  
Contracting



# DIVERSITY

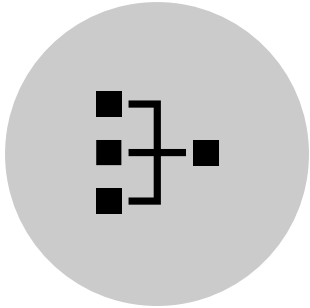


F.H. Paschen routinely does joint ventures with minority and women-owned companies on various projects through mentoring opportunities. These types of collaborations speak to the culture of who we are at F.H. Paschen.



# BECOME AN FHP PREQUALIFIED BIDDER

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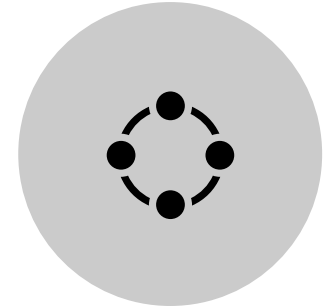
**FILL OUT A  
SUBCONTRACTOR  
INFORMATION FORM**



**REVIEW THE SAMPLE  
SUBCONTRACT**



**REVIEW INSURANCE  
REQUIREMENTS**



**BONDING MAY BE REQUIRED  
ON LARGE/COMPLEX  
PROJECTS**

# FHP SUBCONTRACTOR INFORMATION FORM

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Questions: [fhp-dc-procurement@fhpaschen.com](mailto:fhp-dc-procurement@fhpaschen.com)

# INSURANCE & BONDING REQUIREMENTS

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## INCLUDE THE COST OF BONDS & INSURANCE IN YOUR BIDS

- **General Liability**
    - \$1mil each occurrence
    - \$2mil aggregate
  - **Automotive**
    - \$1 million
  - **Umbrella**
    - \$5 million
    - May be lowered to \$2 million for low-risk operations
  - **Workers Compensation**
    - \$1 million
  - **Endorsements**
    - CG 20 10 10 01 or equivalent
    - CG 20 37 10 01 or equivalent
  - **Professional Liability**
    - Delegated Design
    - Engineered Shop Drawings
    - Product Substitutions
    - Surveying
- PAYMENT & PERFORMANCE BONDS**
- Required on all contracts > \$250k
  - Required on high-risk operations



# **SAFETY & QUALITY PROGRAM**

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## **SAFETY PROGRAM**



## **THREE-PHASE QUALITY PROGRAM**

### **PHASE 1**

#### **PREPARATORY PHASE** PRIOR TO MOBILIZATION

Purpose of the meeting is for all parties to understand project specific Safety, Quality, & Production requirements

### **PHASE 2**

#### **INITIAL PHASE** BEFORE EACH DFOW

Purpose of the phase is for all direct field personnel to understand the DFOW to be performed.

### **PHASE 3**

#### **FOLLOW UP PHASE** ONGOING DURING CONSTRUCTION

Inspect installed work to ensure it complies with contract documents and client expectations – catch defects early/prevent rework

# FHP ESTIMATING PROCESS

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- Invites via Email & Building Connected
- Respond to RFP with a “will bid” or “will not bid”
- Participate in the RFI process
- Provide detailed quote breakdowns
- Reference bid documents in your proposal
- Acknowledge Addendums in your proposal



# BIDDING JOB ORDER CONTRACT (JOC) PROJECTS

- **Unit price proposals**
  - RS Means
  - eGordian UPB
- **Provide quantities**
  - Material (cy, sf, lf, counts, etc.)
  - Labor (provide hours)
- **Assist in developing the scope of work**
- **Extremely fast turnaround required for pricing**
- **Negotiate pricing prior to submitting client proposal**
- **Smaller fast-tracked projects (\$5k - \$1M)**





# UPCOMING OPPORTUNITIES

## CTEM Shop Upgrades

Scope: Sitework/Flatwork/Crane at New Carrollton Yard

## Scaffolding Services

Scope: Scaffold erection at various locations, monthly safety inspections

## Violet Bank Trail

Scope: Paving sidewalks, ramps, crosswalks—signage and tree planting

## C94 Storage Room Asbestos

Scope: FFE removal/storage, asbestos remediation, slab repair/finish, FFE return

## MTPD Canine Training Facility

Scope: Demo, Sitework, Prefab Buildings and interior finishes

## George Snyder Trail Construction

Scope: Paving & Surfacing

## Bus Simulator Lab at CTF, B117

Scope: Interior Renovations

## CTF Testing & Balancing

Scope: HVAC system testing, balancing, commissioning, repair recommendations

## **CONTACT US**

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**Have questions or are interested in opportunities with F.H. Paschen?**

**Please reach out to John Marvin or John Finnigan!**

**John Marvin**

Estimator

571.683.2271

[jmarvin@fhpaschen.com](mailto:jmarvin@fhpaschen.com)

**John Finnigan**

Senior Project Manager

571.373.8003

[jfinnigan@fhpaschen.com](mailto:jfinnigan@fhpaschen.com)

# Questions?

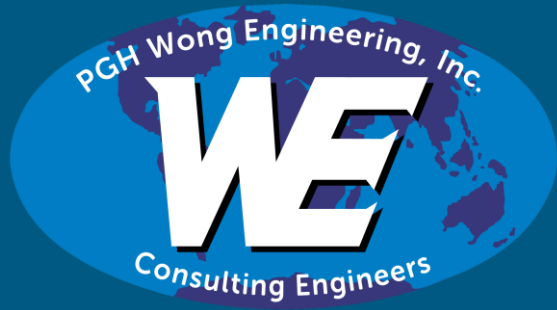


# Introducing Our Prime:



**PGHWong.com**

Washington Metropolitan Area Transit Authority



# WMATA Meet the Primes Event

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**Professional Services  
Subconsultant Outreach Event**  
September 25, 2025

*Welcome*







# Agenda

- 1. Introduction**
- 2. Contract Opportunities**
- 3. How to Get Started**
- 4. Support and Resources**





# 1. Introduction

WE



# Our Background



Established in 1985 as a Small, Minority-owned Firm



Among the Most Sought-After Transit Consultants in the Nation

Selected Repeatedly Due to a High Degree of Success



Expertise in all Aspects of Rail Transit Engineering

- Civil, Structures, Architecture, Facilities, Systems
- Construction Management
- Program/Project Management
- Testing and Startup Specialists



Industry Applications

- Project/Construction Management Software
- Rail Simulation Software



Proven Service and Dedication to Our Clients



# Rail Transit Specialists

## Our Services

Program/Project Management  
Planning/Feasibility Studies  
Engineering Design  
Construction Management  
Testing/Startup/Commissioning

## Disciplines

Architecture  
Civil/Structural Engineering  
Systems Engineering  
Electrical Engineering  
Mechanical Engineering  
Commissioning  
Risk Management  
Operations/Signaling/Traction Power Simulations  
Construction Management Software  
Hospitality Consulting  
Software Development/Licensing



# Washington Metropolitan Area Transit Authority (WMATA)

PM/CM, Washington, DC

- \$150 Million, 5-Year Contract
- PGH to Provide Support of Transit-Related Program Management/Construction Management (PM/CM) Tasks:
  - Buildings & Facilities
  - Communications
  - Heavy Mechanical
  - Power Systems (LV/HV, AC/DC)
  - Signaling



# Washington Metropolitan Area Transit Authority (WMATA)

## General Architectural and Engineering Services (GAES), Washington, DC

- \$100 Million, 5-Year Contract
- PGH to Provide Services in Support of the Ongoing Capital Improvement Program/Maintenance Program; Categories Include:
  - Heavy Mechanical (Central Systems)
  - Buildings/Facilities
  - Signaling Systems
  - Communications
  - Civil/Structural
  - Power Systems (LV/HV, AC/DC)





# Various Agencies

## Prime On-Call Contracts

- BART, General Engineering Consultant, CA
- BART, General Construction Management (GCM), CA
- SFMTA, As Needed Specialized Engineering Services, CA
- SFCTA, On-Call Project Management and Engineering, CA
- Phoenix Valley Metro, On-Call, AZ
- VTA, BART Silicon Valley Phase II, General Engineering Services, CA
- Sacramento RT On-Call Contracts, CA





## Massachusetts Bay Transportation Authority (MBTA)

PM/CM Services for Critical Communications Implementation and P25 Plan for Transit Police – Rail and Bus Project, Boston, MA

- \$110 Million Overall
- PGH Provides Design and Construction Oversight
- Upgrade Existing Enhanced Digital Access Communications System (EDACS) Radio System



# Bi-State Development

Design Engineering Consultant,  
St. Louis Metrolink Greenline, MO

- Prime Design Engineering Consultant, Preliminary Design
- 5.72 Mile Light Rail Through Urban Area
- 10 Stations

*PGH Wong Engineering, Inc. has been providing retrofit and new design services to Bi-State since 1987 on the initial line.*





# Valley Metro Rail (VMR)

## Various Light Rail Transit Contracts, AZ

- Prime Consultant
- \$712 Million Overall

### Central Phoenix/East Valley

- Construction Management Services
- 5 Mile Double-Track Extension
- 11 Passenger Stations
- 1 Park-and-ride Lot

### Northwest Extension Phases I & II

- Design Services
- 1.55 Mile Extension
- 2 At-grade Passenger Stations
- 1 Aerial Passenger Station

### Gilbert Road Extension (CM/GC)

- Construction Management Services
- 1.9 Mile Extension
- 4 Miles of Embedded Track
- 2 Light Rail Stations
- 1 Transit Center With Bus Service
- 1 Park-and-ride

### Central Mesa Extension

- Design Services
- 3.1 Mile Extension
- 4 Stations
- 1 Transit Center
- 1 Park-and-ride





# Peninsula Corridor Joint Powers Board

Caltrain Peninsula Corridor Electrification  
Program, San Mateo, CA

- \$1.3 Billion Overall
- Lead Design Consultant
- 52 Miles of Overhead Contact Systems
- Traction Power Facilities
- SCADA/Communications Integration
- Program Replaced 75% of Caltrain's Diesel-electric Locomotive-powered Trains With High-performance Electric Multiple Units (EMUs)

## Award Winning

2025 Civil Construction Collaborative Project  
Award, International Partnering Institute (IPI)



## Santa Clara Valley Transportation Authority (VTA) BART Silicon Valley Phase II, CA

- Prime Consultant for General Engineering Services in a Joint Venture
- \$12.7 Billion
- 6 Mile Extension
- 4 Stations (3 Underground and 1 At-grade Terminal Station)
- 5 Mile Tunnel Through Downtown
- Newhall Yard and Maintenance Facility and Storage Yard

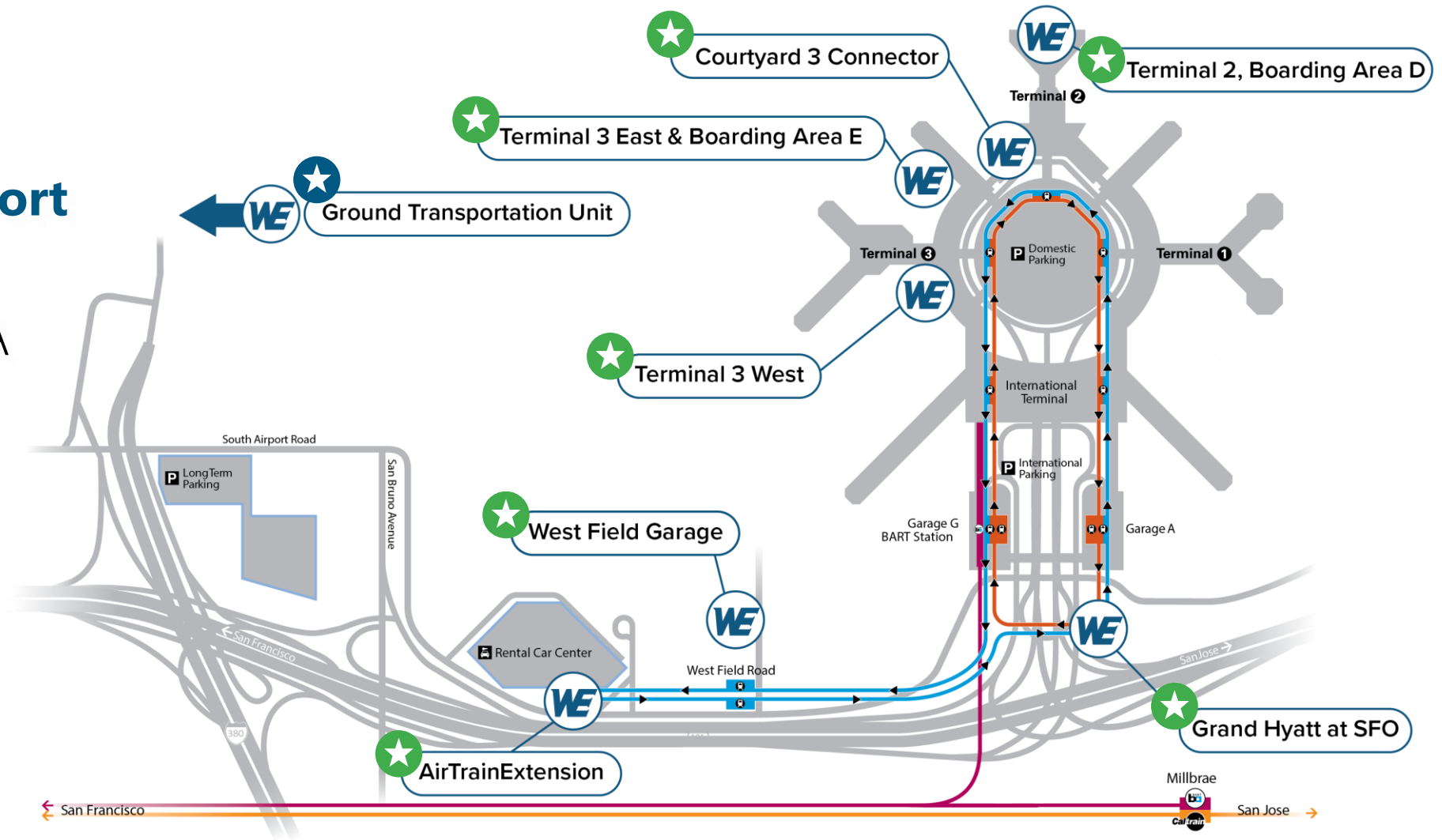




# San Francisco International Airport

Various Projects,  
San Francisco, CA

- Civil
- Structural
- Systems





## California High-Speed Rail Construction Package 1

- Prime Consultant in Joint Venture for PM/CM
- \$3+ Billion
- 32 Mile Alignment
- 12 Grade Separations
- 2 Viaducts
- 1 Tunnel
- San Joaquin River Crossing

WE

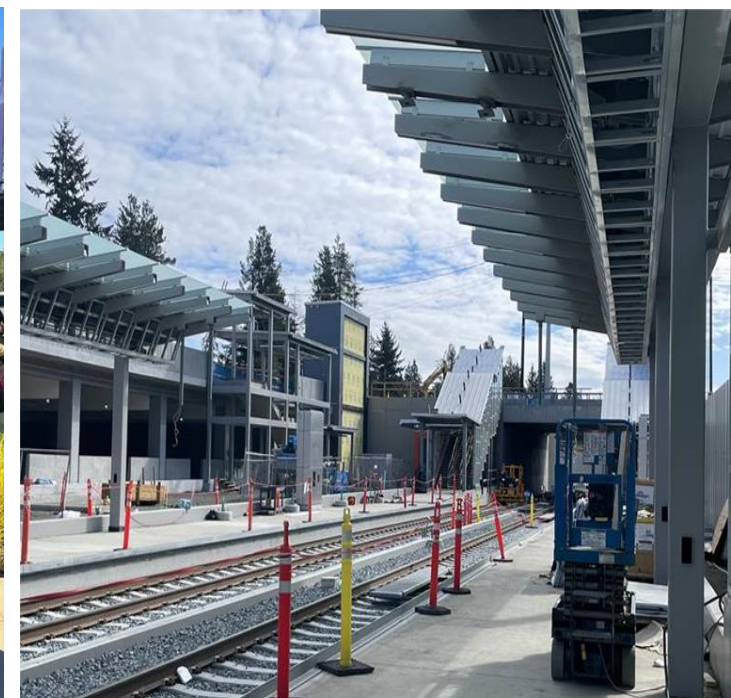




## Sound Transit

### Lynnwood Link Extension, WA

- Prime Consultant for Construction Management
- \$2 Billion
- 8.5 Mile Light Rail Extension
- 5 Stations
- 45% Elevated Guideway
- 55% Retained Cut/Fill Trackway
- Interstate 5 Overcrossing
- 3 Parking Structures



# Overall DBE/SBE Success – Exceeding Goals

Project/Contracts	DBE Goal	Current Achievement
Sound Transit, Lynnwood Link Extension, WA	6% DBE / 12% SBE	10% DBE / 35% SBE
VTA, BART Silicon Valley Phase II GEC, CA	15.55% DBE	17.1% DBE
BART, Hayward Maintenance Complex Phase 2, CA	25% DBE	29% DBE
BART, East Contra Costa BART (eBART), CA	20% DBE	30% DBE
BART, Irvington Infill Station, CA	24% DBE	28% DBE
VTA, BART Berryessa Extension, CA	18% DBE	21% DBE
PCJPB, Caltrain Peninsula Corridor Electrification, CA	8% DBE	13% DBE
California High-Speed Rail CP 1 PM/CM Support Services, CA	10% DBE	17.2% DBE
LA Metro, Westside Purple Line Subway Extension Section 3, CA	39.43% DBE	43% DBE
Valley Metro Rail (Phoenix) Systems Design Services, AZ	2.03% SBE	17.60% SBE

## Example of our Success

2019 Sound Transit Champions of Inclusion Award

2019 Sound Transit Office of Small Business Development & Labor Compliance Champion of Small Business Award





## 2. Contracting Opportunities

WE



# Contracting Opportunities Design and PMCM Services Needed

Geotechnical engineering	Safety/Security	Traffic Coordination
Landscape Planning/Design	Hydrology/Hydraulics	Utilities Coordination
Utilities	Noise And Vibration	Document Control
Traffic Planning/Eng	Structural Engineering	Claims Analysis/Support
Public Outreach	Surveying	Value Engineering
Cost Estimating	Water/WW	Labor Compliance
Scheduling	Facilities/Infrastructure	Aerial Photography
Project Controls	Parking Facilities	Materials Testing/Inspection
MEP	ADA	
Architecture	Row	
Rail Vehicles	Inspection	
Environmental	Field Engineering	



# Project Opportunities

Rail Transit – Light Rail, Heavy Rail, Commuter Rail, Streetcars, Maintenance Facilities

- WMATA
- Upcoming:

Boston

New York

Atlanta

Maryland

South Carolina

San Francisco

Los Angeles

Seattle

San Diego

Phoenix





# Things We Look for in a Team Member

- Staff Experienced in Similar Projects
- Experience with Local Transit Agencies
- Knowledge of the Project and its Challenges
- Ideas and Contributions to the Scope
- Local/State Required Certification



Firm and  
Personnel  
Experience



NOT Based on  
WMATA  
Experience Alone



# 3. How to Get Started

WE



# How to Submit Qualifications to PGH Wong

## Qualifications Submissions

- Firm Overview, Certifications, Services

## Example Relevant Projects

- 2-3 Projects Max
- Applicable References

## Resumes of Proposed Personnel

- 2 Pages Max



## Questions/Email Submissions to:

Gerry Yoes, PGH Wong  
Business Development Manager  
(415) 566-0800 Ext. 167  
[gyoes@pghwong.com](mailto:gyoes@pghwong.com)





# 4. Support and Resources

WE



# Support and Resources

## Procurement Phase

- **Comprehensive, Equity-Based Good Faith Effort:**  
Proactive subconsultant outreach, evaluation, and selection
- **Resource Assistance:** DBE certification, public agency, and consultant contacts

## Project Phase

- Promote Collaborative Team Culture
- One-on-One & Group Training
- Monthly Group Discussions
- Mentor Protege Programs



# Question and Answers

WE





*Thank You!*

Questions/Email  
Submissions to:

Gerry Yoes, PGH Wong  
Business Development  
Manager  
(415) 566-0800 Ext. 167  
[gyoes@pghwong.com](mailto:gyoes@pghwong.com)



# Introducing Our Prime:



**SHI.com**

Washington Metropolitan Area Transit Authority



# Metro's Meet the Primes

SHI International

Presented by:

Jarrold Moore, Field Account Executive

9/25/2025





# WHO WE ARE

**SHI is a leading provider of technology products and solutions, dedicated to empowering organizations across the public and private sectors. Our mission is to deliver innovative IT solutions that drive operational excellence and enable our clients to achieve their goals. We are deeply committed to fostering a diverse and inclusive supply chain, with a strong emphasis on engaging and supporting small businesses as valued partners in our contracting efforts.**

Email: Jarrod\_Moore@Shi.com

Phone: 732-652-0902

# Presenter Bio

Jarrold Moore is the Field Account Executive for Maryland and DC on the Strategic Government team at SHI. We are actively building partnerships with local businesses in DC, Prince George's County, Chicago, and other regions. As an active member of the Prince George's County AI Task Force, he is committed to supporting responsible and impactful technology adoption within the community. Jarrod emphasizes transparency and authenticity in every partnership, ensuring clients receive solutions that truly align with their goals. The focus areas from SHI to align with local firms are networking, data center, cybersecurity, and generative AI solutions.



# Contracting Opportunities

## Data Center, Networking, Cybersecurity, & Generative AI

We currently hold a 5-year device contract with the City of Baltimore, a 3-year participating addendum with the Washington Suburban Sanitation Commission with multiple renewal year options, and a participating addendum with the Baltimore Metropolitan Council, which spans local government in Maryland, DC, and Northern Virginia. These contract vehicles enable us to deliver technology services to local government entities, along with other contract vehicles, including COTS and national cooperatives.



### Jarrold Moore Account List:

DC-Government Agencies under the Mayor's Authority

DC-Metropolitan Washington Airport Authority

DC-Washington Metropolitan Area Transit Authority

MD-City of Baltimore

MD-County of Baltimore

MD-County of Montgomery

MD-County of Prince Georges

MD-Washington Suburban Sanitary Commission



# How to Get Started with SHI

## Registration, Certifications, & Procurement Procedures

- **Registration:**  
Small and diverse-owned businesses interested in working with SHI should begin by registering in the **SHI supplier database**. Nearly 2,800 diverse-owned businesses are already registered, providing a wide array of IT products and services, including consulting, manufacturing, contingent labor, and installation facilities.
- **Certifications:**  
To participate in SHI's Supplier Diversity Program, small businesses are encouraged to have certifications that verify their status as a minority, women, or other diverse-owned business. Recognized certifications include:
  - WBENC (Women's Business Enterprise National Council)
  - NMSDC (National Minority Supplier Development Council)
  - Other international and regional certifications as applicable
- **Key Procurement Procedures:**
  - After registration and certification, businesses may be invited to participate in procurement opportunities based on SHI's needs and customer requirements.
  - SHI tracks and reports Tier 2 Direct and Tier 2 Indirect spend, so providing your certification details ensures your participation is recognized in customer diversity spend reports.
  - Businesses may also need to respond to specific requests for proposals (RFPs) or quotations as part of SHI's standard procurement process.



A photograph of a city skyline at night, with various skyscrapers illuminated and their lights reflecting on the water. A small boat is visible in the foreground on the water.

# Support & Resources

## Small Business Resources at SHI International Corp

### **Supplier Diversity Program:**

SHI is committed to economically strengthening diverse-owned businesses. The Supplier Diversity Program is designed to build and maintain relationships with diverse-owned companies, supporting SHI's core values.

### **Mentorship & Networking:**

SHI's commitment to inclusion and diversity is reflected in its support for diverse suppliers. Participation in national and international councils (such as WBENC and NMSDC) provides networking opportunities and access to broader business communities.

### **Technical Assistance:**

SHI's procurement, implementation, and management capabilities can help small businesses better understand and meet requirements, supporting digital transformation and adaptation to evolving business needs.

### **Points of Contact:**

For more information or to get started, small businesses can contact the SHI Diversity Program Manager:

Robert Williams – Diversity Program Manager

Email: [pubsecsupplierdiversity@shi.com](mailto:pubsecsupplierdiversity@shi.com)

Website: SHI.com

Phone: 888-764-8888

# Questions?

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[Jarrod\\_Moore@shi.com](mailto:Jarrod_Moore@shi.com)



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