

Washington Metropolitan  
Area Transit Authority

May 8, 2025

# Metro's Small Business Opportunities Fair

Thank you for Joining Us!

We will begin in a moment.



      metrobus Metro  Access



# Welcome & Announcements

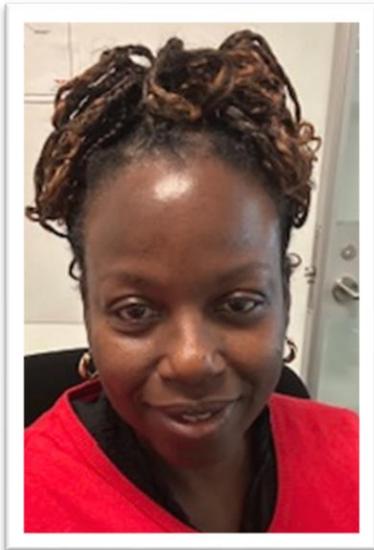


**Tamara Roberts**  
Assistant Chief Procurement Officer  
Procurement and Materials | Finance



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

# Introducing Our Speaker:



**Judy Davis**

*Project Manager – Bus Fleet Engineering*

Washington Metropolitan  
Area Transit Authority

# Upcoming Capital Projects

May 8, 2025

**Judy Davis,**

*Project Manager, Contract Support and Market Outreach*

Project Development



# Capital Program Overview



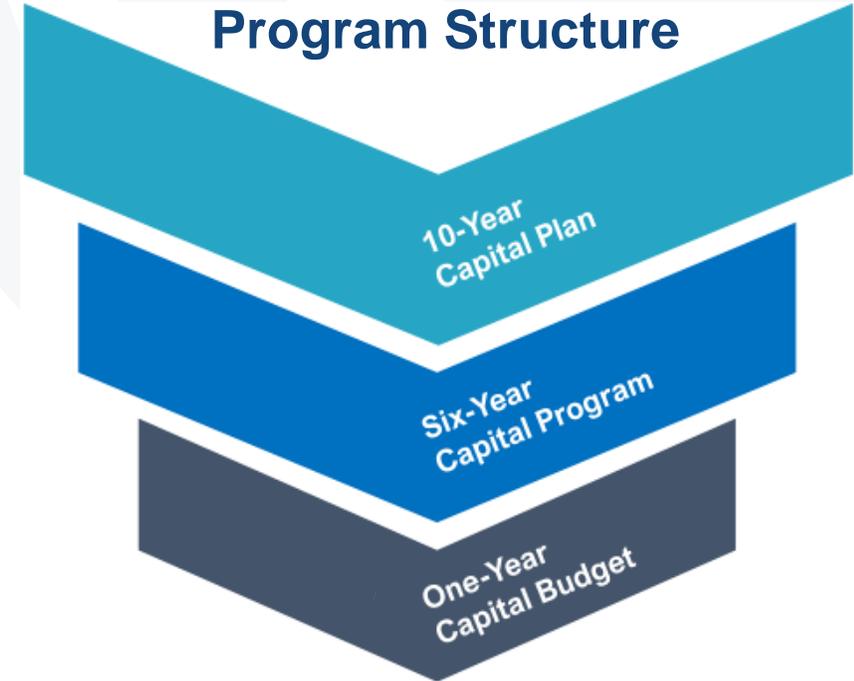
# Metro's Capital Improvement Program

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

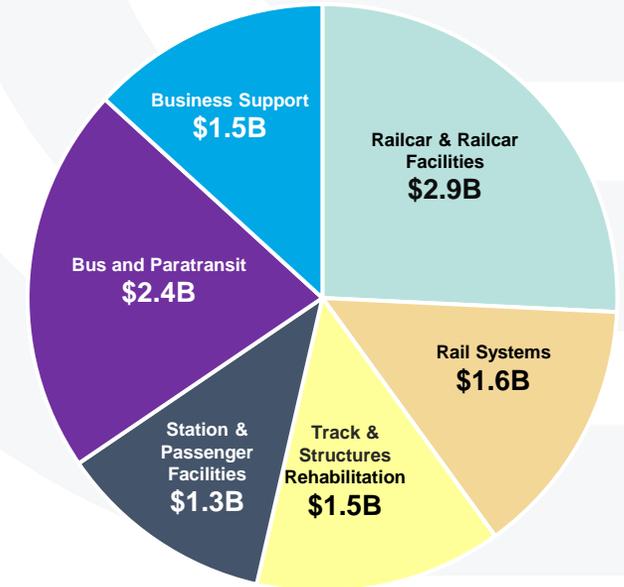


# FY2025-2030 Capital Program Continues Investment in State of Good Repair, Reliability, and Modernization

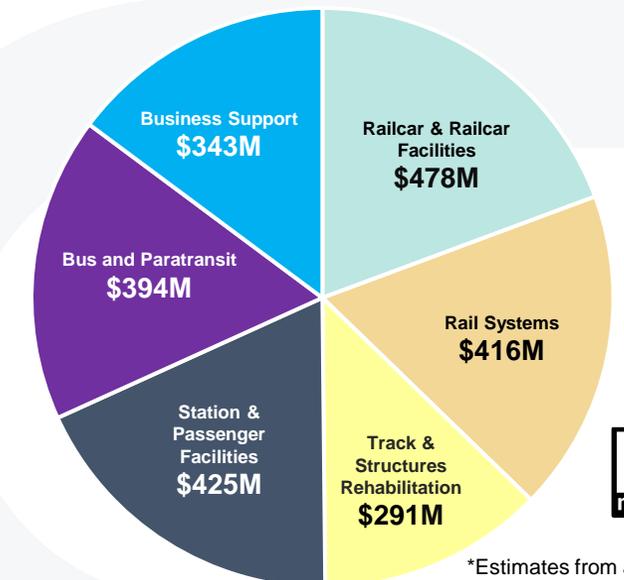
Major reinvestment will continue across ongoing programs and projects, including:

<ul style="list-style-type: none"> <li>• Bus Vehicle Replacement and Rehabilitation</li> </ul>	<ul style="list-style-type: none"> <li>• Critical structural and bridge rehabilitation</li> </ul>
<ul style="list-style-type: none"> <li>• Bladensburg &amp; Northern Bus Division Replacements and Zero Emission Conversion</li> </ul>	<ul style="list-style-type: none"> <li>• Track rehabilitation</li> </ul>
<ul style="list-style-type: none"> <li>• Zero emission bus conversion at Cinder Bed</li> </ul>	<ul style="list-style-type: none"> <li>• Fare systems modernization</li> </ul>
<ul style="list-style-type: none"> <li>• Bus shelter replacements</li> </ul>	<ul style="list-style-type: none"> <li>• Radio replacement and fiber installations</li> </ul>
<ul style="list-style-type: none"> <li>• MetroAccess vehicle replacement</li> </ul>	<ul style="list-style-type: none"> <li>• Water leak mitigation on Red Line</li> </ul>
<ul style="list-style-type: none"> <li>• 8000 Series Railcars (legacy vehicle replacement)</li> </ul>	<ul style="list-style-type: none"> <li>• Enterprise Resource Planning System Modernization</li> </ul>
<ul style="list-style-type: none"> <li>• State of good repair investments in signaling system</li> </ul>	<ul style="list-style-type: none"> <li>• Stadium Armory Bridge/Junction Pocket Track</li> </ul>
<ul style="list-style-type: none"> <li>• Planning, engineering and pilots for signal system modernization and platform screen doors</li> </ul>	<ul style="list-style-type: none"> <li>• Railcar maintenance facility rehabilitation and modernization</li> </ul>

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



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



\*Estimates from July 2024

# Upcoming Opportunities



# Upcoming Projects

- Grosvenor-Strathmore Platform Reconstruction
- L'Enfant Plaza Access Improvements
- Permanent Generator System Replacement – 19 Sites
- Traction Power State of Good Repair – Contract 2
- Metro Training Center
- Structural Rehabilitation Project – Package B
- Station Standpipe – 4 Locations
- Back-Up MICC at CTF

# 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.

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**Delivery Method:** Design-Build (DB)

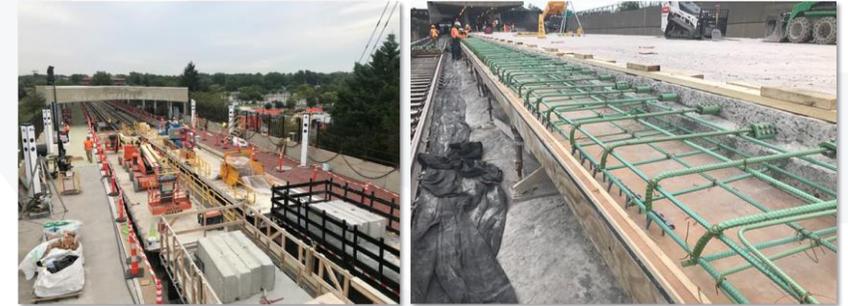
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**Anticipated Schedule:** Spring 2025

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**Estimated Contract Cost:** \$12M - \$15M

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KEY PROJECT

# 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

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**Delivery Method:** Design-Build (DB)

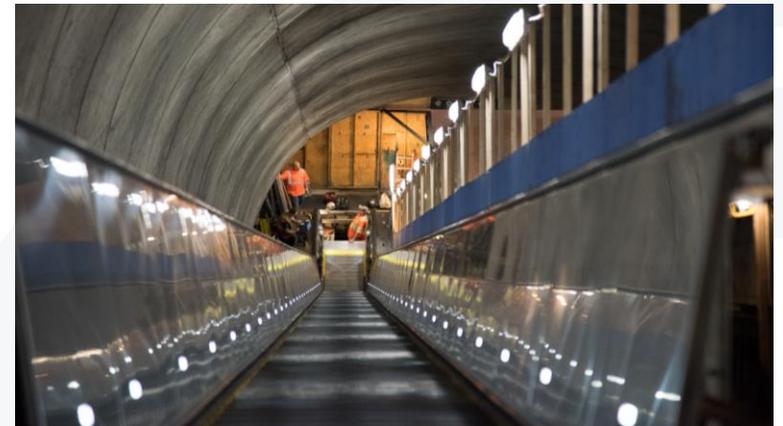
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**Anticipated Schedule:** Summer 2025

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**Estimated Contract Cost:** \$5M - \$10M

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KEY PROJECT

# Permanent Generator System Replacement w/ AC Room Upgrades

- 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.
- Replacement of AC Switchgear equipment at 3 Metro Stations.



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**Delivery Method:** Design-Build (DB)

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**Anticipated Schedule:** Fall 2025

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**Estimated Contract Cost:** \$20M - \$25M

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KEY PROJECT

# 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

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**Delivery Method:** Design-Bid-Build (DBB)

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**Anticipated Schedule:** Late Spring 2025

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**Estimated Contract Cost:** \$150M - \$170M

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# 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.
- GAEC services anticipated for **existing condition assessment, site-specific designs, and Engineer of Record Support services.**

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**Delivery Method:** Construction Manager at Risk (CMAR)

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**Anticipated Schedule:** Spring 2025 (Design), Summer 2025 (CMAR)

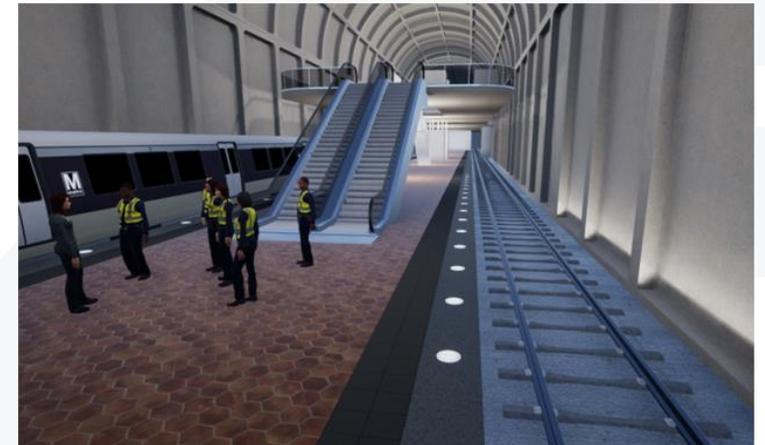
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**Estimated Design Task Order Cost:** \$14M-\$17M

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

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KEY PROJECT

# 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

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**Delivery Method:** Design-Build (DB)

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**Anticipated Schedule:** Fall 2025

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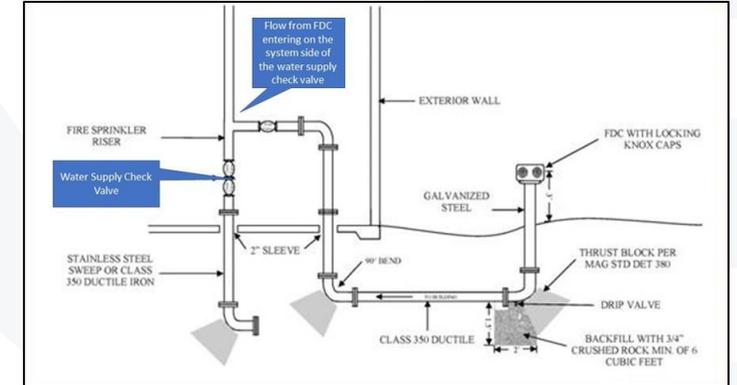
**Estimated Contract Cost:** \$27M-\$32M

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# Station Standpipe - 4 Locations

- Three locations have been identified for partial standpipe replacements to serve the confines of these underground stations.
- Locations: Stadium Armory Station, Smithsonian Station, Eastern Market Station, and Grosvenor-Strathmore Station.
- Scope includes replacement 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.




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**Delivery Method:** Design-Bid-Build (DBB)

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**Anticipated Schedule:** Winter 2026

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**Estimated Contract Cost:** \$3.5M-\$5M

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# Back-Up MICC at CTF

- The Metro Integrated Command and Communications Center (MICC) is Metro's primary operations center:
  - *It combines capabilities from Bus, Rail, Infrastructure, Safety, Power, and Critical Desks*
- GAEC services anticipated for **existing condition assessment, site-specific designs, and Engineer of Record Support service to retrofit backup MICC to meet the operational requirements.**

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**Delivery Method:** Design-Bid-Build (DBB)

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**Anticipated Schedule:** Summer 2025 (Design)

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**Estimated Design Task Order Cost:** \$1.0M - \$1.5M

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# Get in Touch



# WMATA Supplier Portal

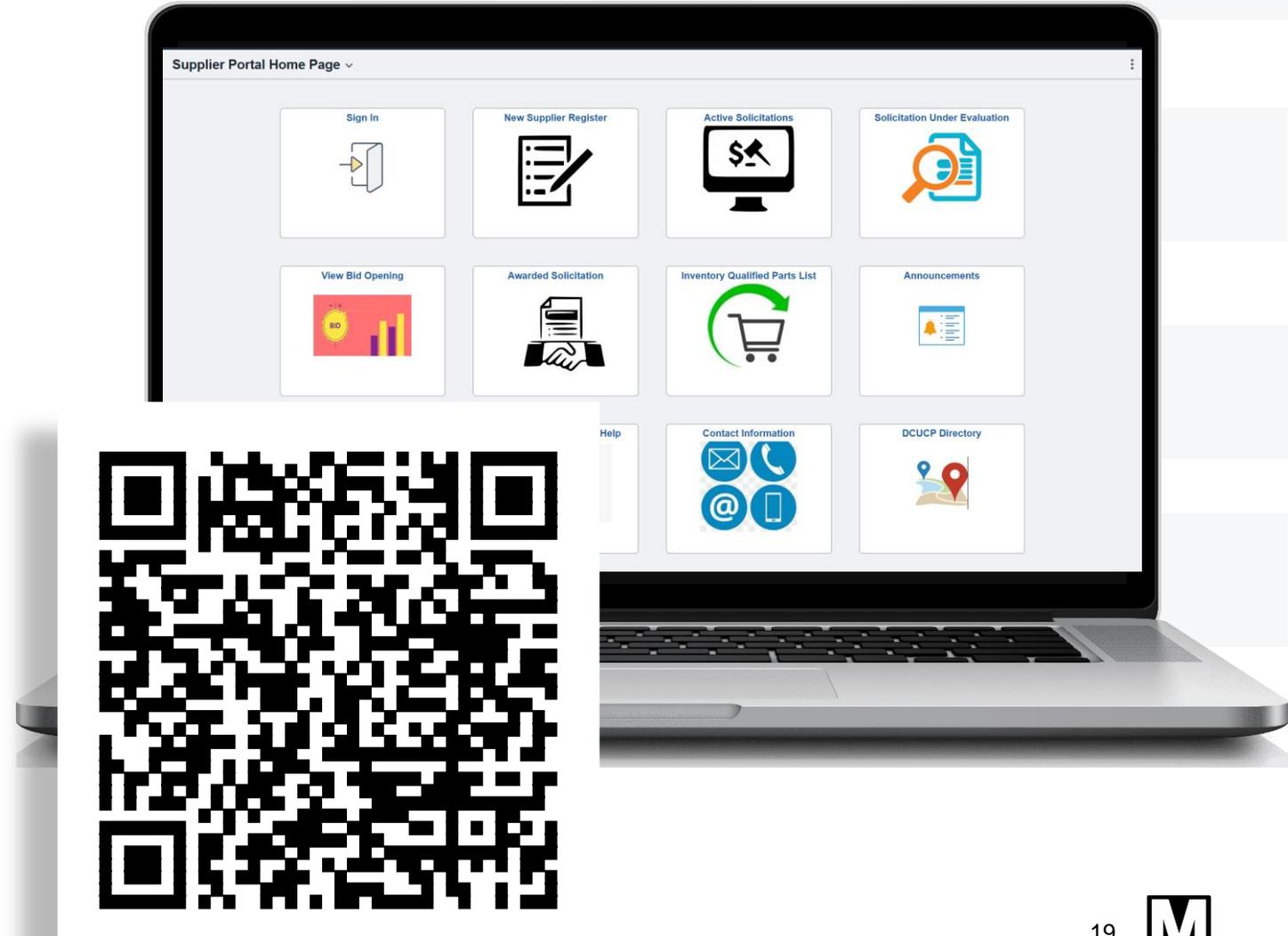
Register and create a profile to stay up to date on all communications and activities related to doing business with WMATA.

- Monitor invoice statuses in real-time;
- View order summary and WMATA's receipt of your orders;
- Search, review, and respond to solicitations (IFBs, RFPs, and RFQs)
- Take Supplier Portal training.

**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**

**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: Prince George's County Office of Procurement





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## Metro's Small Business Opportunities Fair Prince George's County Office of Procurement

Presented by:

Pamela Ford Dickerson, Director & Purchasing Agent



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## WHO WE ARE

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- The Prince George's County Office of Procurement (OOP) is committed to the efficient and equitable acquisition of goods, services, and construction for Prince George County.
- OOP is dedicated to successfully providing goods and services to Prince George's County internal and external customers. OOP's mission emphasizes inclusivity, transparency, and equity in serving residents and businesses.

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## WHO WE ARE

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### **OOP ADMINISTERS PROCUREMENT SERVICES FOR THE COUNTY GOVERNMENT, INCLUDING:**

- Overseeing procurement operations and providing strategic policy guidance.
- Focusing on the development, growth, and retention of County-based businesses, actively promoting economic development across commercial corridors.
- Managing the County's purchasing functions in accordance with legal authorities, ensuring compliance and efficiency.

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## HOW TO FIND US

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- OOP's website is a one-stop source for engaging and connecting small, local and diverse suppliers to business development and procurement opportunities in Prince George's County
- Everything discussed during today's presentation can be found on the website. Visit using the link below:

[Procurement | Prince George's County](#)

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## LEARN MORE ONLINE

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- Complete a Certification Application
- Request a Vendor Day Meeting
- View current Procurement Opportunities
- View Procurement Forecast
- Register their Business
- Access Mentor Protégé Program
- Access Green Book information and data
- Access Prince George's County Supply Schedule

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## LET'S GET CERTIFIED

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- ✓ It is our recommendation to obtain a Prince George's County Business Certification.
- ✓ By becoming a certified business in Prince George's County, your business may receive preference in procurement opportunities offered by Prince George's County Government.
- ✓ SDDD is the official authorized certification agency for Prince George's County Government.

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## TYPES OF CERTIFICATION

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- ✓ **MBE** - Minority Business Enterprise
- ✓ **CBSB** - County-Based Small Business
- ✓ **CBMBE**- County-Based Minority Business Enterprise
- ✓ **CBB** - County-Based Business
- ✓ **CLB** - County-Located Business

*\*Certifications are valid for two years and are free of cost*



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## APPLYING FOR CERTIFICATION

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To apply for a Prince George's County Government Business Certification, you must apply online through our Certification and Compliance System (CCS) linked below:

[Certification & Compliance System | Prince George's County](#)

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## PROCUREMENT IN BRIEF

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Procurement Opportunities comes in the form of the following:

1. Small Purchases < 100K (typically set-aside for County Based Small Businesses)
2. Solicitations
3. PGCSS – PGC Supply Schedule
4. Mentor Protégé Program

### **OOP IS COMMITTED TO EMPOWERING LOCAL SMALL BUSINESSES THROUGH THE PRINCE GEORGE'S COUNTY SUPPLY SCHEDULE (PGCSS).**

The PGCSS:

- designed to offer procurement opportunities and drive growth for County-based Small Businesses (CBSBs) and County-based Minority Business Enterprises (CBMBEs)
- contracts with County-based small businesses (CBSBs) and County-based minority business enterprises (CBMBEs) to provide products and services across County Agencies.
- streamlined procurement process that includes pre-negotiated prices, delivery terms, warranties, and other terms and conditions.
- categories of products and services designed to meet the procurement needs of County Agencies.

### **CURRENT SCHEDULE CATEGORIES:**

1. Financial Services
2. Management Consulting Services
3. Training Services
4. Temporary Support Services
5. Office Supplies
6. Furniture and Furniture Management Services
7. Marketing and Media Services
8. Advertising, Promotional and Specialty Products Services
9. Medical Equipment and Supplies Services
10. Industrial Supplies and Apparel Services
11. Industrial Services Application
12. Catering Services and Event Spaces

**The PGCSS is currently open for applications. Please visit: [Supply Schedule Application by Category | Prince George's County](#)**

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## MENTOR PROTÉGÉ PROGRAM

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### **Mentor Protégé Program:**

- local business development initiative aimed at strengthening County-based small and minority businesses ("protégé firms") through partnerships with established larger businesses ("mentor firms").
- 24-month agreement.
- prepares protégé firms for prime contracting opportunities within Prince George's County Government.
- foster long-term business relationships between mentors and protégés that benefit both parties.

Please find more information related to this program at:

[Mentor Protégé Program | Prince George's County](#)



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## CHANGES TO VENDOR REGISTRATION AND INVOICING

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Subject: Important Notice: Upcoming Changes to Supplier Engagement with Prince George's County Dear Valued

Prince George's County Supplier, Prince George's County is preparing to implement important changes to how we conduct business with our supplier community. These changes are part of a larger initiative to modernize and streamline our procurement and accounts payable processes. Please be advised that participation in these upcoming changes is mandatory in order to continue doing business with Prince George's County. In the coming days, you will receive additional correspondence with detailed instructions based on your specific account type and current relationship with the County. These letters will outline the actions required of you and your organization to prepare for this transition. We are sharing this message now to give you advance notice and ensure your organization is prepared to receive and respond to those communications in a timely manner. If you have any immediate questions, you may contact the Prince George's County Supplier Enablement Team at **[oopsupplierenablement@co.pg.md.us](mailto:oopsupplierenablement@co.pg.md.us)**. We appreciate your continued partnership and look forward to working with you through this important transition.

Sincerely, Prince George's County Enablement Team

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## CHANGES TO VENDOR REGISTRATION AND INVOICING

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### **What is SAP Buying and Invoicing?**

SAP Buying and Invoicing automates the procurement cycle, from purchase order creation to invoice payment. It will help streamline processes, reduce errors and ensure timely payments.

### **What is SAP Supplier Lifecycle and Performance Management (SLP)?**

SAP SLP allows businesses to manage entire lifecycle of suppliers, from onboarding and qualification to performance evaluation and risk management. This will strengthen supplier relationship and ensure compliance with regulations.

Supplier Informational Hub

### **Important Supplier Links**

#### **[Prince George's County Supplier Information Portal](#)**

The Supplier information portal provides information for all suppliers conducting business with Prince George's County. For your organization, this means the traditional way of transacting with us is changing fundamentally. On this site you will find information regarding the transformation, as well as a number of tools to help answer any of the questions you may have.

#### **[Prince George's County Standard Account Supplier Summit](#)**

Join us to learn more about:

- Why this change is important to your business
- How your company can benefit from using SAP Business Network
- Any potential fees associated with transacting on SAP Business Network
- Next Steps:

**[SAP Ariba Implementation Hub | Prince George's County](#)**

## FOURTH QUARTER SOLICITATIONS

Agency	Title of the Procurement	FY2025 Estimated Budget	Procurement Method
Office of Central Services	Snow and Ice control Services	\$500,000.00	IFB
Office of Central Services	Electrical Services	\$500,000.00	IFB
Office of Central Services	Landscaping Services	\$500,000.00	IFB
Office of Central Services	Fire Alarm Sprinkler System	\$250,000.00	MSIFB
Office of Central Services	Fire Extinguisher Services	\$250,000.00	IFB
Office of Central Services	A&E On-Call Services	\$500k-\$1M	RFQ
Office of Central Services	Boiler Repair Services	\$500k-\$1M	MSIFB
Office of Central Services	Construction Management On-Call Projects	\$500k-\$1M	RFQ
Department of Environment	A&E On-Call Services	\$5M-\$10M	RFQ
Department of Permitting, Inspections and Enforcement	Commercial inspector to augment Inspection Division	\$250K-\$500K	RFQ
Department of Permitting, Inspections and Enforcement	Third Party Commercial Inspection Servs / Inspection Services for Commercial Construction Projects	\$250K-\$500K	RFQ



## FOURTH QUARTER SOLICITATIONS

Agency	Title of the Procurement	FY2025 Estimated Budget	Procurement Method
Fire-Ems Department	Firefighting Equipment and Supplies	\$200,000.00	IFB
Fire-Ems Department	Firefighter Hoses	\$100,000.00	IFB
Police Department	County Wide Security Services	\$500k-\$1M	MSIFB
Department of Corrections	Security Locksmith Services	\$155,000.00	IFB
Fire-Ems Department	Insurance Coverage	\$1,800,000.00	RFP
Department of Public Works & Transportation	A&E On-Call Services- Restricted to CBSB, MBE	\$1M-\$5M	RFP
Department of Public Works & Transportation	A&E On-Call Services- Open-Competition	\$1M-\$5M	RFP

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## FINDING OPPORTUNITIES

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### Finding Opportunities

Helping CBSBs and CBMBEs find procurement opportunities is a way to support economic development in Prince George's County. As local diverse suppliers find opportunities, they hire residents within the community, and all will spend locally to drive economic growth.

Access contracting opportunities by clicking on the links below:

- [Current Bidding Opportunities -SPEED Discovery Solicitation Posting](#)
- [Prince George's County FY2025 Forecast](#)

### Vendor Meeting Request

Vendor Day is an outreach effort to afford vendors an opportunity to meet with County staff and introduce their company to the County. Vendor Day provides the Vendor a set time (not to exceed an hour) and date to perform a demonstration of their company's capability/capacity or to ask questions about "How to Win Business with the County". This is an informal meeting with a member of Supplier Development and Diversity Division (SD3), Contracts Administration and Procurement (CAP), and a representative of the relevant County Agency. To schedule a meeting, please complete the questionnaire linked below

[Vendor Meeting Request Questionnaire](#)



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## Prince George's County Office of Procurement

1400 McCormick Drive

Largo, Maryland 20774

Thank you for your interest in  
Prince George's County



# Please Stay In Touch



301.833.6480



[pgcprocurement@co.pg.md.us](mailto:pgcprocurement@co.pg.md.us)



Empowering progress through accountable, collaborative,  
& transparent procurement practices.

# Introducing: DC Office of Contracting and Procurement





# Metro's Small Business Opportunities Fair 2025



# Agenda

- Overview of the Office of Contracting and Procurement (OCP)
- Finding Opportunities
- How to Get Started
- Support & Resources

# Agency Mission

- **Mission Statement**

The mission of the Office of Contracting and Procurement is to partner with vendors and District agencies to purchase quality goods and services in a timely manner and at a reasonable cost while ensuring that all purchasing actions are conducted fairly and impartially.

- **OCP Procures:**

- Services
- Goods
- Transportation and Specialty Equipment
- Horizontal Construction
- Information Technology



## Agency Overview

- In FY25, OCP will purchase an estimated \$6.1 billion in goods and services on behalf of 79 agencies.
- \$29.6 million operating budget
- 240 FTEs

# Agency Overview - Acquisition Summary

Fiscal Years	FY23		FY24		FY25	
	No. of Procurements	Estimated Procurement Value	No. of Procurements	Estimated Procurement Value	No. of Procurements	Estimated Procurement Value
<b>Fiscal Year Totals</b>	<b>4,923</b>	<b>\$11.7B</b>	<b>4,455</b>	<b>\$5.4B</b>	<b>4,822</b>	<b>\$6.1B</b>
≥\$1M	275	\$11B	326	\$4.9B	416	\$5.6B
\$500K - \$1M	730	\$380M	585	\$290M	656	\$336M
\$100K - \$500K	751	\$115M	703	\$104M	761	\$114M
\$100K≤	3167	\$91M	2,841	\$82M	2989	\$84M

# Agency Overview

OCP's Procurement Division manages the purchasing of goods and services on behalf of the agencies. The procurement staff is divided into nine units:

1. Government Operations
2. Public Safety and Justice
3. Health Services
4. Human Services
5. Transportation Infrastructure
6. Information Technology
7. Public Works/Energy and Environment
8. Education
9. Districtwide Acquisitions / DCSS

# Certified Business Enterprise (CBE) Program

## Department of Small and Local Business Development (DSLBD) - CBE Program Requirements

- Principal office physically **located in the District**;
- Meets **one of the four** following standards:
  - More than 50% of the employees of the business are residents of the District; or
  - The owners of more than 50% of the business enterprise are residents of the District; or
  - More than 50% of the assets of the business, excluding bank accounts, are in the District; or
  - More than 50% of the business gross receipts are District gross receipts.
- CEO and highest-level managerial employees **work in the principal office**;
- Meets **one** of the following standards:
  - Independently owned, operated, and controlled; or
  - More than 50% owned, operated, and controlled by a District-based business or not for profit; or
  - Owned by a non-District-based business enterprise that is more than 50% owned by District residents;

\* All new applicants for Certified Business Enterprise (CBE) Certification are required to register in the [District Enterprise System \(DES\)](#).



# District Certified Business Program

- A **Certified Business Enterprise (CBE)** is a business headquartered in the District of Columbia that has been certified by the Department of Small and Local Business Development (DSLBD).
- Businesses with CBE Certification receive preference in procurement and contracting opportunities.

Preference Program	Mandatory Set Asides	Subcontracting Requirements
Certified bidders or offerors are eligible to receive <b>up to 12 percent or 12 points preference</b> in evaluation of their bids or proposals.	Contracts of <b>\$250,000 or less must be set aside</b> to qualified SBEs or, if there are not at least two (2) qualified SBEs, then to qualified CBEs.	All contracts greater than \$250,000 shall include a requirement that <b>35% of the total dollar amount of the contract be subcontracted to qualified SBEs</b> or, if there are insufficient qualified SBEs, to qualified CBEs.

# CBE Preference Program Categories

<b>PREFERENCES FOR:</b>	<b>EVALUATION OF BIDS</b>	<b>EVALUATION OF PROPOSALS</b>
<b>Local Business Enterprise (LBE)</b>	2% reduction	2 points
<b>Small Business Enterprise (SBE)</b>	3% reduction	3 points
<b>Resident-Owned Business (ROB)</b>	5% reduction	5 points
<b>Disadvantaged Business Enterprise (DBE)</b>	2% reduction	2 points
<b>Enterprise Zone (DZE)</b>	2% reduction	2 points
<b>Longtime Resident Business (LRB)</b>	10% reduction	5 points
<b>Equity Impact Enterprise (EIE)</b>	10% reduction	5 points
<b>Veteran-Owned Business</b>	2% reduction	2 points
<b>Local Manufacturing Enterprise</b>	2% reduction	2 points

# Finding Opportunities



Mayor Muriel Bowser

## Office of Contracting and Procurement

Home Services Center of Excellence **Opportunities** Surplus Property Laws & Regulations Accountability & Transparency About

- How to Do Business with the District
- Workshops and Training
- Additional Vendor Resources
- OCP Solicitations
- Sustainable Purchasing
- Acquisition Plan
- Intent to Award Sole Source Contracts
- Required Solicitation Documents
- DC Buys
- DC Supply Schedule
- Opportunities with Independent Agencies

Procurement (OCP) is used at \$100,000.

Prev 1 2 3 4 Next ▶▶

### How to Find open solicitations:

1. Go to Ocp.dc.gov
2. Select the Opportunities Tab
3. Select OCP Solicitations
4. Search for open solicitations



## Contracts and Procurement Transparency Portal



Home Forecast **Solicitations** Contracts Purchase Orders Payments Independent Agencies Laws & Regulations

### Search Solicitations

Open Solicitations Archived Solicitations

Clear All Search Solicitations

<b>Solicitation Number</b> Enter exact solicitation number	<b>Title/Description</b> Begin typing in keywords or select title from the list
<input type="text"/>	<input type="text"/>
<b>Agency Cluster</b> Select an agency cluster	<b>Agency</b> Select an agency
<input type="text"/>	<input type="text"/>
<b>Market Type</b> Select one or more market types	<b>Status</b> Select a status
<input type="text"/>	<input type="text"/>
<b>Contract Specialist</b> Begin typing in name and select from the list	
<input type="text"/>	

By Fiscal Year Custom Dates

Select one or more fiscal years



# Finding Opportunities

**Contracts and Procurement Transparency Portal**

Home Forecast Solicitations Contracts Purchase Orders Payments Independent Agencies Laws & Regulations

[Back to Search Results](#)

## Solicitation Details

**Status**  
OPEN

**Solicitation Number**  
[Doc703446](#)

**Title**  
Shuttle Buses - 14 Passenger

**Agency**  
For-Hire Vehicles (DFHV)

**Open Date** 7/15/2024 12:21:05 PM **Closed Date** 12/11/2024

**NIGP Code**  
9989400 Vehicles, Including Automobiles, Trucks, Trailers, Vans, Motor Homes, Motorcycles and Scooters, etc. (See 998-20 for Buses)

**Market Type**  
Open

**Contracting Officer**  
Tonia Nixon  
tonia.nixon@dc.gov  
202-724-4477

**Additional Details**  
Please take note of the solicitation number. To see more details, you can click [here](#) enter the Ariba website, sort the ID column for the solicitation number. If you are interested in responding to the solicitation, please follow the instructions on the details page to apply.

**ARIBA** SPEND MANAGEMENT  
Home Discover Business Opportunities Notifications Print  
Welcome to the DC Government Solicitations. If you have questions please contact : [gov.bidsdesk@dc.gov](mailto:gov.bidsdesk@dc.gov) or call 202-724-4477 during our working hours of Monday to Friday 9:00 AM to 4:30 PM. Office of Contracting and Procurement (OCP) encourages participation by persons with disabilities. If you anticipate needing any type of accommodation or have questions, please contact [gov.bidsdesk@dc.gov](mailto:gov.bidsdesk@dc.gov) or call 202-724-4477 Or, the Office of Disability Rights <https://odfr.dc.gov>.

Title	ID	End Time
<b>Status: Completed (1583)</b>		
<b>Status: Open (127)</b>		
Invitation For Bids Shuttle Buses	Doc703446	11-Dec-24 02:00 PM
SIG RFP -2025-2025 District's Annual Comprehensive Financial Report (ACFR)	Doc741881	14-Nov-24 05:00 PM
DC Department of Corrections Janitorial Services DCSS Vendors only	Doc743809	12-Nov-24 02:19 PM
Invitation For Bids	Doc720427	06-Nov-24 02:00 PM
Request For Qualification ITA (WIC ELIGIBLE TRAINING PROVIDERS ONLY)	Doc743241	06-Nov-24 02:00 PM
Supported Residence (SR) Services	Doc741985	04-Nov-24 02:00 PM
DDA FY25 Residential Expenses (See) Current Providers	Doc737412	31-Oct-24 02:00 PM
Request For Quotation - FY25 OSSE-DOT Waterless Bus Cleaning Covid-19 Cleaning & Sanitation Extermination Services (CBE SET-ASIDE MARKET ONLY - DESIGNATED CATEGORY WITH CBE PREFERENCE POINTS)	Doc742537	30-Oct-24 02:00 PM
DOC Commercial Laundry Equipment	Doc741886	30-Oct-24 12:00 PM
Request For Quotation -Outcome Tracker Platform (DCSS Preferred)	Doc743927	29-Oct-24 02:00 PM
FY25-RFO-OCME-RPA for Laundry & Linen Services-Open Market	Doc741770	29-Oct-24 02:00 PM
FY25-CFO-DOES OIT-Agency Information Technology Equipment-DC Squeely Schedule Holders-IT Equipment and Software Only-POC.rachelle.sameul@dc.gov	Doc744173	29-Oct-24 02:00 PM
FY25 - DHS Continuum of Care RFP	Doc720688	29-Oct-24 02:00 PM
Request for Qualifications - DHS OHS Management and Operations Teme Besotte Reception Shelter Site (Open Market with Set-Aside)	Doc741360	28-Oct-24 02:00 PM
OIT-RFO Macbook Pro -DCSS IT Equipment & Software Holders ONLY(For Questions Please Contact rachelle.sameul@dc.gov)	Doc744083	28-Oct-24 02:00 PM
Doc741294 - FY24 - 17 Ford Maverick XLT Trim AWD Pickups 2024-2025 or approved equal	Doc741294	28-Oct-24 02:00 PM
Invitation For Bids-Bobcat Tool cats	Doc739256	28-Oct-24 02:00 PM

# How to Get Started: Register in eSourcing

- ❑ Visit [ocp.dc.gov/vendor-registration](https://ocp.dc.gov/vendor-registration) and click “[Register or log in to eSourcing](#)” and then “[Register as a new Supplier](#)”
  - You will receive a username and password via e-mail
- ❑ Complete all the fields marked with an asterisk (\*)
- ❑ Select the commodity codes that best describe your business.
  - ❑ Multiple codes may be selected, and you can always come back to add more later.
- ❑ The District uses [NIGP Commodity Codes \(National Institute of Government Purchasing\)](#) to classify products and services
  - If you are currently using NACIS Codes (North American Industry Classification System), you can find a [conversion table to NIGP Codes here](#):
- ❑ Note, all registrations must be completed 24-48 hours before the closing date and time on the solicitation

**New Supplier Registration**

To register as a new supplier, enter your user and organization information.

---

**SUPPLIER ORGANIZATION INFORMATION - SUPPLIER ORGANIZATION TO WHICH THE USER BELONGS.**

**\*If you have already registered with the District of Columbia to receive Purchase Orders, you should not try to register. Please contact ocp.helpdesk@dc.gov. Please allow 24 to 48 hours for processing. No screenshots, please.\***

Company Name: \*

Tax Payer Id:

Is SSN?  Yes  No

Ariba Network Organization ID:

Commodities Supplied: \* (select a value) [ [select](#) ]

Main Phone: \*

Main Fax:

Main Email Address: \*

Address Name:

Corporate URL:

Street:

City: \*

State: \*

Postal Code: \*

Country: \* (none selected)

---

**SUPPLIER USER INFORMATION - ENTER SUPPLIER USER INFORMATION. HIGHLIGHTED FIELDS INDICATE REQUIRED INFORMATION.**

User ID/Email Address: \*

Name: \*

Phone: \*

Locale: \* [English-United States](#)

Ariba Network User ID:

# Doing Business with the District of Columbia Government ([Requirements](#))

## DC-Based Non-CBE General Vendor Corporation or LLC

- ❑ Signed and dated W-9 with FEIN Tax I.D. ([Internal Revenue Service | An official website of the United States government \(irs.gov\)](#))
- ❑ Master Supplier Collection Form
- ❑ SAP Ariba Supplier Network Registration for Ariba Network Identification Number (ANID)
- ❑ Valid Dun and Bradstreet Number (<https://www.dnb.com/>)
- ❑ Valid Business License registered through the DC Department of Licensing and Consumer Protection (DLCP) (<https://dlcp.dc.gov/>)
  - ❑ (formerly known as DC Consumer Regulatory Administration (DCRA))
- ❑ Proof of Tax Compliance (<https://otr.cfo.dc.gov/>)

## Individual Recipient Sole Proprietor

- ❑ Signed and dated w-9 with SS Number
- ❑ Master Supplier Collection Form
- ❑ SAP Ariba Supplier Network Registration for Ariba Network Identification Number (ANID)
- ❑ Dun & Bradstreet is not mandatory for individuals but required for Sole Proprietors
- ❑ Valid Business License registered through DLCP
- ❑ Proof of Tax Compliance

# Doing Business with the District of Columbia Government ([Requirements](#))

## Certified Business Enterprise (CBE)

- ❑ Signed and dated W-9 with FEIN Tax ID ([Internal Revenue Service | An official website of the United States government \(irs.gov\)](#))
- ❑ Master Supplier Collection Form
- ❑ SAP Ariba Supplier Network Registration for Ariba Network Identification number (ANID)
- ❑ Valid Dun and Bradstreet Number
- ❑ DSLBD Certification Number
- ❑ Valid Business License registered through the DC Department of Licensing and Consumer Protection (DLCP) (<https://dlcp.dc.gov/>)
  - ❑ (formerly known as DC Consumer Regulatory Administration (DCRA))

## Out of State Business Entity Sole Proprietor, Corporation, or LLC

- ❑ Signed and dated w-9 with FIEN Tax ID Number
- ❑ Master Supplier Collection Form
- ❑ SAP Ariba Supplier Network Registration for Ariba Network Identification Number (ANID)
- ❑ Foreign Registration (FIN) through DLCP
- ❑ Dun & Bradstreet is not mandatory for individuals but required for Sole Proprietors
- ❑ Valid Business License registered through DLCP
- ❑ Proof of Tax Compliance

# Doing Business with the District of Columbia Government ([Requirements](#))

## **Foreign Entity (non-resident aliens who do work and/or make income in the U.S. or by foreign business entities who make income in the U.S.)**

- Singed and dated W-8, W-BEEN, W-BEEN-E Tax number
- Master Supplier Collection Form
- SAP Ariba Supplier Network Registration for Ariba Network Identification number (ANID)
- Foreign Registration (FIN) through DLCP
- Valid Dun and Bradstreet Number
- Proof of tax compliance

## **Non-Profit**

- Singed and dated 501-C (a) Certificate
- Master Supplier Collection Form
- SAP Ariba Supplier Network Registration for Ariba Network Identification Number (ANID)
- Foreign Registration (FIN) through DLCP
- Valid Dun & Bradstreet Number
- Proof of Tax Compliance

# Resources

## [OCP Ombudsman](#)

Assists with resolution to supplier concerns and acts as a change agent when policy needs to be revised or updated.

[ocp.ombudsman@dc.gov](mailto:ocp.ombudsman@dc.gov)

## [The Procurement Center of Excellence](#)

Vendor support for the Procurement Automated Sourcing System (PASS).  
(202) 724-4477

## [Surplus Property](#)

Facilitates the reuse, sale, or disposal of excess and surplus DC government personal property. View the [DC Surplus Property Auction](#) and info for the Federal Surplus Property Program.

## [The DC Supply Schedule \(DCSS\)](#)

Exclusive to CBEs, first choice for procurements <\$250K and access and available to over 50 local jurisdictions.

## [The OCP Transparency Portal](#)

A one stop public clearinghouse for all information related to the District Government's contracting and procurement efforts. Includes Forecasts, Solicitations, Contracts, Purchase Orders, Payments, Independent Agencies.

## [The Department of Small and Local Business Development \(DSLBD\)](#)

Facilitates the CBE Certification Program and provides direct support for District-based business owners.



# OCP Leadership

- Nancy Hapeman, Chief Procurement Officer
- Courtney Lattimore, Interim Deputy Chief Procurement Officer
- Marc Scott, Chief Operating Officer
- Kara Smith, General Counsel
- Jamaal Wright, Interim Chief Learning Officer
- Marvin Manassa, Director of Business Resources and Support Services
- Robin Henry, Chief Human Capital Officer
- Cody Leihgeber-Carpenter, Communications Director
- Christopher Ashton, Chief Performance Officer



# Questions?

Jamaal Wright  
Jamaal.wright@dc.gov

## **DC Office of Contracting and Procurement**

441 4<sup>th</sup> Street NW | Suite 330 South | Washington, DC 20001  
Website: [ocp.dc.gov](http://ocp.dc.gov) | Phone: 202-727-0252 | Email: [ocp@dc.gov](mailto:ocp@dc.gov)  
Waste, Fraud, and Abuse Hotline: 202-724-8477 or 1-800-521-1639  
Twitter: [@DCOCP](https://twitter.com/DCOCP) | Facebook: [@DCOCP](https://facebook.com/DCOCP) | Instagram: [@DCOCP](https://instagram.com/DCOCP)

# Introducing: **Metropolitan Washington Airports Authority (MWAA)**



**METROPOLITAN  
WASHINGTON  
AIRPORTS AUTHORITY**





**METROPOLITAN  
WASHINGTON  
AIRPORTS AUTHORITY**

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## **How to do Business with the Airports Authority**

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**Jordan Harkless**  
Regulatory Compliance Specialist



# The Airports Authority

**A public body politic and corporate, created with the consent of the Congress of the United States.**

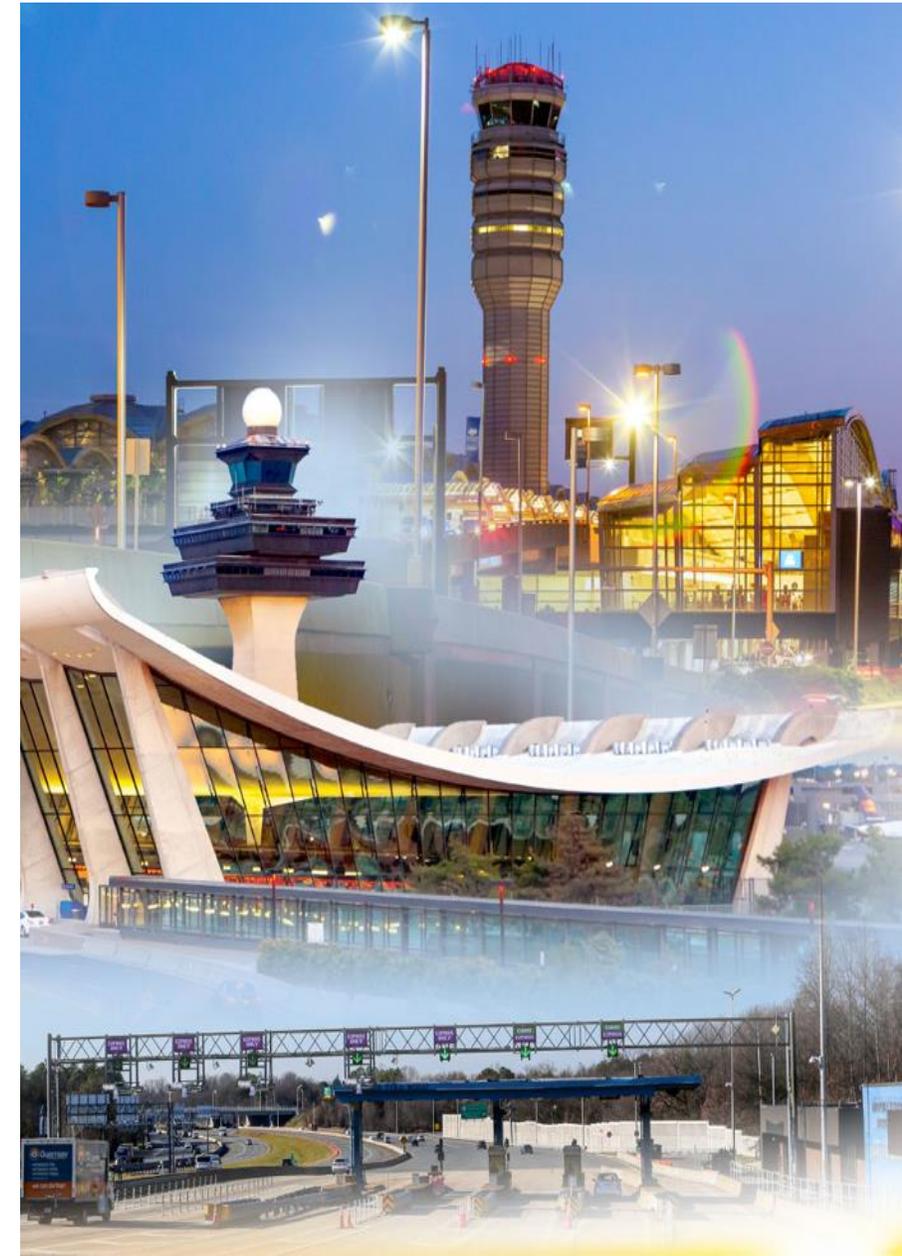
- Not taxpayer-funded
- Self-supporting

## **Responsible for:**

- Daily operation, maintenance and capital improvements of Reagan National Airport, Dulles International Airport and Dulles Toll Road.
- Over 500 Active Contracts

## **Airport capital improvements are funded by:**

- Bonds
- Federal and State Airport Improvement Program funds
- Passenger Facility Charges





# COMMITMENT TO SUPPLIER DIVERSITY

## **The Airports Authority is committed to:**

- Promoting regional economic development.
- Enhancing the passenger experience.
- Seeking participation in its contracts by local small businesses and small businesses owned by minorities and women.
- Building and maintaining a community of diverse suppliers.

## **The Airports Authority has two small business programs for achieving these policy objectives:**

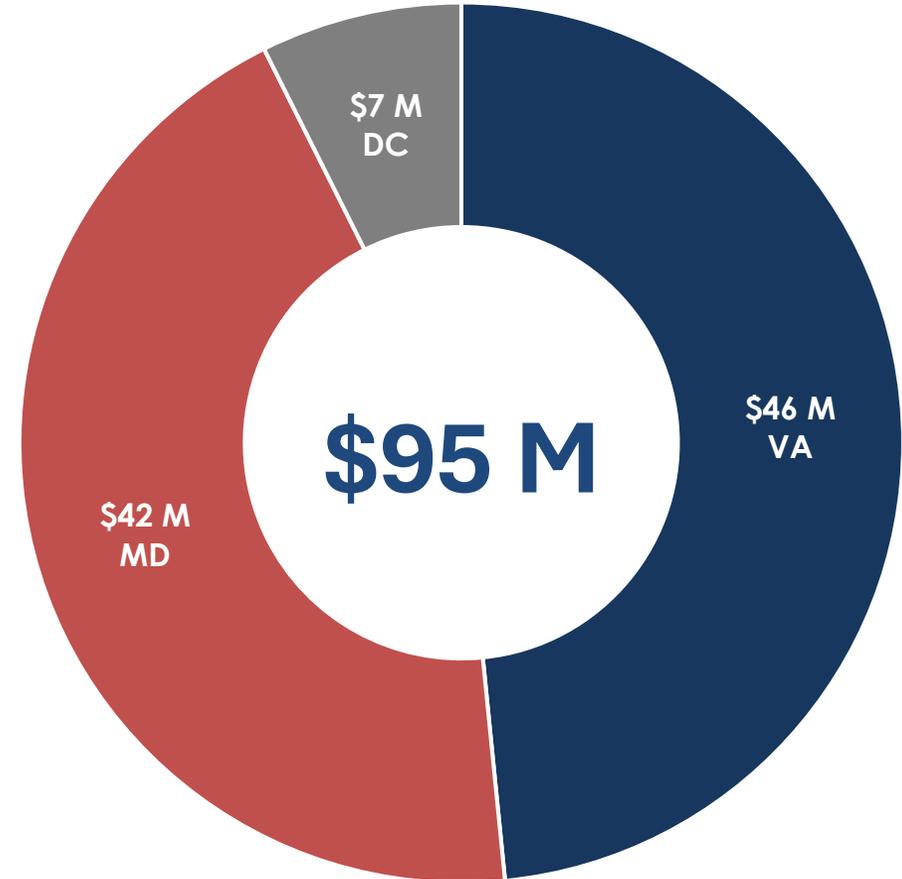
- Disadvantaged Business Enterprise Program (DBE) - Federal Program
- Small Local Business Enterprise (SLBE)



## Small Local Business Enterprise Spend

### Awarded Contracts

A/E	\$65 M
Construction	\$158 M
Goods	\$185 M
Services	\$427 M
<b>Total</b>	<b>\$834.0 M</b>





# Quarterly Procurement Forecast

## MWAA PLANNED PROCUREMENTS - APRIL - JUNE 2025

REQUESTING OFFICE	PROJECT TITLE	DESCRIPTION	ESTIMATED VALUE	
1	Engineering	Rehabilitation of Three Force Mains, DCA	Rehabilitation of Three Sanitary Force Mains	\$10,000,000 - \$20,000,000
2	Engineering	Construction Manager at Risk Terminal 1 Redevelopment Program, DCA	Preconstruction and Construction Services for New Concourse and Redevelopment of Terminal 1	Over \$200,000,000
3	Engineering	Audio Paging System Upgrades, IAD	Upgrade to the Audio Paging System	\$5,000,000 - \$10,000,000
4	Audit	IT Audit Services	Services will include Conducting Various IT Audits, to include Penetration Tests, IT General Control Audits, Cybersecurity Audits, etc.	\$500,000 - \$1,000,000
5	DCA	Glass and Painted Aluminum Curtain Wall Cleaning Services, DCA	Glass and Curtain Wall Cleaning Services	\$2,000,000 - \$3,000,000
6	DCA	Hangar 2 ADA Improvements	Upgrade Building Facilities to Meet ADA Standards	\$2,000,000 - \$3,000,000



Doing Business with the Airports Authority

Contracting Opportunities

Cargo

Concessions

Advertising

Construction

Airport Business

Real Estate

# CONTRACTING OPPORTUNITIES

[Home](#) [➔](#) **Contracting Opportunities**

Current Contracting Opportunities

Upcoming Contracting Opportunities

> Award Information

> Contracting Manuals, Forms, and Other Resources

> Supplier Diversity

## Overview of Contracting Programs

The Metropolitan Washington Airports Authority's Office of Supply Chain Management provides procurement support to the entire Airports Authority to include Ronald Reagan Washington National and Washington Dulles International airports, the Dulles Toll Road and the Dulles Corridor Metrorail Project (Metrorail Silver Line).

## Contracting Opportunities

- [Current Contracting Opportunities](#)
- [Upcoming Contracting Opportunities \(Forecast\)](#)
- [Contract Award Information](#)



METROPOLITAN WASHINGTON AIRPORTS AUTHORITY

# SMALL BUSINESS PROGRAMS



# FEDERAL PROGRAMS

## How to become a DBE?

- Must receive DBE certification from the relevant state– generally through the state Unified Certification Program (UCP).
- Have a personal net worth that does not exceed \$2.047million.
- Meets the U.S. Small Business Administration’s (SBA) small business size standards.

## How to become an ACDBE?

- Must receive ACDBE certification from the relevant state– generally through the state Unified Certification Program (UCP).
- Have a personal net worth that does not exceed \$2.047million.
- Meets the U.S. Small Business Administration’s (SBA) small business size standards.



# SMALL LOCAL BUSINESS ENTERPRISE (SLBE)

## What is an SLBE?

- A small business organized for profit.
- Not dominant in its field.
- Meets the U.S. Small Business Administration's (SBA) small business size standards.
- Located within a 100-mile radius of the District of Columbia's zero-mile marker.

## What are the Benefits?

- Access to set aside contracting opportunities with the Airports Authority.
- Networking with Authority primes and partners.
- Invitations to outreach events and Industry Days.
- Participate in the Airports Authority Small Business University Program



# BUILDING AWARENESS

## Doing Business with the Airports Authority

- Navigating the procurement process
- Certification
- Contracting opportunities
- Networking



## Access to Capital

- Learn about financing
- Connect with financial institutions
- Explore insurance and bonding options



# SMALL BUSINESS UNIVERSITY



## Small Business University:

- Partnership with Howard University Small Business Development Center

## 13-week program focusing on:

- How to do business with the MWAA
- Marketing to the Government
- Cost Estimation
- Proposal Writing
- Financial Growth

## Criteria:

- Certified SLBE
- 2 full or part-time employees
- Annual Revenue of \$300k
- Successful performance of two of more projects



# SMALL BUSINESS CERTIFICATION

## Supplier Management System

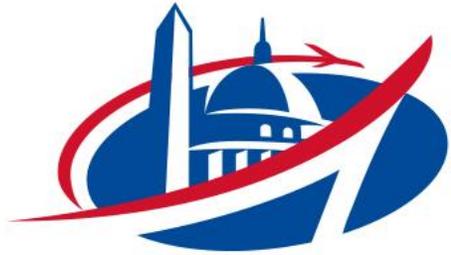
- Vendor Certification
- Directory of Certified Firms
- System Training
- Targeted Outreach based on specific NAICS codes
- Compliance Reporting

The screenshot shows a grid of menu items for the Supplier Management System. The 'Vendor Certification' section contains a red-bordered button labeled 'Apply for Certification'. A red arrow points from the text 'Click "Apply for Certification" to begin' to this button. Other sections include 'About the System', 'Account Access', 'Upcoming Events & Conferences', 'System Training', and 'Find a ACDBE/DBE Firm'.

Click "Apply for Certification" to begin



**Scan for more information on  
contracting opportunities**



**METROPOLITAN  
WASHINGTON  
AIRPORTS AUTHORITY**

**MWAA.COM**



@Reagan\_Airport

@Dulles\_Airport

@Dulles\_Toll\_Road



reaganairport

FlyDulles

dullestollroad



Introducing:

# WSSC Water





# WSSC Water

Procurement Office

Michael Jackson, Division Manager

May 8, 2025



# Agenda

1. Who We Are
2. Why Procurement Matters
3. What We Procure
4. How We Procure – The Basics
5. Supporting Diverse and Local Businesses
6. Our Goals – Why This Matters to You
7. How You Can Get Involved



# Who We Are

# Strategic Plan for Our Smart One Water Future

## Vision

In every home, in every business, we make everything possible by ensuring access to dependable and safe water for everyday life.

## Smart One Water Mission

WSSC Water ensures all communities thrive by ethically delivering safe, reliable and sustainable water and wastewater services.

## Promise

Continue the legacy of treasuring our water, customers and employees through dedicated service for current and future generations.

## Values

Just. Accountable. Caring.

Community-Focused. Excellent. Trustworthy.



34 Objectives to Navigate Team H<sub>2</sub>O to Our Smart One Water Future



# Who We Are

- Washington Suburban Sanitary Commission (WSSC Water) is one of the largest water and wastewater utilities in the U.S.
- We've proudly served Montgomery and Prince George's Counties in Maryland since 1918.
- Our mission: Deliver safe, clean drinking water and effective wastewater treatment—24/7—for 1.9 million residents.

# WSSC WATER AT A GLANCE

 **106 years** of no drinking water quality violations, ever.

 **8th**  
Largest water utility  
in the United States

 **1.9M**  
Residents  
served

 **162 MGD**  
Water provided  
each day

 **1000 Sq. Miles**  
Size of WSSC Water's  
Service Area

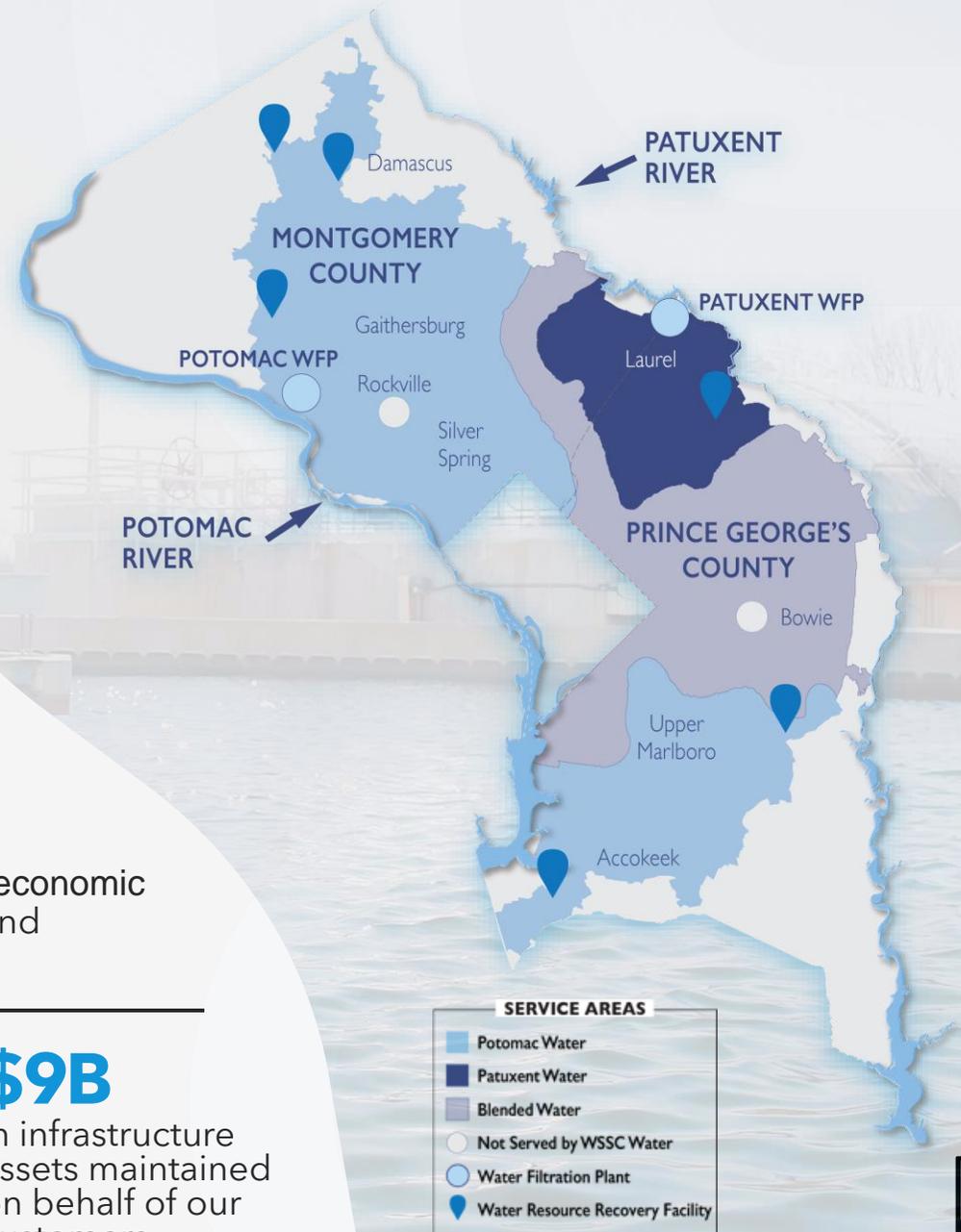
 **1,700+**  
Members of Team H<sub>2</sub>O  
deliver on our mission

 **\$114.9B**  
WSSC Water supports the economic  
output of Prince George's and  
Montgomery counties

 **\$1.8B**  
FY2025 Operating &  
Capital Budget

 **\$5.9B**  
6-Year Capital  
Improvements  
Program

 **\$9B**  
In infrastructure  
assets maintained  
on behalf of our  
customers





# Why Procurement Matters

# Why Procurement Matters

Procurement is how we **power WSSC Water operations** – from sourcing chemicals and equipment to hiring contractors and consultants.

We manage **over \$500 million annually** in procurements, and vendors like you are essential to our success.



# What We Procure

# What We Procure

You'll find opportunities in areas like:

- Construction & Repair Services
- Engineering & Professional Consulting
- IT and Software Solutions
- Chemicals, Pipes, Valves, and Industrial Equipment
- Facilities Maintenance, Fleet, and Supplies



# How WSSC Water Procures Goods and Services

# How WSSC Water Procures Goods and Services

Our purchases and acquisitions follow WSSC Water's Procurement Regulations – Chapter 6.15, using one of the following methods:

- Competitive Bidding (IFBs):  
Used when price is the primary factor. Contracts are awarded to the lowest responsive and responsible bidder.
- Request for Proposals (RFPs):  
Used for more complex projects where technical expertise and qualifications are essential.
- Small Purchases:  
Streamlined procedures for lower-value procurements, ensuring efficiency and compliance.
- Emergency Purchases:  
Reserved for urgent, mission-critical needs that require immediate action.

## What Vendors Can Expect

- Open and Transparent Competition
- Clear Evaluation Criteria and Requirements
- Fair and Predictable Timelines
- Access to Opportunities via the WSSC Procurement Portal



# **Our Goals - Why This Matters to You**

# Our Goals – Why This Matter to You

We are modernizing procurement tools to make it easier to do business with us.

We want to **build relationships** with high-quality vendors who align with our mission and values.

We're focused on **equity, sustainability, innovation, and accountability.**



# How You Can Get Involved

# How You Can Get Involved

Register on our eProcurement portal.

**Attend pre-bid conferences** and networking sessions.

**Ask questions during open solicitation periods.**

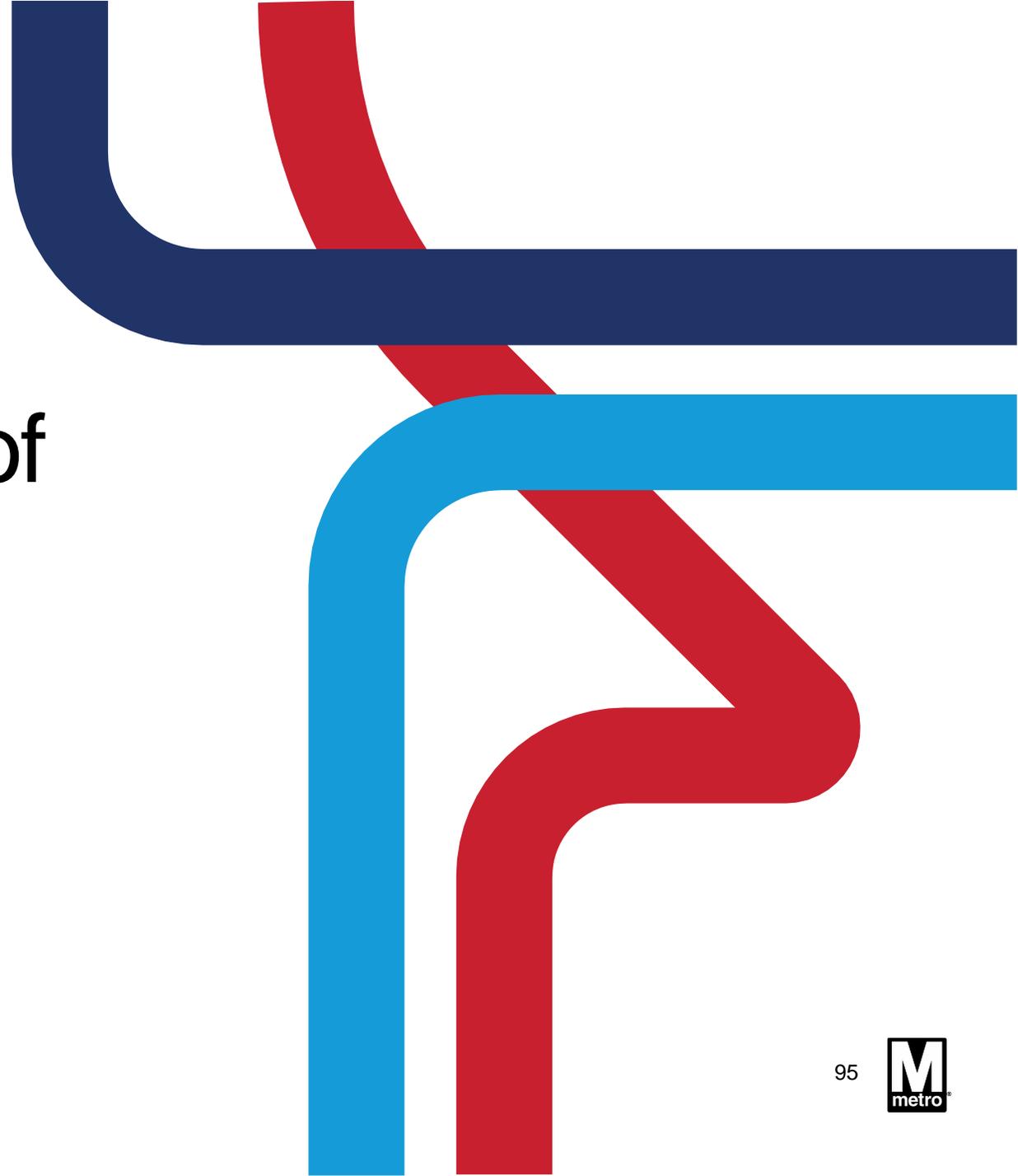
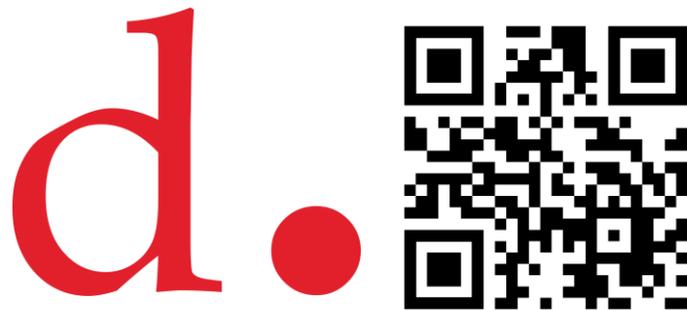
**Partner with other vendors** to meet subcontracting goals.

# **We're open for business - and we want to do business with you!**

Whether you're a large firm or a small startup, there's  
a place for you at WSSC Water



# Introducing: The District Department of Transportation (DDOT)





# OFFICE OF CONTRACTING & PROCUREMENT

**Office of Contracting and Procurement at District Department of Transportation**



# OFFICE OF CONTRACTING & PROCUREMENT

## A/E Services at DDOT:

- DDOT purchases a large portion of its A/E services under the following 8 Categories on its A/E Schedule:
  - Roadway Design Services
  - Bicycle & Pedestrian Studies\*
  - Bridge Design Services
  - Construction Management
  - Traffic Engineering Services
  - Transportation Planning
  - Program Management\*
- \*Eliminating Bicycle & Pedestrian Studies and Program Management for FY27 A/E Schedule



# OFFICE OF CONTRACTING & PROCUREMENT

## Structure & Contracting Procedures

- A/E firms are qualified through the Request for Qualification (RFQ) process and any firm interested can submit their qualifications for each Category.
- Firms can submit qualifications for more than one Category based on their experience and expertise.
- Firms are evaluated using a Qualification-Based Selection (in accordance with the Brooks Act).
- Qualified firms receive an IDIQ contract with option periods, not to exceed 5 years in total.\*
- AE Task Orders are then competed among qualified firms in each Category.
- For task order competition, we randomize at least 3 firms in each Category for each task order competition.
- For some of the services that are not part of our A/E schedule, we solicit them through open-market competition via OCP's solicitation portal.
- \*Eliminating option periods for FY27 AE Schedule



# OFFICE OF CONTRACTING & PROCUREMENT

## Upcoming opportunities for FY27 A/E Schedule

- Draft RFQ for FY27 A/E Schedule will be publicized for industry by end of May 2025.
- Industry Day for Q&As will occur by the end of May 2025.



# OFFICE OF CONTRACTING & PROCUREMENT

## Examples of Construction Projects

- **Bus Priority project:** DDOT has 51 bus priority projects (18 active, 7 complete, 26 future).
- **Bike Lane Projects:** DDOT has 114 miles of bicycle lanes and plans to build an additional 50 miles of bicycle lane across the district over the next 5 years.
- **Trails:** DDOT has built 62 miles of multi-use trails, plan to build an additional 17.4 miles of trail across the district over the next 6 years.
- **Bridges and Highways:** there are currently 25 projects in design phase.
- **Streetscapes:** DDOT builds streetscapes across the District. Some of DDOT's streetscape projects are Cleveland Park, and Connecticut Ave Streetscape and Connecticut Deckover



# OFFICE OF CONTRACTING & PROCUREMENT

## Construction Contract Procedures

- We post all construction solicitations on OCP website and are also required by regulation to advertise them on Washington Times newspaper.
- We are utilizing different types of contracts such as Design Build, Incentive, and Fixed-Price Contracts.



# OFFICE OF CONTRACTING & PROCUREMENT

## Upcoming Construction Projects

- 27th Street Bridge
- I395 Design Build Project (current – Short List announced no later than end of May 2025)
- West Esplanade Project (Late Spring 2025)
- South Bound Kennilworth Project (late Spring 2025)
- Aboretum Bridge Trail (Winter 2025)
- Benning Road Extension Project (Summer 2025 and will have a PLA)



# OFFICE OF CONTRACTING & PROCUREMENT

## Get involved with OCP and DDOT

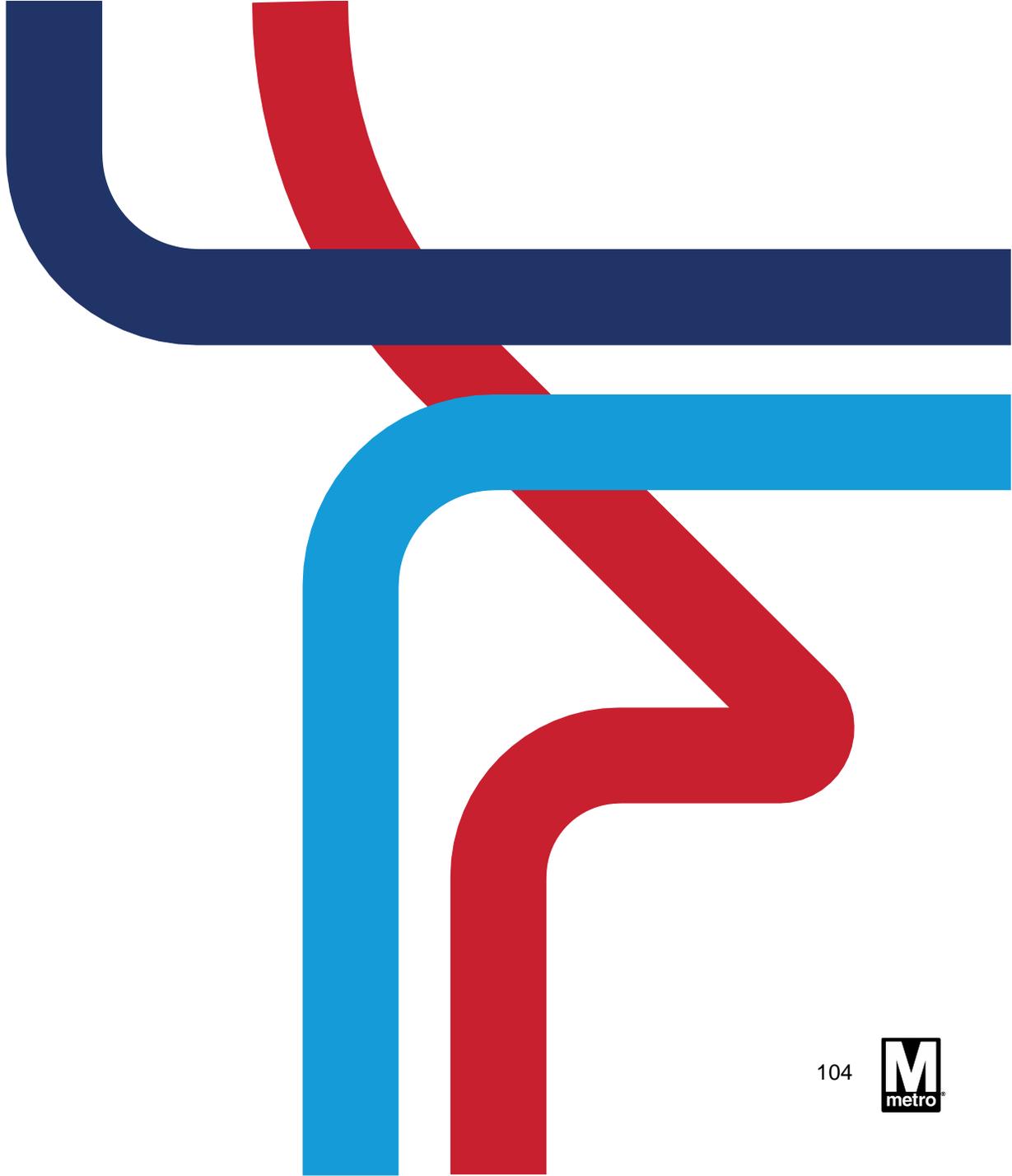
OCP solicitation & contracts opportunities:

<https://contracts.ocp.dc.gov/solicitations/search>

DDOT solicitation & contracts:

<https://dtap.ddot.dc.gov/Project/Procurement>

# Introducing: **Amtrak**



May 2025

# Doing Business with Amtrak

Robert Dixon – Senior Manager, Mega Projects Procurement



# What We Do

## What Are Our Primary Businesses?

Amtrak has two primary business segments: Passenger Services and Infrastructure Services. Passenger Services is what most people think of when Amtrak comes to mind. Through this business segment, we:

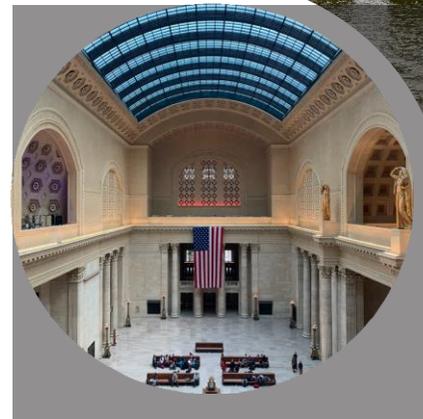
- Provide retail transportation services to customers.
- Design, maintain and operate our fleet of trains.
- Operate stations.
- Advertise, price and market our services.
- Provide customer services.
- Develop our products and services to meet market demands and partner needs.
- Supply food and beverage service on our trains and in our station lounges.
- Arrange group travel and offer charter services for large groups and businesses.
- Operate intercity and commuter trains for state departments of transportation and regional transportation authority partners.
- Plan and develop new routes and services with partners.



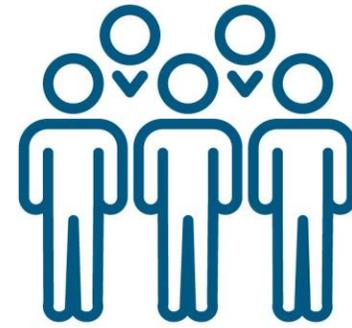
# What We Do

Amtrak's Infrastructure Services supports our Passenger Services and ensures the smooth functioning of our network. Through this business segment, we:

- Design, build, maintain and operate railway infrastructure including tracks, tunnels, bridges, stations, signals and communications, and maintenance yards.
- Generate and transmit electric power used by Amtrak and commuter trains along the NEC and connecting lines.
- Provide access and services to commuter and freight railroads that operate over Amtrak-owned rail infrastructure and use our stations.
- Develop our properties, including existing stations, yards and other rights of way, as well as land parcels, to generate rental income and other revenue that can be invested back into our business.



# Who We Are



**22,000+** employees



Operating **300** trains daily



Over **21,400+** route miles



We welcomed **32.8 M** customers in FY24.

Our FY25 goal is **34.3 M** – a new company record.



**30+** host railroads



**18** state partners



**10+** tenants

# Our Nationwide Rail Network



# Small Business Program





# Small Business Program Requirements

- It must be a small business as defined by the SBA in 13 CFR Part 121(see 19.102).
- Gross receipts not exceeding the limits outlined in 49 CFR 26.65(b). \$31.84 million as of March 1, 2025.
- At least 51% of the firm's assets and ownership interests must be owned by U.S. citizens or permanent residents.

# Certification Process

---

Amtrak Does Not Self-Certify.  
However, we do accept all State  
Department of Transportations SBE  
certifications:

- DDOT
- MDOT
- VDOT



# How we support Small Business Program



- Promote full and open competition
- Small Business goals in procurements \$250k>
- Set-Aside Procurement

# How to Get Started



# Amtrak Procurement Portal



FAQs  CONTACT US  AMTRAK.COM 

HOME BUSINESS OPPORTUNITIES UPCOMING EVENTS SUPPLIER QUALITY RESOURCES

Welcome to the  
AMTRAK PROCUREMENT PORTAL

Amtrak provides this portal to current and potential business partners as a resource and tool to learn more about doing business with Amtrak.



## About Us

We invite you to become familiar with the [Amtrak Supplier Code of Conduct](#).

We hope you will take advantage of the portal to register your organization with Amtrak to obtain information about potential Business Opportunities and stop by the Business Opportunities tile to review posted advertisements for solicitations and to obtain information about material/equipment sales.

Please review the various Amtrak articles and initiatives and plan to visit us regularly as we post new Business Opportunities frequently.

## Amtrak Procurement Objectives

- To promote full and open competition in the procurement of goods and services.
- To procure quality goods and services in a reliable and timely manner at a reasonable cost.
- To make positive efforts to utilize small businesses [as defined by the Small Business Administration (SBA)] in the procurement of goods and services in accordance with Amtrak's policies.
- To ensure all contractors and subcontractors comply with applicable laws and regulations, including but not limited to Equal Employment Opportunity and the Americans with Disabilities Act, to ensure that applicants and employees are not discriminated against based on race, color, religion, sex, disability, veteran status, or national origin.



# Amtrak Procurement Portal



[Home](#) > [Business Opportunities](#)

## For those actively interested in Business Opportunities

Consider Self-Registration in Amtrak's online solicitation system, Ariba. By doing so, Amtrak can invite your organization to future solicitations. Supplier Self-Registration saves time for all parties when requesting to participate in a solicitation. Registering is a one-time event in Ariba. If you have already received invitations to participate in our online solicitations, please do not re-register. Even if you self-register, your organization will still need to contact the contracting official identified in the Business Opportunity so they can send you an invitation to participate in that specific solicitation.

[Supplier Self-Registration Request Form link](#)

## For those interested in browsing

Consider subscribing to receive email notifications of new opportunities

[Vendor Sign up Form](#)

[Construction](#) [NonConstruction](#) [Material Equipment Sales](#) [Upcoming Major Projects](#)

Opportunity:

Title:

Location:

Commodity:

# Amtrak Procurement Portal



## Vendor Sign up Form

Email: \*

First Name: \*

Last Name: \*

Contact Number:

Company Name: \*

- Subscribe: \*  Select All
- Construction
- NonConstruction
- Material Equipment Sales
- Upcoming Major Projects
- Upcoming Events

Please enter captcha: \*



 Refresh

 Submit

# Contracting Opportunities

# Infrastructure Investment & Jobs Act

In 2021 Amtrak received additional major funding through the IIJA. It will invest \$66 billion in passenger and freight rail over five years (2022-2026), about the same amount as Amtrak's federal funding over the past 50 years combined.

\$22B

Directly to Amtrak to focus on improving and upgrading our assets, including our car and locomotive fleets and physical infrastructure.

\$44B

Through the FRA for grants to states, Amtrak and others for projects to improve infrastructure and assets like bridges and tunnels and improve and expand service to more communities.



# Advancing Major Infrastructure Projects



March 2025

Not all projects or Amtrak routes listed.

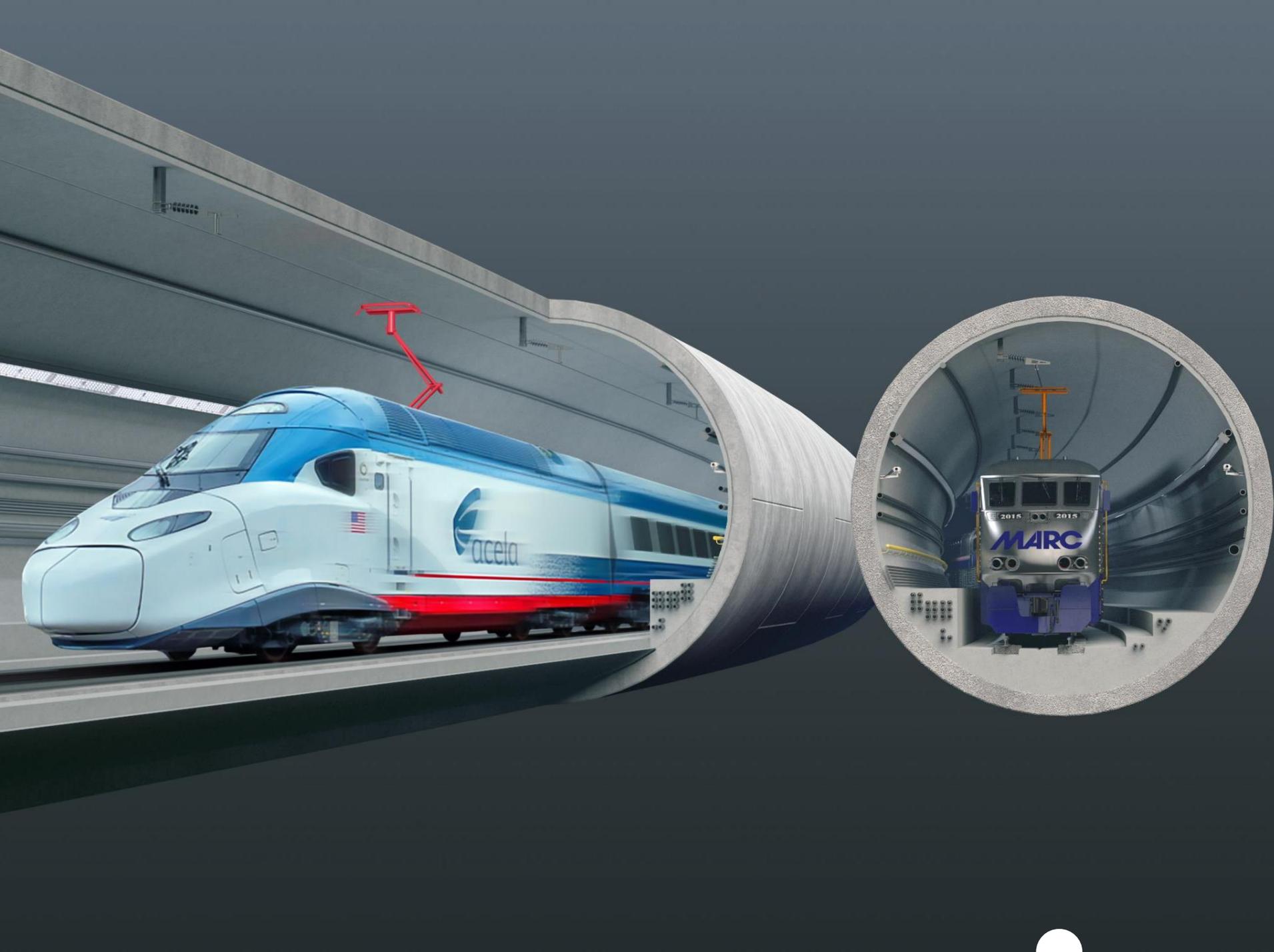
<sup>1</sup> led by partner(s)    <sup>2</sup> not pictured

<sup>3</sup> part of the Chicago Hub Improvement Program, which includes station and infrastructure upgrades

# Future Project Outlook – 2025+

Project Name	Anticipated RFX Release	Anticipated Start	Construction Cost
Frederick Douglass Tunnel: Package C (Cons.)	TBD	2025	>\$1B
Chicago Union Station, Mail Platform	Winter 2025	Fall 2025	\$50-100M
Chicago Union Station, Concourse Improvements	Winter 2025	Summer 2025	\$100-500M
Washington St-Penn Ave Bridge Replacement	Winter 2025	Summer 2026	\$10-50M
Substation 41 Reconstruction	Winter 2025	Fall 2026	\$100-250M
WUS*: Substation 25A	Spring 2025	TBD	>\$50 M
WUS*: Subbasement Structural Replacement	Spring 2025	Fall 2026	TBD
WUS* West Terminal Improvement DT Comm. Hut	Spring 2025	Summer 2025	<\$10M
Niles-Glenwood Road Double Tracking	Summer 2025	Winter 2026	\$100-500M
WUS*: Main Concourse North Hanger Improvements	Fall 2025	Winter 2026	\$10-50M
Rensselaer Yard	2025	2026	\$250-500M
Brill to Landlith (**OCS) (Cons.)	2026	TBD	TBD
WUS: First Street Tunnel Improvement	2027	2027	TBD
Gunpowder River Bridge	TBD	2028	TBD
Bush River Bridge	TBD	2028	TBD
Pelham Bay Bridge (Cons.)	TBD	2029	TBD
WUS: Main Concourse	TBD	TBD	TBD
Bryn Mawr to Zoo (Phase 2) (**OCS) (Cons.)	TBD	TBD	TBD
County to Newark (**OCS)	TBD	TBD	TBD

Items subject to change



# Frederick Douglass Tunnel

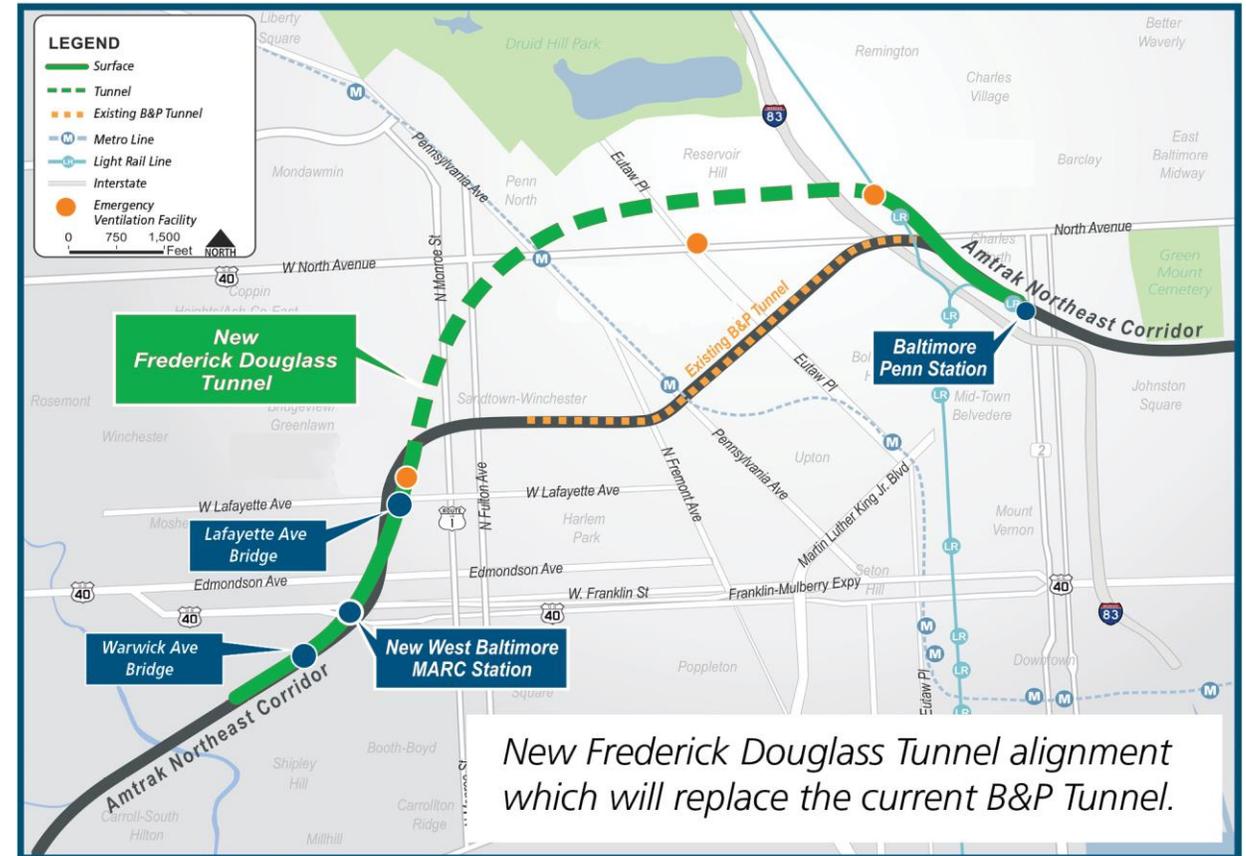
B&P TUNNEL REPLACEMENT



# Program Overview

## The FDT Tunnel Program will modernize a key section of the NEC

- Includes new Frederick Douglass Tunnel, bridges, track and systems upgrades, new West Baltimore MARC station
- Addresses biggest bottleneck between DC & NJ
  - Increases capacity
  - Reduces trip time
  - Enhances speed & reliability:
    - Saves 7 hours of train delay per weekday
    - 30 mph → 100+ mph





Website: [www.teamkstc.com](http://www.teamkstc.com)

Email: [FDTOutreach@TeamKSTC.com](mailto:FDTOutreach@TeamKSTC.com)

Anticipated subcontract opportunities include:

- Asphalt
- Civil Excavation & Backfill
- Compensation Grouting
- Early Civil Sitework
- Environmental Consulting
- F&I Reinforcing Steel
- Hourly Trucking
- Janitorial
- MOT
- Nurse/Paramedic Services
- On-Site Fueling
- Quality Testing & Inspection Services
- Rock Blasting
- Rodent/Vector Control
- Saw cutting & Coring
- Security
- Shotcrete
- Shuttle Service
- Site Restoration
- Site Support Labor
- Snow Removal
- Sound Wall
- Street Sweeping
- Surveying
- Temp & Permanent Concrete Flatwork

Material Supply / Rentals / Services:

- Aggregates
- Bulk Cement & Grout
- Chemical Toilets
- Civil ST&S and Materials
- Concrete Bulk Materials
- Concrete Formwork & Falsework
- Concrete Pumping
- Delegated Design Services
- Dimensional Lumber
- Dumpsters
- Explosives
- Fabricated Structural Steel
- Field Offices
- Ground Support Materials
- Industrial Hygienist
- Nurse/Paramedic Facilities
- Outside Rent Heavy Lift Crane
- Precast Concrete
- Rail Carts
- Rail Components
- Rock Bolts
- Rock Conveyor
- Temp Piping

## Frederick Douglass Tunnel

B&P TUNNEL REPLACEMENT



### Small Business (SB) / Disadvantaged Business Enterprise (DBE) Subcontracting



## SB/DBE Subcontracting

CSW intends to maximize the utilization of Small Business (SB)/Disadvantaged Business Enterprise (DBE) firms during the project's lifecycle, comply with Federal Railroad Administration (FRA) requirements, and meet or exceed Amtrak's goal of awarding at least ten percent (10%) of the total dollars spent on goods and services to small businesses and five percent (5%) to disadvantaged business enterprises. CSW's SB/DBE Subcontracting Plan will be implemented in accordance with Amtrak's policies as well as applicable federal, state, and local laws and regulations. As set forth by Amtrak's SB/DBE Program, this plan will:

- Ensure non-discrimination in the award and administration of SB/DBE contracts;
- Create a level playing field on which SB/DBEs can compete fairly for contracts;
- Ensure only firms that fully meet eligibility standards as set forth in 49 CFR Part 26, 13 CFR Part 121, and 2 CFR 200.321 are permitted to participate as SB/DBEs;
- Help remove barriers to the participation of SB/DBEs in sub-contracts; and



As much as 60% of the project scope will be subcontracted. Thus, large subcontractors will play a meaningful role in helping CSW achieve the SB/DBE participation goals.

CSW views subcontractors as partners in the efforts to diversify the workplace and will work with our large subcontractors in attaining the project goals.

For upcoming contracting opportunities and bid questions on the Southern Approach, please contact:  
[estimating@cswfdtjv.com](mailto:estimating@cswfdtjv.com)

**Website:**  
[cswfdtjv.workforcedevpro.com/](http://cswfdtjv.workforcedevpro.com/)



We're excited to work with all of you to deliver the new era for rail!



**Procurement:**

- Info: <https://procurement.amtrak.com/>
- Questions: [procurement@amtrak.com](mailto:procurement@amtrak.com)



**SBE information:**

- Jacqueline Donaldson Grey, [jacqueline.donaldson-grey@amtrak.com](mailto:jacqueline.donaldson-grey@amtrak.com) or [diversS@amtrak.com](mailto:diversS@amtrak.com)



# THANK YOU

Robert Dixon | [Robert.Dixon@Amtrak.com](mailto:Robert.Dixon@Amtrak.com)



# Join Us for Our Next Outreach:

Metro's Small Business Opportunity Fair



METRO'S SMALL BUSINESS PROGRAMS OFFICE PRESENTS

## Meet the Primes: Connecting Small Businesses to Opportunities

C3M PowerSystems, STV Inc, HNTB, Hatch and HDR Inc.

Join us in person to network with industry leaders and explore potential partnership opportunities. Learn about upcoming projects, procurement processes, and how your business can collaborate with WMATA's prime contractors. Don't miss this chance to connect and grow your business. Space is limited so reserve your spot now!

**Metro Building at New Carrollton | 4100 Garden City Drive | Hyattsville, MD 20785**  
**Lobby Conference Room | Thursday, June 5, 2025 | 10 a.m. - 1 p.m.**

Register below:



Scan the code to register and to see all of SBPO's outreach events.



# Thank you!

Washington Metropolitan  
Area Transit Authority