



SBPO Quarterly Newsletter

A Small Business Programs Office Publication

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SBPO Development & Educational Trainings

January 27-29, the Small Business Programs Office (SBPO) Team participated in a Disadvantaged Business Enterprise (DBE) course conducted by Mrs. Denise Bailey, Instructor for the National Transit Institute (NTI). The course is designed to assist DBE transit agency staff and FTA regional staff with developing and implementing policies and procedures with US DOT's revised DBE regulation, 49 CFR Part 26, and DOT guidance. Also, it provides a basic understanding and working knowledge of the US DOT DBE regulations and DOT guidance and tools necessary to design and implement a DBE Program in attendees' organizations or agencies.

February 24-26, the SBPO Staff attended a course held at WMATA's Jackson Graham Building (JGB) titled "Introduction to Public Government". The course was taught by Mr. Kirk Buffington, Instructor for the National Institute of Government Procurement (NIGP). The course focuses on the Values and Guiding Principles of Public Procurement:

| | | |
|-----------------|---------|--------------|
| Accountability | Ethics | Impartiality |
| Professionalism | Service | Transparency |

April 28-30, 2020, SBPO staff participated in a virtual training using Zoom. The course was on Contract Administration/Management and was conducted by NIGP instructor, Joyce Foster.

Prompt Payment Clauses and Training

DBE Policy and Procedures Manual-Prompt Payment (26.29) (Sections 8.3.2)

The following clause will be included in each DOT-assisted prime contract:

The prime contractor agrees to pay each subcontractor under this prime contract for satisfactory performance of its contract no later than ten (10) work days from the receipt of each payment the prime contractor receives from WMATA. The prime contractor agrees further to return retainage payments to each subcontractor within ten (10) work days after subcontractor's work is satisfactorily completed. Any delay or postponement of payment from the above referenced time frame may occur only for good cause following written approval of WMATA. This provision applies to both DBE and non-DBE subcontractors.

If you haven't had training or need a refresher, contact the DBE Manager, Marlo Johnson at 202-962-1987 or MEJohnson1@wmata.com.

Newly Certified DBE Firms

Global Executive Staffing, LLC
Executive Decision Cleaning Services LLC
Pinnacle Software Consulting, Inc
D. Richardson Consulting
Sentinel Consulting Services
Ventures Unlimited INC
KOIOS Systems & Technology
Snowprime llc
EnSopht Corporation
Technuf LLC
i4DM, LLC
Melissa Johnson Associates, Inc.

Xcelnet Systems Inc
Acquisition Professionals LLC
Nautiquos Business Solutions, LLC
D-Engine LLC
SIGNS AND DECAL CORP
ALFA Tech Consulting, Inc.
Delaware Cornerstone Builders, Inc.
NuCrest, LLC
ACME Supplies LLC
DatamanUSA
Michael Peay Corporation
Airport Metro Connection Inc.,
V-Project Management Consulting

LLC
Aurora Case Management, LLC
K & V Limousine Service, LLC
Clean Streams LLC
TORREngineering LLC
Phoenix Lifestyle Marketing Group LLC
MedTech Enginuity Corp.
Definitive Mechanical LLC
EVNoire
RMW ASSOCIATES, LLC
SherAI Consulting Services, LLC
BCS Supply and Services LLC

Prince George's Mentor Protégé Program (Clean Water Partnership)

Meet Michael Burke, CEO of Quest 2 Consulting

What's the Clean Water Partnership (CWP)?

The CWP is a community-based partnership between Prince George's County and Corvias (firm specializes in offering infrastructure solutions through stormwater management). Corvias created a model that overcomes small business barriers (entry in participating on government projects) by investing in training and mentoring for local small businesses and infrastructure professionals while bringing improvements to stormwater management initiatives on the ground.

When and how was the Mentor Protégé Program established in Prince George's County?

Prince Georges County by agreement required Corvias to mentor two firms a year. Corvias hired me as a consultant to assist them with identifying minority and small firms with managing stormwater runoff to reduce pollution and impairments in the County's local waterways. I commend Corvias' level of commitment to operate a mentor protégé program.

What's the Program focus and objective?

To build capacity of small and minority firms in the County specifically with a concentration on green infrastructure. And, to increase jobs and economic development in Prince George's County.

How are firms selected to participate in the Mentor Protégé Program?

Applicants must be in the local business area and be certified with the Prince George's County Office of Supplier Diversity and Inclusion.

Is there a cost for a firm to participate in the Program?

There is no cost to the applicant.

Are there opportunities for start-up businesses to participate in the Program?

Yes, however they must demonstrate experience in their trade, financial stability and the ability to perform along with references.

How long does it take to graduate from the Program? And, what is the success rate?

The Program is approximately 1 year.

What is success?

Since the Program's inception, we have a total of 25 firms in the Program and 14 have received Contracts in the County totaling \$19 million.

After graduation, does the firms continue to be mentored?

Yes, as long as the Program is viable, Quest 2 Consulting will continue to mentor each firm.

What words of wisdom would you give to a firm that's thinking about participating in the Program or that has graduated from the Program?

The training and the opportunity to participate in the county's Storm water process is tremendous. Green infrastructure will be here forever throughout the county, state and region. The Mentor Protégé Program helps to develop a skill-set that will benefit a business owner economically as long as he/she owns the business.

2020 Events and Outreach

Due to Covid-19 health precautions, all Minority Outreach Events and Procurement Fairs have been cancelled or rescheduled. All rescheduled events will be provided as soon they become available.

Customer Service

Treat your customers like Gold. Successful employees know that customers aren't chasing immediate resolution. They love it when:

- The customer service representative is kind/empathetic
- Representative are transparent and offer genuine steps to resolve issue
- Representatives go above and beyond to offer personalized customer service

Current Solicitation Opportunities

| | |
|------------------|--|
| WMATA-0000007387 | WMATA TCRs Upgrade Project |
| WMATA-0000007479 | Contractor for Disparity Study |
| WMATA-0000007410 | Solicitation: FQ19218/WJG - AC Switchgear Replace |
| WMATA-0000007494 | Submersible High-Head Dewatering Pumps |
| WMATA-0000007481 | F20150-ELES Wellway/Hoistway Cleaning |
| WMATA-0000007483 | Assisted Legal Research Services |
| WMATA-0000007511 | 2/3 HVAC Solid State Relays Changeout |
| WMATA-FQ19233RSC | Comprehensive On-Board Video-Based Safety System |
| WMATA-0000007399 | BAE REHAB BUS SYSTEMS HYBRID COMPONENTS |
| WMATA-0000007468 | SCHALTBAU ENGINEERED 7K PARTS CCMNT20136 - C20140 |
| WMATA-0000007439 | C20013/ER RAIL CAR LIFTS REPAIR |
| WMATA-0000007396 | F20155/RSC Bus Polycarbonate Window Replacement Pr |

All About Metro's Small Business Programs Office (SBPO)

MISSION STATEMENT

To provide exceptional services to our internal and external customers which “open the doors to opportunities” for the disadvantaged business enterprise community while assisting to increase their economic capacity and develop state-of-the-art training, contracting opportunities and outreach initiatives that will serve as a viable resource to our customers.

VISION STATEMENT

To create a model program for the nation by strengthening the capabilities of our broad customer base while building strategic partnerships committed to the overall success of business development and entrepreneurship.

IBOP CORE VALUES

Customer Focus Integrity Respect Excellence

POLICY

Pursuant to Title 49 Code of Federal Regulations (CFR) Part 26, it is the policy of the Washington Metropolitan Area Transit Authority (WMATA) that disadvantaged business enterprises (DBEs) – owned by women and minorities – as defined by the regulation, shall have a fair opportunity to compete for and participate in WMATA's contracts and subcontracts. WMATA assigns DBE participation goals on a contract-by-contract basis on federally funded construction contracts having a total dollar value greater than \$500,000 and on non-construction procurements (i.e., contracts for services, supplies and equipment) having a total value greater than \$150,000. WMATA's DBE goal may be satisfied by utilizing one or more DBEs as joint venture partners, subcontractors or suppliers of goods and services of any kind or nature, provided that the DBE performs the tasks awarded when the contract is executed. DBE firms may also participate as prime contractors. The DBE regulations also provide for a Small Business Enterprise (SBE) element that is race and gender neutral. WMATA established the SBE Program to increase opportunities for small businesses, including DBEs, to participate as prime contractors on selected federally funded contracts. Any contract, with a total value less than \$1,000,000.00 will be reviewed for a potential set-aside for certified SBEs.

**To address any concerns or questions regarding
WMATA's Small Business Programs, contact our DBE Hotline at
dbehotline@wmata.com or 202-962-6493.**