

The background of the slide is a photograph of a white AC Transit bus with a green tint. The AC Transit logo is visible on the side of the bus. The main title is centered over the image.

# Doing Business With AC Transit

*Michael Silk, Procurement & Materials*

[Contracts@ACTransit.org](mailto:Contracts@ACTransit.org)

*Brooklyn Moore-Green, Contracts Compliance*

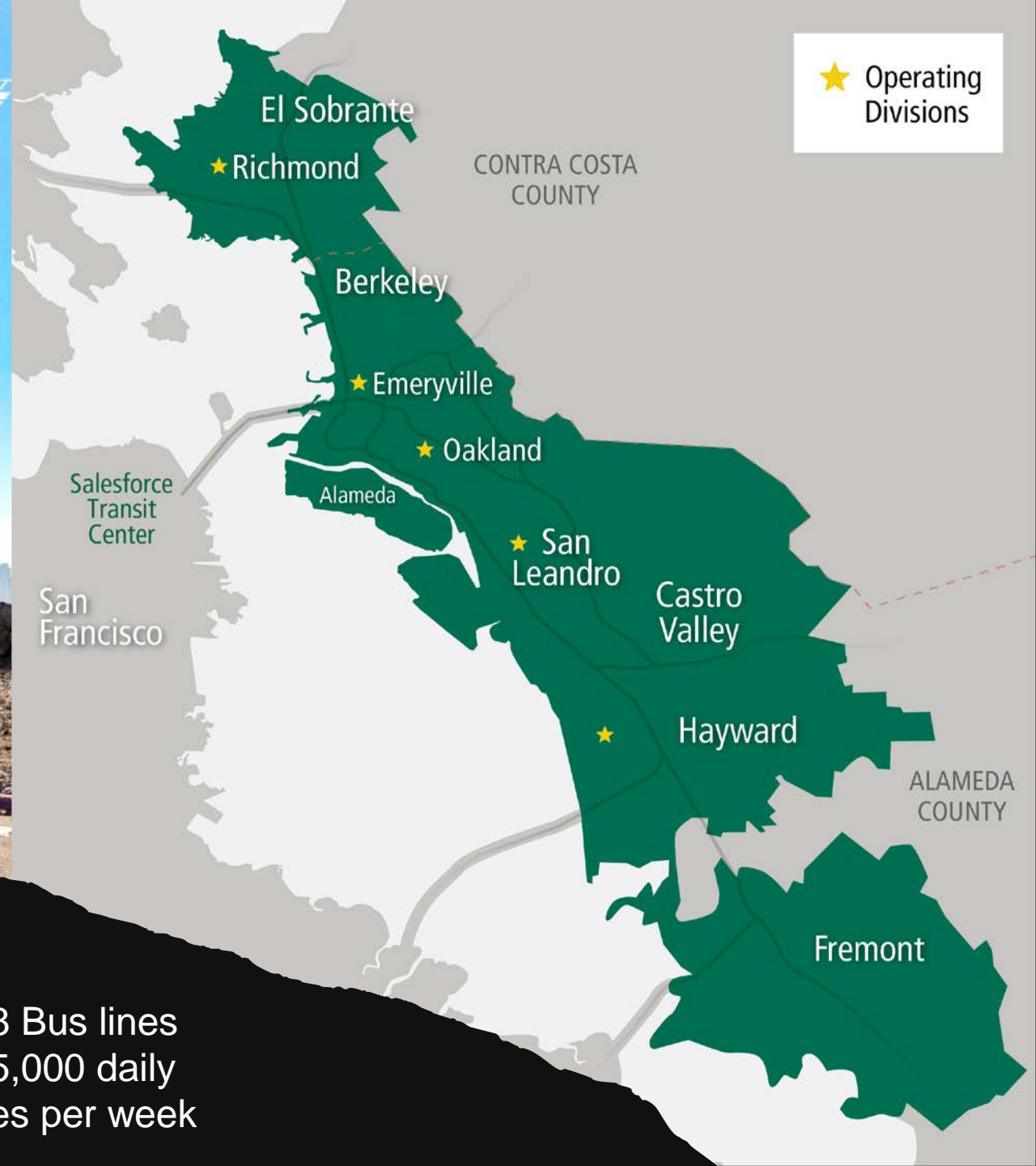
[Contractscompliance@ACTransit.org](mailto:Contractscompliance@ACTransit.org)

12/16/21

# Agenda

1. **About AC Transit**
2. **How to Do Business with ACT**
3. **Success Strategies**
4. **Upcoming Projects**
5. **DBE/SBE Program**
6. **Q/A**





# About AC Transit

- One of the largest public bus system in CA
- Serving 13 cities Alameda and Contra Costa counties
- Leader in ZEB fleet and infrastructure
- 158 Bus lines
- 175,000 daily rides per week

# How to Do Business with ACT- Walk Through

The screenshot shows the AC Transit website navigation menu. The top navigation bar includes links for Getting Around, Fares, Customer, Stay Connected, and About Us, along with a TRANSLATE button. The 'About Us' menu is expanded, showing a list of links: Mission, Vision & Strategy; Facts & Figures; History; Legislative Affairs; Capital Projects; Newsroom; Board of Directors; Executive Staff; Data API & Resource Center; Careers; Retirement; Awards; and Doing Business with AC Transit. A breadcrumb trail at the top left reads: HOME > ABOUT US > BOARD OF DIRECTORS > POLICIES. A 'Board Policies' button is visible in the bottom left corner.

The screenshot displays the 'Doing Business with AC Transit' page. The page title is 'Doing Business with AC Transit'. Below the title are three tabs: Procurement Opportunities, Doing Business, and Advertise on Buses/Shelters. The 'Doing Business' tab is active. The page features three main sections: 'Open Bids', 'Supplier Portal', and 'Contract Awards'. Each section includes a descriptive paragraph and a green button. The 'Open Bids' section includes an image of a 'REQUEST FOR PROPOSALS' sign. The 'Supplier Portal' section includes an image of people in a meeting. The 'Contract Awards' section includes an image of hands shaking over a document. At the bottom, there are buttons for 'Vendor Registration Guides' and 'Bidder Guides', and a small accessibility icon.



# Solicitations and Registration

Supplier Public Homepage **Bidding Opportunities**

Time Zone  Date Format

**Bidding Event Information** 1 row

Event Name	Business Unit	Event ID	Event Format	Event Type	Ends In	Start Date	End Date	Details
RAPID CORRIDORS PROJECT – SAN PABLO AVENUE	AC Transit	2022-1520	Sell	RFx	42 days	11/18/2021 02:37 PM PST	01/24/2022 02:00 PM PST	>

**Bidder Registration**

Bidder registration for vendors interested in doing business with AC Transit.

**Supplier User Registration**

Register new users for an existing supplier.

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**Bidder Registration Component**

Welcome Identifying Information Addresses Contacts Categorization Submit

Welcome - Step 1 of 6

To complete your registration, please fill in the information for each step of the registration process. Use the navigation buttons "Next" and "Previous" to move between steps or "Save for Later" to save your work to be resumed later. Once you have provided all the required information, proceed to the "Submit" step where you may submit your registration for consideration. You will receive an email confirmation shortly after submittal.

If you have any questions or feedback on the registration process, please call the AC Transit Procurement and Materials Department at (510) 577-8894 or e-mail [contracts@actransit.org](mailto:contracts@actransit.org).

Select an activity below:

Start a new registration form

What type of entity do you represent?

Business

Individual

What type of bidding activities you are interested in?

Buying goods/Services

Selling goods/Services

Both

Continue from where you left

\* Required field



# INFORMATION NEEDED TO REGISTER



BUSINESS INFORMATION  
(NAME, ADDRESS, PHONE)

**TAX IDENTIFICATION**  
NUMBER IS MANDATORY  
TO DETECT DUPLICATES



CONTACT INFORMATION  
(NAME, TITLE, EMAIL  
ADDRESS, PHONE)



BUSINESS WEBSITE



**NAICS** CODES FOR  
SERVICES/PRODUCTS  
OFFERED



CONTRACTOR LICENSE #  
(IF APPLICABLE)



DEPARTMENT OF  
INDUSTRIAL RELATIONS  
REGISTRATION # (IF  
APPLICABLE)

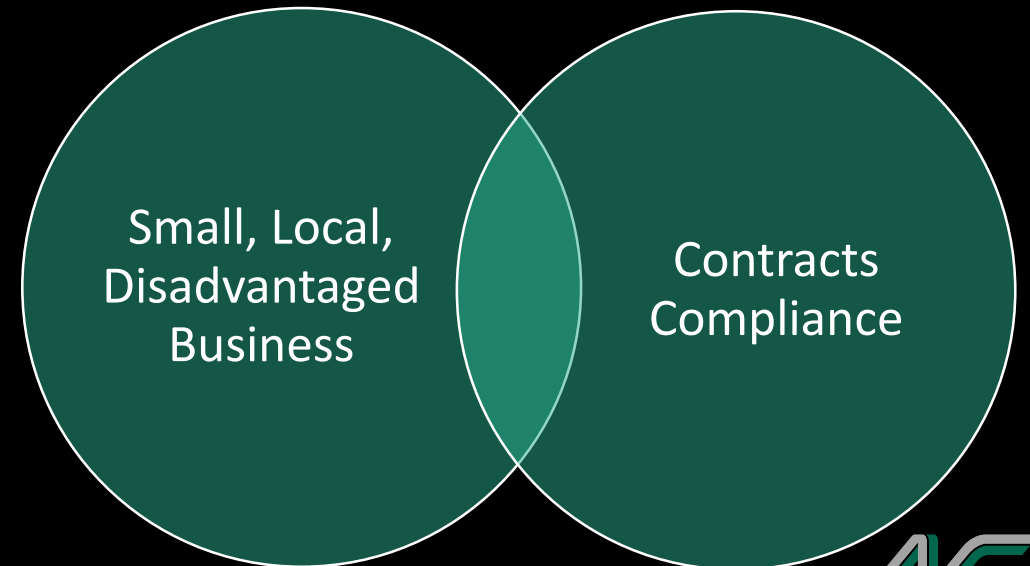




# Contracts Compliance at AC Transit

## Goals, Diversity Programs, Certification

- SBE/SLBE
  - ***New, Ten Percent (10%) Small Business Contract Goal***
  - ***New, Ten Percent (10%) Local Business Contract Goal***
  - Set Asides
  - Bid Preference Points
  - Based on NAICS and availability
- DBE
  - Agency Goal – 10%
  - No contract specific goals (Western States Paving Co. case)
  - No geographic based criteria
- Certifications
  - AC Transit isn't a certifying agency
  - Regional partners' certifications accepted
  - Accept DGS, CUCP





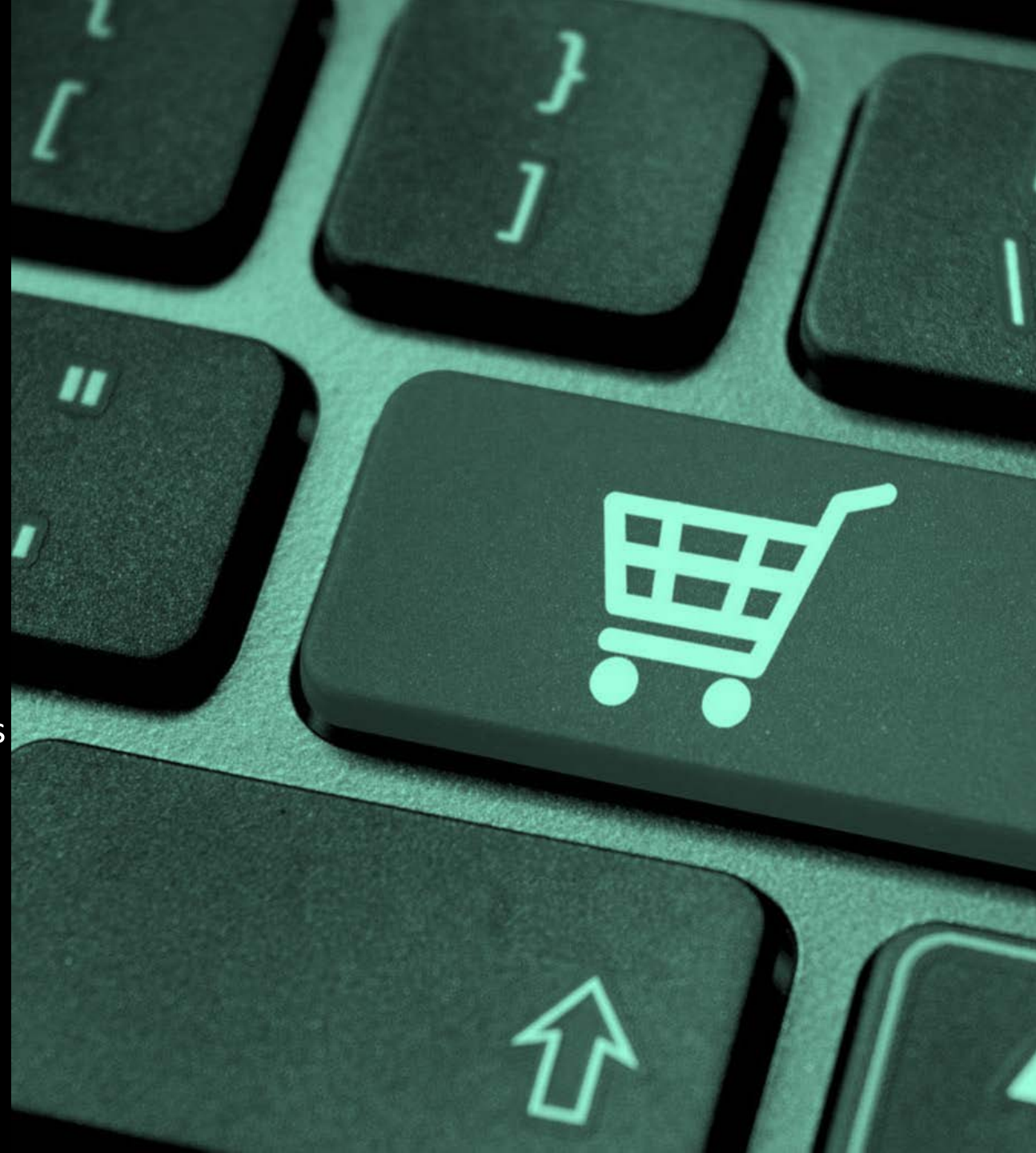
## What does AC Transit Buy?

### Goods

- Office Supplies
- IT Equipment
- Signage
- Electronic Equipment
- PPE
- Software
- Industrial Goods
- Raw Materials
- Etc

### Services

- Janitorial Services
- Temporary Staffing Services
- Architecture & Engineering
- Construction Services
- Project Management Services
- IT Services
- Financial & Risk Management
- Marketing & Advertising Services
- Security Services
- Etc.



# Success Strategies

A hand in a dark suit jacket is shown from the top right, moving a black chess piece (a knight) on a chessboard. The chessboard is in the foreground, with several white and black pieces visible. The background is dark and out of focus.

- ✓ Register!
- ✓ Attend the Pre-Proposal or Pre-Bid Meetings
- ✓ Know the *SBE goal* for the RFQuote, RFP, IFB, RFQ
- ✓ Don't be afraid to ask questions during the Q & A period.
- ✓ View past solicitation information
- ✓ Request debrief meetings
- ✓ Proof-read Proposals and Bids!
- ✓ Keep the proposal to just the scope of the solicitation. Minimum reqs + no extra costs
- ✓ Be sure all required information is included!





# Upcoming Projects

Project Name	Status
D2 BEB Infrastructure	Planning
D4 BEB Infrastructure	Planning
D2 UST Replacement	Planning
CMF UST Replacement	Planning
D6 Security Enhancememnts	Construction
D2 Paintbooth Rehabilitation	Other
D4-Chiller/Boiler Repl Trans Bldg	Other
<u>D3 Bush Wash Rehab</u>	<u>Planning</u>
Lift & Hoist Replacement	Planning
Facilities Assessment (D6 Garage)	Planning
D2 Elevator Jack Replacement	Planning
9th Floor Buildout	Planning







Thank you,  
Questions (Please state  
your Name and company)?





**ALAMEDA COUNTY TRANSPORTATION COMMISSION**

# Meet the Buyers 2021

**December 16, 2021**

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# Agenda

1. Introduction
2. Alameda CTC  
Procurement Process  
Overview
3. Upcoming Projects  
Discussion
4. Questions and Answers

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# Procurement and Contracting Staff:

Patrick Melgar ([pmelgar@alamedactc.org](mailto:pmelgar@alamedactc.org))

Alastair Powell ([apowell@alamedactc.org](mailto:apowell@alamedactc.org))

Please follow the link below to learn more about our contracting opportunities:

<https://www.alamedactc.org/get-involved/contracting-opportunities/>



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# Alameda CTC Overview

- The mission of the Alameda County Transportation Commission is to plan, fund and deliver transportation programs and projects that expand access and improve mobility to foster a vibrant and livable Alameda County.
- Alameda CTC coordinates countywide transportation planning efforts; programs local, regional, state and federal funding; and delivers projects and programs including those approved by voters in Alameda County transportation expenditure plans for Measure B, Measure BB and the Vehicle Registration Fee.

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# Alameda CTC Overview

- Agency is governed by a 22-member Commission:
  - Five Alameda County Supervisors
  - Two Oakland City Council representatives
  - One representative from each of the other 13 city councils
  - One representative each from AC Transit and BART

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# Local Business Contract Equity Program

The Local Business Contract Equity (LBCE) Program contributes to the overall economic vitality of the County by (1) encouraging businesses to locate and remain in Alameda County; (2) providing employment opportunities for residents of Alameda County; and (3) generating economic activity and stimulating the local economy.

We encourage local firms to get certified under ACTC's LBCE Program, contracts funded with local Measure B, BB, and VRF award extra points during proposal evaluation to firms who meet Local Business Enterprise and Small Local Business Enterprise goals under the LBCE Program.

Further detail regarding this Program can be found on the Alameda CTC website at [www.alamedactc.org/contract-equity](http://www.alamedactc.org/contract-equity).

## **CERTIFICATION TEAM**

**Phone:** (510) 208-7460

**Email:** [certification@alamedactc.org](mailto:certification@alamedactc.org)



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# Disadvantaged Business Enterprise Program

Alameda CTC is committed to the participation of Disadvantaged Business Enterprise (DBE) firms in its contracting opportunities in accordance with federal regulations 49 CFR Part 26. The DBE Program applies to all federally funded contracts.

The main objectives of the DBE Program are:

- To ensure that small DBE firms can compete fairly for federally funded transportation-related projects.
- To ensure that only eligible firms participate as a DBE firm.
- To assist DBE firms in competing outside of the DBE Program.

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# East Bay Greenway Project

## Project Manager and Contact Info:

- Jhay Delos Reyes, Principal Transportation Engineer  
[jdelosreyes@alamedactc.org](mailto:jdelosreyes@alamedactc.org)

## Summary of Project Scope:

- The East Bay Greenway (Lake Merritt BART to South Hayward BART) project proposes to construct a bicycle and pedestrian facility that will generally follow the BART alignment connecting seven BART stations for a distance of 16 miles and traverse the cities of Oakland, San Leandro, and Hayward. Alameda CTC intends to retain a professional engineering services consultant to provide services for the PS&E phase of the project

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# 7<sup>th</sup> Street Grade Separation East (7SGSE)

## Project Presenters and Contact Info:

- Angelina Leong, Assistant Transportation Engineer  
[aleong@alamedactc.org](mailto:aleong@alamedactc.org)
- Kanda Raj, Alameda CTC Consultant  
[kraj@alamedactc.org](mailto:kraj@alamedactc.org)



# GoPort Project Area



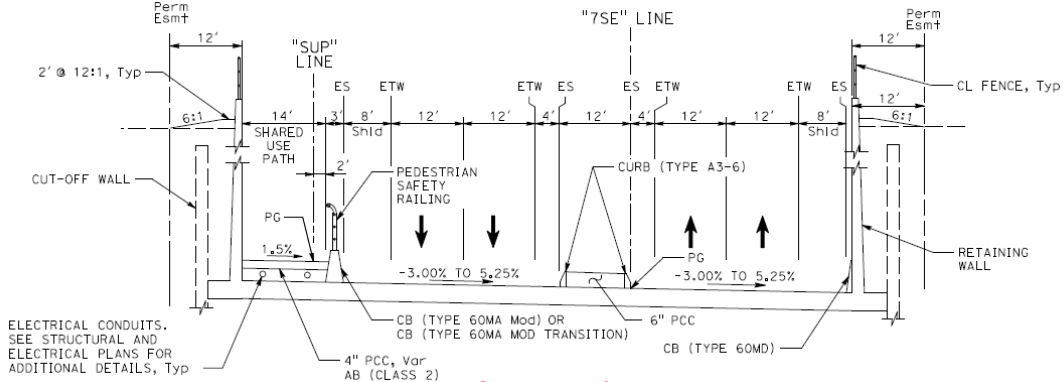
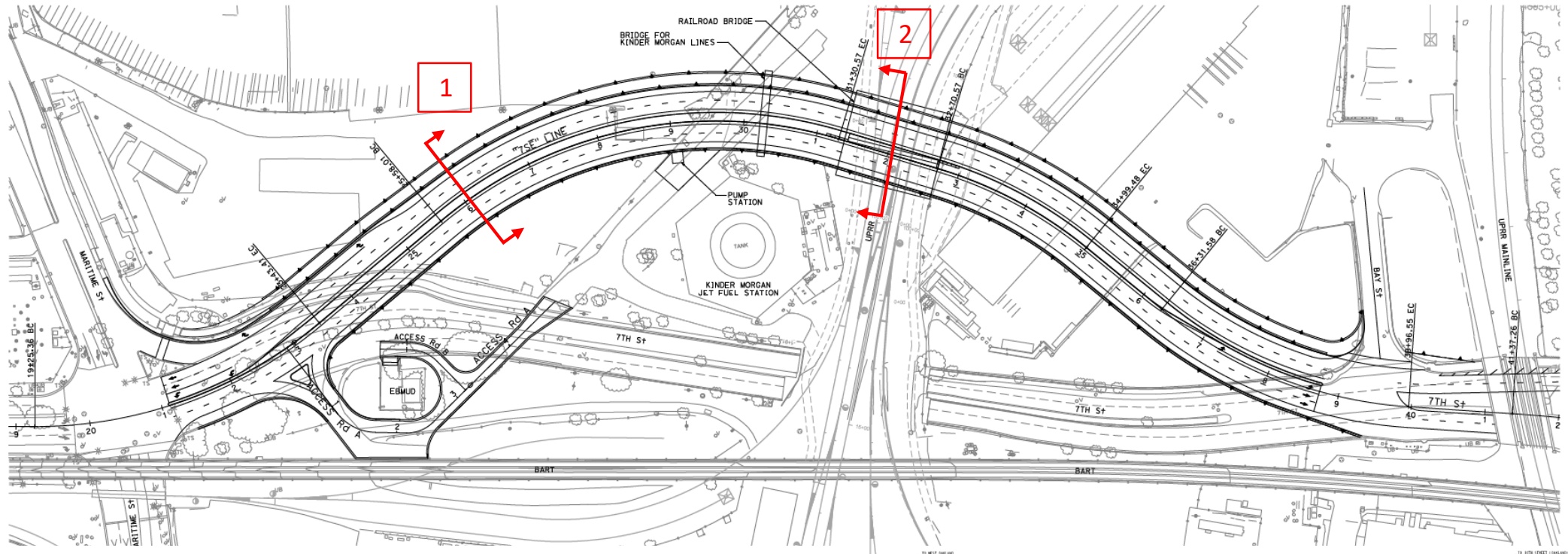
# 7SGSE Existing Conditions

- Westbound and eastbound spans constructed in 1931 and 1970s
- Four-lane facility with nonstandard lane widths and no shoulders
- Nonstandard vertical clearance of 14 feet
- Unsafe 5-foot wide multi-use path
- Deteriorating condition

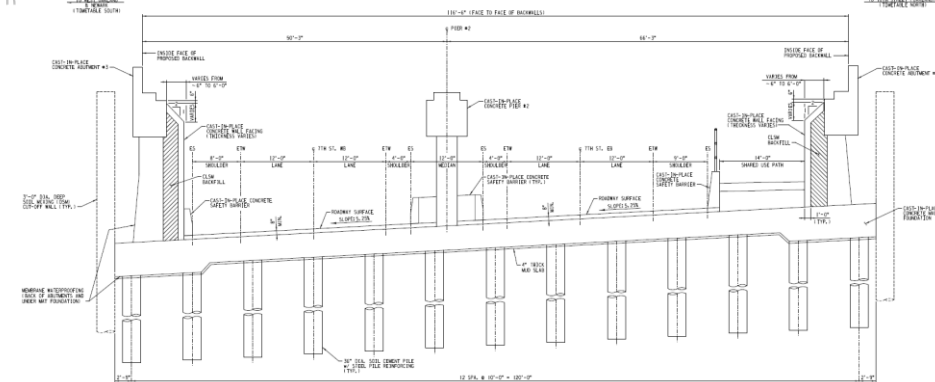




# 7SGSE Proposed Project



Cross section 1



Cross section 2



# Built Condition

- Four 12-foot wide lanes with 4-foot inside shoulders and 8-foot outside shoulders
- Construction of a new underpass (railroad bridge structure)
- Separated 14-foot wide paved multi-use path
- Changeable message signs and street/path lighting



7SGSE Rendering (Built Condition)

# 7SGSE Funding

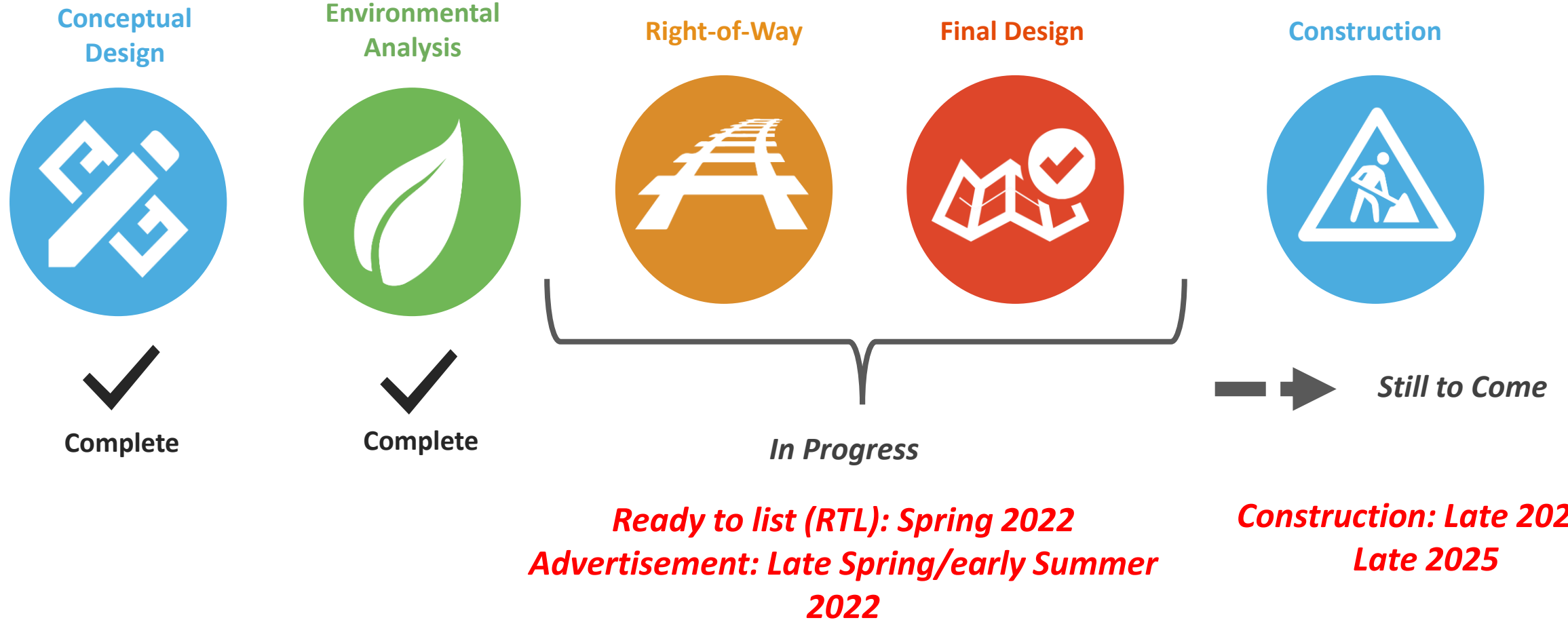
- Construction Capital Cost ~ \$175 million
- Fully funded (All Phases)
  - Local Sales Tax Measure BB
  - Regional Measure 3 (LONP)
  - Senate Bill 1 (SB1) Local Partnership Program
  - SB1 Trade Corridor Enhancement Program
- No utilization requirement
- Use of Alameda CTC local certified firms encouraged
  - [How to get LBCE Certified](#)



**RM3**



# Project Schedule Overview





# 7SGSE Major Quantities

DESCRIPTION	QUANTITY	UNIT
Roadway Excavation	100,000	CY
Cut-off Deep Soil-Cement Mix (DSM) Wall (3' DIA)	130,000	LF
Structural Concrete (Seal Slab)	20,000	CY
Structural Steel DSM Hold Down Piles (Seal Slab)	1,800,000	LB
Structural Steel Pile (DSM Wall)	3,800,000	LB
Bar Reinforcing Steel (Seal Slab)	3,200,000	LF
Furnish Structural Steel	2,900,000	LB
Controlled Low-Strength Material Backfill	15,600	CY
Structural Concrete (U Wall)	4,200	CY

Contract is subject to Buy America

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# Specialized / Long-Lead Items

## Specialized:

- Deep Soil Mixing (DSM) Wall
- DSM Hold Down Piles

## Long-lead Items:

- Railroad – tracks, turnouts and signals
- Stormwater pumps and pump controls

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# Utility Relocations

## By Others:

- PG&E (Gas)
- PG&E (Electrical)
- CenturyLink
- Kinder Morgan

## By Project:

- Stormwater / Pump Station
- ITS Elements (CMS/RFID)
- Street and Path Lighting
- Electrical OH Power (UPRR)
- Fire Waterline (City/Port)
- Sanitary Sewer



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# Environmental Mitigation Requirements

- Standard Conditions of Approval and Mitigation Monitoring and Reporting Program (SCA-MMRP)
  - Air Quality
  - Dust Control
  - Traffic Management
  - Soil Management
  - Noise
  - Public Information

# Other Considerations

- Right of Entry
- Property Owners/Stakeholders:
  - Port of Oakland
  - Union Pacific Railroad
  - City of Oakland
  - Caltrans
  - BART
- Proprietary Items
- Subject to Buy America



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# Safe Routes to School Program

## Project Manager and Contact Info:

- Denise Turner, Associate Program Analyst  
[dturner@alamedactc.org](mailto:dturner@alamedactc.org)

## Summary of Project Scope:

- Alameda CTC will seek professional services to implement the Alameda County Safe Routes to Schools Program at 300 schools in Alameda County. Services will include direct safety training for students, school safety assessments, technical assistance to schools and local partners related to traffic safety and safe routes to school, program evaluation, direct implementation support for schools, outreach and volunteer recruitment, and communications.

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# Legislative Advocacy Services – Federal and State

## **Project Manager and Contact Info:**

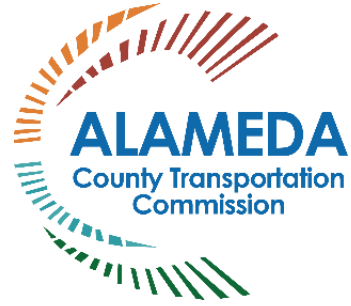
- Maisha Everhart, Director of Government Affairs and Communication

[meverhart@alamedactc.org](mailto:meverhart@alamedactc.org)

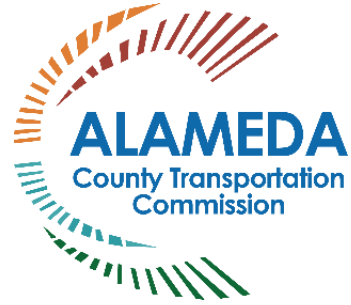
## **Summary of Project Scope (Federal and State Contracts):**

- Alameda CTC seeks to engage a consultant to provide a full range of essential legislative and policy advocacy services to support, protect, and enhance the interests of Alameda CTC within Alameda County, regionally, and in Washington, D.C for the federal contract and in Sacramento for the state contract.





# Q&A



# Thank You

For more information, visit

[www.AlamedaCTC.org](http://www.AlamedaCTC.org)

# California High-Speed Rail Authority Small Business Overview

**Damon Dorn**  
**Small Business Manager**  
**California High-Speed Rail Authority**



# SMALL BUSINESS PROGRAM - HSR

## Small Business Program

[Program Overview](#) >

Program Goals for small business participation

### Big goals for small business

The California High-Speed Rail Authority is committed to small businesses playing a major role in building the statewide high-speed rail project. The Small Business Program has an aggressive **30 percent goal for small business participation including Disadvantaged Business Enterprises (DBE), Disabled Veteran Business Enterprises (DVBE) and Micro- Businesses (MB).**

**Join the team** - Learn about certification, contract opportunities and vendor registration.

[Get Connected](#) >



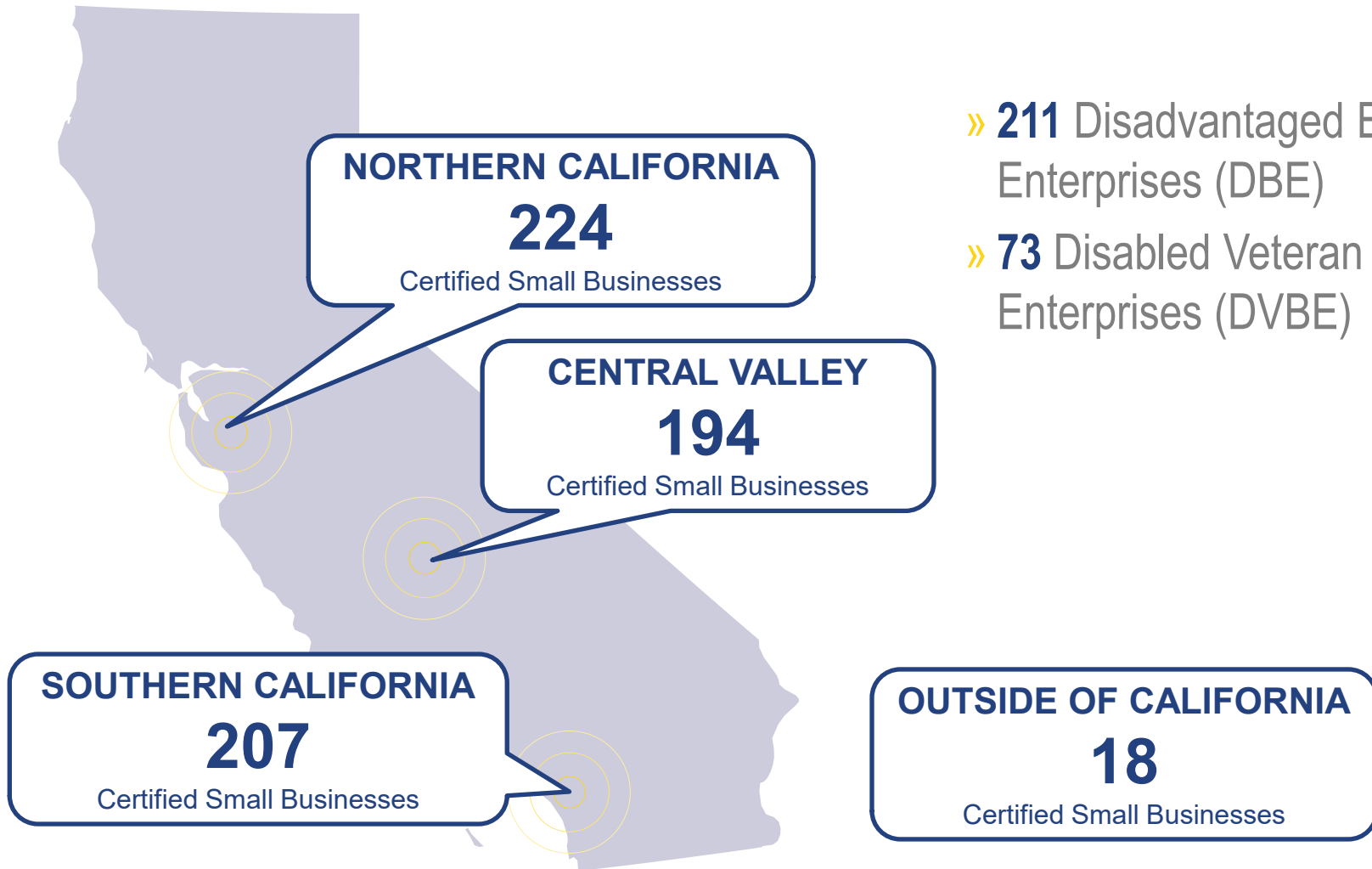
[Show Current Small Business Participation](#)





# SMALL BUSINESS PARTICIPATION

## 643 Certified Small Businesses Working on HSR Statewide



# CERTIFICATION PROGRAMS

## Certifications that count toward the overall 30% Goal:

» **California Department of General Services (DGS)**

Small & Micro Businesses (SB/MB)

Disabled Veteran Business Enterprises (DVBE)

Small Business – Public Works (SB-PW)

STATE  
Certifications

» **California Unified Certification Program**

Disadvantaged Business Enterprises (DBE)

» **US Small Business Administration**

8(a) Disadvantaged Business Program

FEDERAL  
Certifications



# HSR MAJOR CONTRACTOR PAYMENT



Major Contractors Payments- October 2021

Contract Type	Supplier Name	Contract Number	Invoice Number	Start Date	End Date	Date Received	Payment Reference	Payment Date	Days to Pay	Sum of Amount
DESIGN BUILDERS	CALIFORNIA RAIL BUILDERS LLC	HSR14-32	00059	8/1/2021	8/31/2021	9/23/2021	60001773	10/20/2021	(blank)	11,663,556.23
	TUTOR PERINI ZACHRY PARSONS	HSR13-06	00097	8/1/2021	8/31/2021	9/13/2021	69987906	10/18/2021	(blank)	16,839,369.60
PCMs	HNTB CORPORATION	HSR15-01	67-60834-CN-007	7/1/2021	7/23/2021	9/24/2021	69934535	10/15/2021	(blank)	800,201.61
			68-60834-CN-007	7/24/2021	8/20/2021	9/27/2021	69934536	10/15/2021	(blank)	937,362.47
			1004-60834-CN-006	7/1/2020	6/30/2021	9/13/2021	69987905	10/18/2021	(blank)	637,514.12
			69-60834-CN-007	8/21/2021	9/24/2021	10/11/2021	60042873	10/26/2021	(blank)	1,365,900.56
			1005-60834-CN-006	7/1/2020	6/30/2021	10/11/2021	60021482	10/22/2021	(blank)	5,850.15
	WONG HARRIS JV	HSR11-20	WH86419-100	8/1/2021	8/31/2021	9/17/2021	69853375	10/7/2021	(blank)	2,434,358.22
RAIL DELIVERY PARTNER	WSP USA INC	HSR14-66	1084559	6/1/2021	6/30/2021	9/7/2021	69831746	10/4/2021	(blank)	137,934.44
			1083599	7/1/2021	7/31/2021	9/1/2021	69862528	10/8/2021	(blank)	7,720,106.39
			825115-ExtCIDR2	9/1/2018	9/30/2018	9/24/2021	69896256	10/13/2021	(blank)	9,417.44
			1089707	8/1/2021	8/31/2021	9/28/2021	69987904	10/18/2021	(blank)	7,485,669.50
			862865W2CIDR1	7/1/2017	2/28/2019	10/1/2021	60021481	10/22/2021	(blank)	5,047.04
			1092556	6/1/2021	6/30/2021	10/7/2021	60051965	10/27/2021	(blank)	194,775.30
REGIONAL CONSULTANTS	HNTB CORPORATION	HSR15-34	70-62475-PL	7/24/2021	8/20/2021	9/7/2021	69831745	10/4/2021	(blank)	415,301.89
			1069-62475-PL	7/1/2021	7/23/2021	9/20/2021	69862529	10/8/2021	(blank)	3,544.33
	STV INCORPORATED	HSR14-39	20148467 Rev 02	8/1/2021	8/31/2021	9/27/2021	69853387	10/7/2021	(blank)	611,030.01
	T Y LIN INTERNATIONAL	HSR13-44	102109101	7/31/2021	8/27/2021	9/10/2021	69853376	10/7/2021	(blank)	206,583.29
			102110060	8/28/2021	9/24/2021	10/11/2021	60058799	10/28/2021	(blank)	116,846.47
	SENER ENGINEERING AND SYS INC	HSR14-42	21/072	7/1/2021	7/31/2021	9/16/2021	69987896	10/18/2021	(blank)	353,225.15
21/078			8/1/2021	8/31/2021	10/4/2021	60042871	10/26/2021	(blank)	389,261.93	
<b>Grand Total</b>										<b>\$ 52,332,856.14</b>



# CONTRACTS OUT FOR BID

- **Design-Build Construction Packages** – <https://hsr.ca.gov/business-opportunities/contractors/design-build-construction-packages/>
- **Track & Systems** – <https://hsr.ca.gov/business-opportunities/contractors/track-systems/>
- **Design Services for Historic Fresno Station** – [https://hsr.ca.gov/business-opportunities/contractors/historic\\_fresno\\_station\\_design/](https://hsr.ca.gov/business-opportunities/contractors/historic_fresno_station_design/)
- **Program Delivery Support** - <https://hsr.ca.gov/business-opportunities/contractors/program-delivery-support/>





# SMALL BUSINESS LIAISON OFFICERS

## **CP 1: Tutor Perini/Zachry/Parson**

Yadira Lopez

Phone: (559) 385-7025

Email: [Yadira.lopez@tpzpjv.com](mailto:Yadira.lopez@tpzpjv.com)

## **CP 2-3: Dragados Flatiron**

Bjorn Nilsen

Phone: (916) 239-7368

Email: [bjorn.nilsen@dfcp23.com](mailto:bjorn.nilsen@dfcp23.com)

## **CP 4: California Rail Builders**

Amanda Craft

Phone: (661) 302-7891

Email: [acraft@ferrovial.us](mailto:acraft@ferrovial.us)



# SMALL BUSINESS LIAISON OFFICERS

## **Rail Delivery Partners: WSP**

Rita Ohaya

Phone: (916) 970-4321

Email: [rita.ohaya@hsr.ca.gov](mailto:rita.ohaya@hsr.ca.gov)

## **Early Train Operator: DB Engineering & Consulting USA, Inc.**

Ricky Estrada

Phone: (916) 841-3142

Email: [ricky.estrada@deutschebahn.com](mailto:ricky.estrada@deutschebahn.com)



# CONNECT HSR VENDOR REGISTRY

Firms registered with Connect HSR:

- Are listed by trade, region, and type of certification.
- Receive notifications for contract and procurement opportunities from our Design-Build partners.
- Receive invitations to business-focused events, small business workshops, and trainings we host or participate in.



[https://hsr.ca.gov/small\\_business/get\\_connected.aspx](https://hsr.ca.gov/small_business/get_connected.aspx)



# HSR BUSINESS ADVISORY COUNCIL

The California High-Speed Rail Authority (Authority) Business Advisory Council (BAC) consist of representatives from both construction and professional services business trade associations, that serve as a forum to provide essential input to the Authority in implementing practices that effect and/or impact the small business community.

[https://hsr.ca.gov/small\\_business/business\\_advisory\\_council.aspx](https://hsr.ca.gov/small_business/business_advisory_council.aspx)





# HSR SMALL BUSINESS OUTREACH STAFF

- Ashley Mistler – Small Business Advocate
- Damon Dorn – Small Business Manager
- Otilie Hall – Small Business Technical Associate
- “Vacant” – Small Business Outreach Coordinator

## HEADQUARTERS

California High-Speed Rail Authority  
770 L Street, Suite 660  
Sacramento, CA. 95814  
[www.hsr.ca.gov](http://www.hsr.ca.gov)



# REFERENCE WEBPAGE LINKS

- **HSR Small Business Homepage –**  
[https://hsr.ca.gov/small\\_business/](https://hsr.ca.gov/small_business/)
- **HSR Small Business Overview -**  
[https://hsr.ca.gov/small\\_business/overview.aspx](https://hsr.ca.gov/small_business/overview.aspx)
- **BuildHSR Homepage -**  
[https://buildhsr.com/construction\\_update/](https://buildhsr.com/construction_update/)
- **HSR Business Advisory Council –**  
[https://hsr.ca.gov/small\\_business/business\\_advisory\\_council.aspx](https://hsr.ca.gov/small_business/business_advisory_council.aspx)
- **HSR Major Contractor Payments -**  
[https://hsr.ca.gov/docs/programs/small\\_business/Major\\_Contractors\\_Payments.pdf](https://hsr.ca.gov/docs/programs/small_business/Major_Contractors_Payments.pdf)



# REFERENCE WEBPAGE LINKS

- **DGS' Office of Small Business and DVBE Services –**  
<https://www.dgs.ca.gov/PD/Services/Page-Content/Procurement-Division-Services-List-Folder/Certify-or-Re-apply-as-Small-Business-Disabled-Veteran-Business-Enterprise>
- **Caltrans' DBE Program webpage–**  
<https://dot.ca.gov/programs/civil-rights/dbe>
- **US SBA 8A -** <https://www.sba.gov/federal-contracting/contracting-assistance-programs/8a-business-development-program>



**END OF PRESENTATION**

# Questions

For additional comments or questions regarding this presentation please send an email to: [HSRsbprogram@hsr.ca.gov](mailto:HSRsbprogram@hsr.ca.gov)





Doing business  
with the



*A Clean Air Choice!*







# City of Santa Rosa

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- 5<sup>th</sup> largest City in the Bay Area (pop. 180,000)
- 1200 employees at City of Santa Rosa
- Wine Country

## Bid Opportunities

Found 789 bids

Posted	Project Title	Invitation #	Due Date	Remaining	Stage	Format
11/30/2021	RFQ 21-59 Drones & Accessories	RFQ 21-59 Drones & Accessories	12/15/2021 04:00pm	6 days	Bidding	Electronic and Paper
11/15/2021	Provision of Homeless Services	R158596	12/20/2021 05:00pm	11 days	Bidding	Electronic
11/18/2021	RFP - Project Design and Delivery Assistance		12/22/2021 04:00pm	13 days	Bidding	Paper
12/01/2021	RFP-Construction Management and Construction Insp...		12/29/2021 05:00pm	20 days	Bidding	Electronic and Paper
06/11/2020	RFQ 20-68 Minor Professional HVAC Repairs	RFQ 20-68 Minor Professional HVAC Repairs	12/31/2021 03:00pm	22 days	Bidding	Electronic
12/07/2021	Provision of Consulting Services – Homelessness Sol...	R158731	01/07/2022 05:00pm	29 days	Bidding	Electronic
12/09/2021	Six Fire Damaged Parks Recovery	C02248	01/11/2022 02:00pm	33 days	Bidding	Paper

# Registering as a vendor & finding contracting opportunities

- Formal and informal solicitations occur via online system
  - [www.srcity.org/bids](http://www.srcity.org/bids)
    - Entirely FREE
  - Vendor Registration
    - Will automatically notify bidder of opportunities matching the business categories selected by the vendor when register
  - Bid and Proposal Opportunities
  - List of Capital Projects

# Doing business with City of Santa Rosa



Centralized Purchasing system - materials, supplies, equipment, minor public works, major public works and general services

Policy requires that procurement of materials, services and construction services be done in a manner to encourage open competition (competitive bidding or competitive sealed proposals).

1% local vendor preference is also offered for written solicitations when applicable

environmentally preferable purchasing policy, and looks to purchase environmentally friendly and recycled products whenever it is practical to do so

City of Santa Rosa is an FTA recipients and maintains a DBE program and Goal





# Purchasing Staff

City Purchasing Agent &  
Disadvantaged Business  
Enterprise (DBE) Liaison Officer

Brandalyn Tramel

(707) 543-3700

[www.srcity.org/bids](http://www.srcity.org/bids)

Transit Division purchasing lead –  
Yuri Koslen

(707) 543-3335

[www.srcity.org/CityBus](http://www.srcity.org/CityBus)



# Eastern Contra Costa Transit Authority (Tri Delta Transit)



# Introductions

---

- Joe Chappelle, Manager of Administrative Services
  - Procurement Manager, [procurement@eccta.org](mailto:procurement@eccta.org)
- Tania Babcock, Disadvantaged Business Enterprise Liaison Officer
  - [civilrights@eccta.org](mailto:civilrights@eccta.org)

Located at 801 Wilbur Avenue, in Antioch, CA 94509

O: 925-754-6622, F: 925-757-2530

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



# Goals

---

- Learn who we are, what we do, and how best to do business with us.

# Who We Are

---

- Eastern Contra Costa Transit Authority (ECCTA) also referred to as Tri Delta Transit, is a Joint Powers Agency (JPA) consisting of the cities of Antioch, Brentwood, Oakley, Pittsburg and the county of Contra Costa. Tri Delta Transit provides nearly 2 million trips each year to a population of over 315,000 residents in the 225 square miles of Eastern Contra Costa County.
- We have a fleet of approximately 100 vehicles, ranging from 40' long buses down to wheelchair-equipped minivans.
- We have a little under 40 employees between our Administration and Maintenance department; our bus drivers are employees of a company known as First Transit.



# Purchasing Info

- Our purchasing tends to be on the decentralized side of things.
  - Procurement really only gets directly involved if a purchase is generally going to cost over \$100,000
- Most of the day-to-day purchasing decisions get made by other members of staff.
- Best way to put yourselves on our radar is to complete our Vendor Form.
  - This does three things: it gets your information to the appropriate member of staff, gets your information onto our bid mailing list, and helps our DBE efforts.



## Doing Business with Eastern Contra Costa Transit Authority (Tri Delta Transit)

Eastern Contra Costa Transit Authority (ECCTA), also referred to as Tri Delta Transit, is a Joint Powers Agency (JPA) consisting of the cities of Antioch, Brentwood, Oakley, Pittsburg and the county of Contra Costa. Tri Delta Transit provides nearly 2 million trips each year to a population of over 315,000 residents in the 225 square miles of Eastern Contra Costa County.

Tri Delta Transit is always interested in forging new partnerships with businesses. If you would like to submit information to Tri Delta Transit about your organization and be added to our vendor list, please fax this completed form to 925-757-2530, email to [civilrights@eccta.org](mailto:civilrights@eccta.org), or mail to:

Tri Delta Transit  
Attn: Tania Babcock, DBE Liaison Officer  
801 Wilbur Avenue  
Antioch, CA 94509

Name/Title \_\_\_\_\_  
Company Name \_\_\_\_\_  
Address \_\_\_\_\_  
City/State/Zip \_\_\_\_\_  
Email Address \_\_\_\_\_  
Telephone \_\_\_\_\_

I am a certified DBE Yes  No

My company is a  Supplier  Construction Trade  Consultant  Manufacturer  
 Other, please specify \_\_\_\_\_

The main focus of my company is (for example: paving contractor, office supply retailer, etc.)  
\_\_\_\_\_

NAICS codes/categories for which my company qualifies (if known) \_\_\_\_\_

Vendor Form



# Formal Procurements – IFBs and RFPs

---

- We mail physical copies to any mailing addresses on our vendor list
  - We email electronic copies to any email addresses on the list
- We post the bid documents on our website
  - You can subscribe to receive a notification anytime we put a bid up on the website
- We advertise with:
  - California Transit Association (CTA)
  - Transit Talent
  - Bay Area Builder's Exchange (for construction or other trade work)
  - Small Business Exchange and Mass Transit publications

# Current Bid Openings

---

- Shop Equipment Maintenance, IFB 2021-05, for the preventative maintenance and as-needed repair of some of our shop equipment

# Recurring Bids/Proposals

---

- Advertising services
- HVAC Maintenance
- Shop Equipment Maintenance
- Operations
- Financial Auditing Services
- Uniforms
- Bus Schedule Printing



# Bid Strategies

---

- Come to the pre-bid or pre-proposal meeting, even if you don't plan on submitting a bid as a prime.
  - Can provide the chance to introduce yourselves to primes.
  - ECCTA does not accept bids from subs.
- Review the bid packet thoroughly and ask your questions early!
  - Email is the preferred method of communication, though voicemail is allowed. However, I will not generally respond. All answers must be provided via addenda.
  - If asked last minute, I may not even be able to reply via addenda.
- Ensure receipt of, and acknowledge the receipt of, all addenda.
- Ensure awareness of insurance and licensing requirements.

# Non-Bid Purchases

---

The following is a partial list of commodities procured by Tri Delta Transit through informal purchase.

- SHOP SUPPLIES (NUTS, BOLTS, WIRE, WIRE CONNECTORS, TAPE, BATTERIES, LIGHT BULBS, ZIP TIES)
- PERSONAL PROTECTION GEAR (GLOVES, DUST MASKS, SAFETY GLASSES, SAFETY VESTS, EAR PLUGS)
- BUS STOP REPAIR SUPPLIES (POLES, BRACKETS, SIGNS, CONCRETE, PLEXIGLASS, TRASH CANS)
- BUS PARTS (BRAKE PARTS, COOLANT, OIL, PARTS CLEANER)
- JANITORIAL SUPPLIES (TOILET PAPER, PAPER TOWELS, HAND SOAP, GARBAGE BAGS, AIR FRESHENERS)
- DETAIL SUPPLIES (SOAP FOR BUS WASH, VANDALISM REMOVER, GLASS CLEANER, BROOMS, BRUSHES, MOPS)
- BUS FUEL (DIESEL, UNLEADED, RENEWABLE DIESEL)
- OFFICE SUPPLIES (PENS, PRINTER PAPER, ETC)
- FOOD CATERING
- GIFTS/PROMOTIONAL ITEMS



# Thank You! Questions?

---

- Joe Chappelle, Manager of Administrative Services
  - Procurement Manager, [procurement@eccta.org](mailto:procurement@eccta.org)
- Tania Babcock, Disadvantaged Business Enterprise Liaison Officer (DBELO)
  - [civilrights@eccta.org](mailto:civilrights@eccta.org)

Located at 801 Wilbur Avenue, in Antioch, CA 94509

O: 925-754-6622, F: 925-757-2530

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



# **GOLDEN GATE BRIDGE, HIGHWAY & TRANSPORTATION DISTRICT**

**BOC MEET THE BUYERS PROCUREMENT FORUM**

**DECEMBER 16TH, 2021 | 11:00 AM - 12:00 PM**

# OVERVIEW

- **About Us**
- **Organizational Structure**
- **Procurement Methods**
- **What We Procure**
- **Vendor Registration**
- **Strategies for Success**
- **Contracting Opportunities**
- **Contacts**
- **Questions?**



# INTRODUCTIONS



**Kimberly Barnard**  
Senior Buyer, Bus & Bridge Division  
[kbarnard@goldengate.org](mailto:kbarnard@goldengate.org)



**Marcellus Jasper**  
Senior Buyer, Bridge Division  
[mjasper@goldengate.org](mailto:mjasper@goldengate.org)



**Artemisé Davenport**  
DBE Program Administrator  
[adavenport@goldengate.org](mailto:adavenport@goldengate.org)

# ABOUT US

[www.goldengate.org](http://www.goldengate.org)



- Special District of the State of California
- No local sales tax measures or general funds
- Toll revenues, state, and federal funds



- Own 147 buses
- Service areas – Contra Costa, Marin, San Francisco, and Sonoma counties



- Own 7 vessels
- Service areas – Larkspur, Tiburon, San Francisco Terminal, and Sausalito

## MISSION STATEMENT

To provide safe, efficient and reliable means for the movement of people, goods, and services within the Golden Gate Corridor. In carrying out this mission, the District operates and maintains the Golden Gate Bridge in structurally sound condition to provide safe and efficient travel for vehicles and other modes of transportation; provide public transit services, such as buses and ferries, which operate in a safe, affordable, timely and efficient manner; and carries out its activities in a cost-effective and fiscally responsible manner. The district recognizes its responsibility to work as a partner with federal, state, regional and local governments and agencies to best meet the transportation needs of the people, communities and businesses of San Francisco and the North Bay.



# DISADVANTAGED AND SMALL BUSINESS ENTERPRISE (DBE/SBE) PROGRAM

DBE Overall Triennial Goal: **3.2%** FFY 2019/2020 - 2021/2022

\*SBE Goals: Contract-specific

## STATE CERTIFICATIONS

- **Department of General Services (DGS) Size Affidavit Required**
  - Small Business (SB)
  - Micro Small Business (Micro)
  - Small Business for the Purpose of Public Works (SB-PW)
- **California Department of Transportation (Caltrans) Size Affidavit Required**
  - State Minority-Owned Business Enterprise (SMBE)
  - State Women-Owned Business Enterprise (SWBE)

## FEDERAL CERTIFICATIONS

- **California Unified Certification Program (CUCP) Only acceptable certification for DBE goal credit**
  - Disadvantaged Business Enterprise (DBE)
- **U.S. Small Business Administration (SBA) Size Affidavit Required**
  - 8(a) Small Business

\*Meet SBA specific size standards and in no case exceed \$26.29M

# ORGANIZATION STRUCTURE

## PROCUREMENT STAFF

- **Golden Gate Bridge Toll Plaza**

- District and Bridge Divisions – commodities and services commonly used by the entire District.

- **San Rafael Transit Division**

- Bus procurements and related parts – commodities and services unique to Bus Division

- **Larkspur Ferry Divisions**

- Ferry procurements and related parts – commodities and services unique to Ferry Division

## ENGINEERING STAFF

Principal responsibility for District design and construction contracts

# PROCUREMENT METHODS

- **Micro Purchases** - any purchase of supplies or services that does not exceed \$2,500. **At least one informal quote is obtained.**
- **Informal (Small) Purchases** - informal bidding may be used for purchases estimated to cost 1) \$100,000 or less for materials, supplies, equipment and services; 2) \$50,000 or less for construction; 3) \$250,000 or less for federally-assisted ferry vessel repair, maintenance and alteration work; and 4) \$1,000,000 or less for non-federally-assisted ferry vessel repair, maintenance and alteration work. **At least three written quotes or proposals.**
- **Formal Sealed Competitive Bidding** - purchases estimated to cost 1) over \$100,000 for materials, supplies, equipment (except for certain types of rolling stock and technological equipment) and non-professional services; 2) over \$50,000 for construction; 3) over \$250,000 for federally-assisted ferry vessel repair, maintenance and alteration work; and 4) over \$1,000,000 for non-federally-assisted ferry vessel repair, maintenance and alteration work. **Lowest responsive and responsible bidder.**
- **Competitive Negotiations** - purchases of over \$100,000 for professional and non-professional services; certain types of rolling stock and any other purchases for which this method of procurement is deemed beneficial. **Request for Proposals (RFP) based on qualitative factors/price.**
- **Non-Competitive Purchases** - purchase of approved sole source procurements, emergency procurements, and other procurements as deemed to be in the District's best interest. **Best Interest/Sole Source.**
- **Cooperative Procurement** - cooperative procurement programs, intergovernmental agreements, joint procurements and piggyback procurements with other public agencies.

# WHAT WE PROCURE

## ➤ **COMMODITIES**

- cameras
- computers
- construction/electrical supplies
- fuel
- heavy equipment
- janitorial supplies
- Paint
- PPE
- vehicles & ferry vessels
- software
- automotive
- photocopiers
- print materials
- respirators-filters

## ➤ **SERVICE CONTRACTS**

- advertising
- build/repair parking lots & ferry terminals
- construction projects
- copier maintenance/repair
- elevator repair
- carpet installation
- pest control
- film & video
- graphic design & printing
- uniforms

## ➤ **PROFESSIONAL SERVICES**

- accounting/auditing
- architectural and engineering services
- banking
- engineering design
- engineering investigation/study
- engineering plan/specifications
- information technology consulting
- insurance
- legal services
- management consulting
- materials sampling/testing
- medical examinations



# VENDOR REGISTRATION

Invitations for Bids (IFB) and Requests for Proposals (RFP) are included on the District Procurement Portal at <https://ggbhtd.bonfirehub.com>.

**GOLDEN GATE BRIDGE**  
HIGHWAY & TRANSPORTATION DISTRICT

**Log in to Bonfire**

Email

Remember email

Next

**New Vendor Registration**  
[Create your free Bonfire account »](#)

**Need Help?**  
[Contact Bonfire Support here »](#)

Projects Vendors **Portal** Submissions

### Procurement Portal

Golden Gate Bridge, Highway and Transportation District

Open Public Opportunities Past Public Opportunities My Opportunities

Search

Status	Ref. #	Project	Close Date	Days Left	Action
OPEN	2021-F-047	Concession Services Onboard District Ferries	Aug 20th 2021, 4:00 PM PDT	12	<a href="#">View Opportunity</a>

[Technical Support](#) [Portal Security](#) [Terms of Service](#) [Privacy Policy](#)

Powered by **Bonfire**

# Procurement Portal

## Golden Gate Bridge, Highway and Transportation District



[Log in](#)
[Open Public Opportunities](#)
[Past Public Opportunities](#)

Status	Ref. #	Project	Close Date	Action
CLOSED	2021-BT-046	Fairfax Turnaround Tree Removal	Dec 9th 2021, 4:00 PM PST	<a href="#">View Opportunity</a>
CLOSED	2021-F-047	Concession Services Onboard District Ferries	Aug 20th 2021, 4:00 PM PDT	<a href="#">View Opportunity</a>
CLOSED	2021-F-018	Larkspur Ferry Terminal Berth and Channel Maintenance Dredging Design, Pile Design and Permitting Services	Jul 12th 2021, 4:00 PM PDT	<a href="#">View Opportunity</a>
AWARDED	2021-D-039	On-Site Medical Services	Jul 5th 2021, 4:00 PM PDT	<a href="#">View Opportunity</a>
AWARDED	2021-D-005	Third Party Administrator for Workers' Compensation Program Claims Administration and Ancillary Services	Feb 15th 2021, 4:00 PM PST	<a href="#">View Opportunity</a>
AWARDED	2021-D-001	On-Call Cyber Security Professional Services	Feb 5th 2021, 4:00 PM PST	<a href="#">View Opportunity</a>
AWARDED	2020-D-059	Grant Administration For Covid-19 Disaster Cost Relief	Dec 14th 2020, 4:00 PM PST	<a href="#">View Opportunity</a>
CLOSED	2020-B-053	Bridge Inspection Services	Dec 8th 2020, 4:00 PM PST	<a href="#">View Opportunity</a>
AWARDED	2020-MD-046	Designated UST Operator Inspections & Repairs	Sep 18th 2020, 4:00 PM PDT	<a href="#">View Opportunity</a>
AWARDED	2020-F-047	Ferry Fleet Scheduled Drydockings and Capital Improvements	Sep 18th 2020, 4:00 PM PDT	<a href="#">View Opportunity</a>
CLOSED	2020-F-035	Corte Madera 4-Acre Tidal Marsh Restoration	Aug 25th 2020, 2:00 PM PDT	<a href="#">View Opportunity</a>
CLOSED	2020-BT-011	Novato Bus Facility Underground Storage Tank Site Cleanup	Jul 28th 2020, 2:00 PM PDT	<a href="#">View Opportunity</a>
AWARDED	2020-D-036	ADA Facilities Assessment	Jun 29th 2020, 4:00 PM PDT	<a href="#">View Opportunity</a>
CLOSED	2020-BT-001	Lease of Bus Tires	Jun 4th 2020, 4:00 PM PDT	<a href="#">View Opportunity</a>
AWARDED	2020-D-015	On-Call Temporary Staffing Services	Apr 8th 2020, 4:00 PM PDT	<a href="#">View Opportunity</a>
AWARDED	2020-D-008	On-Call Video Production Services	Apr 3rd 2020, 4:00 PM PDT	<a href="#">View Opportunity</a>

# PROCUREMENT STRATEGY AND EVALUATION PROCESS



# STRATEGIES FOR SUCCESS

## Attend Pre-Proposal Meeting

- Clear up any confusion regarding project details, scope of work, and solicitation of documents.

## Q&A Period

- Opportunity to address any uncertainty with the proposal requirements.

## Proof Read Proposal

- Improve the quality of proposal by ensuring there are no typos, grammar errors, etc.

## Proposal Meets Requirements

- Very important proposal meets evaluation criteria to prevent being considered “non-responsive.”

## Interview Preparation

- Well-crafted presentation demonstrates professionalism and helps to better understand vendor proposal.

## Request Debrief Meeting

- Vendors who are not selected for a proposal can request a debrief to understand ranking and opportunities for improvement.



# UPCOMING CONTRACTING OPPORTUNITIES

<b>Solicitation Number</b>	<b>Contract Name</b>	<b>Projected Advertisement</b>	<b>Estimate \$</b>
2021-F-080	Scheduled Drydocking and Capital Improvements for the M.S. Marin	November 2021	TBD
2021-D-077	Cisco and VMWare Professional Services	November 2021	TBD
2021-B-073	Maintenance Traveler System Fabrication Shop Inspection Services to the Golden Gate Bridge Physical Suicide Deterrent System and Wind Retrofit	December 2021	\$1.7M
TBD	External Audit Services	February 2022	\$464K
TBD	On-Call Marine Engineering and Planning Services	February 2022	\$750K
TBD	ULSD & Unleaded Gasoline	February 2022	\$30M
TBD	Actuarial Services	February 2022	\$40K
TBD	New-Build Ferry Engineering Services	March 2022	\$2.0M
TBD	Toll Gantry Project	Spring 2022	TBD
2020-B-038	Toll Plaza Administration Building Elevator Repairs and Improvements	Winter 2022	\$300K
2021-BT-031	San Rafael Parking Lot and Solar Panel Improvements	Winter 2022	\$2.8M
TBD	Larkspur Ferry Terminal Fuel Tank Cleaning, Inspection and Repair Services	Winter 2022	TBD

\*Note: All estimated information subject to change.

# PROCUREMENT DEPARTMENT CONTACTS

## Administration

Brian Garrity, CPSM, C.P.M., CPPB, Director of Procurement  
415.923.2208  
[bgarrity@goldengate.org](mailto:bgarrity@goldengate.org)

Theresa Fukuno, CPCP, Procurement Program Analyst  
415.923.2257  
[tfukuno@goldengate.org](mailto:tfukuno@goldengate.org)

## Bus Division

Marianne Waterman, Senior Buyer (services and equipment)  
415.257.4481  
[mwaterman@goldengate.org](mailto:mwaterman@goldengate.org)

Kimberly Barnard, Senior Buyer (commodities)  
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[kbarnard@goldengate.org](mailto:kbarnard@goldengate.org)

## Ferry Division

Aida Caputo, Contracts Officer (services)  
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[acaputo@goldengate.org](mailto:acaputo@goldengate.org)

Lindy Teng, Senior Buyer (commodities)  
415.925.5584  
[lteng@goldengate.org](mailto:lteng@goldengate.org)

## Bridge and District Divisions

Nicole Gilardi, Purchasing Officer  
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Lindy Teng, Senior Buyer  
415.925.5584  
[lteng@goldengate.org](mailto:lteng@goldengate.org)

## Other Contacts

D'Ann Moore, Engineering Contracts Officer  
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Johnathan Lucas, CPSM, Senior Buyer (services)  
415.923.2091  
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Marcellus Jasper, Senior Buyer (services)  
415.923.2067  
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# QUESTIONS

A faded, light-colored background image of the Golden Gate Bridge in San Francisco, California. The bridge's iconic towers and suspension cables are visible against a pale sky and water.

**THANK YOU!**



# How to do Business with MTC

Meet the Buyers Procurement Forum



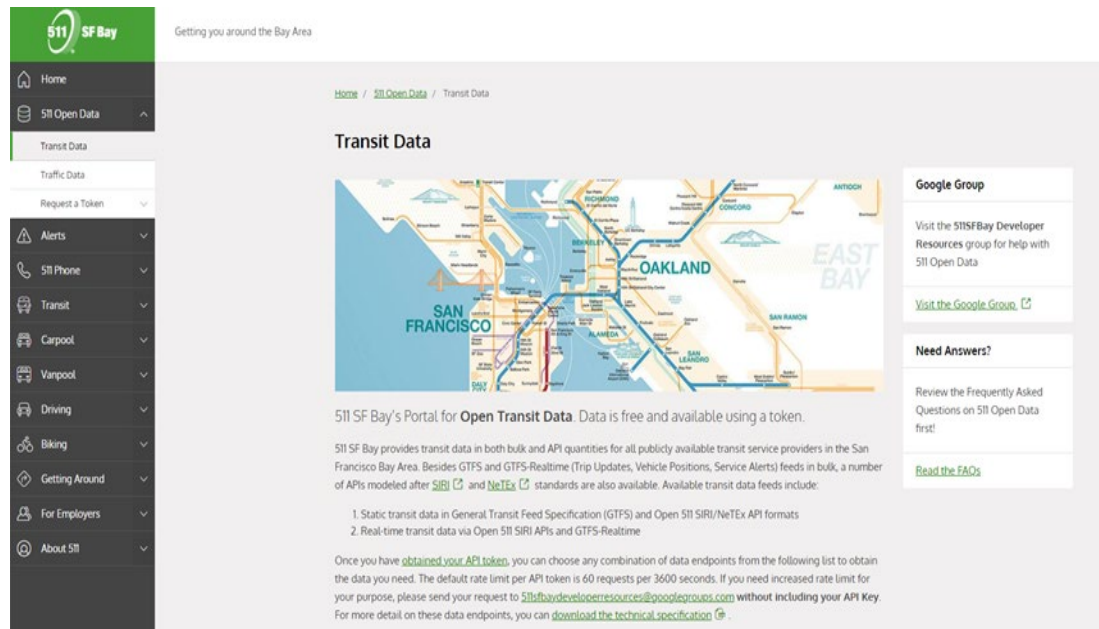
**METROPOLITAN  
TRANSPORTATION  
COMMISSION**



December 16, 2021

# What We Do?

We are a part of every trip you take! MTC supports the streets, roads, highways, transit systems, airports and other transportation resources that help the region's 7 million residents.



# Steps to Get Started

1. Register as a vendor:


<https://mtc.bonfirehub.com/portal/?tab=login>

2. Review list of current and upcoming contracting opportunities.


3. Attend pre-bid, pre-proposal, and networking meetings.

# Register As A Vendor

**Procurement Portal**  
Metropolitan Transportation Commission

 METROPOLITAN  
TRANSPORTATION  
COMMISSION

[Log in](#) [Open Public Opportunities](#) [Past Public Opportunities](#)

 **Register as a Vendor**

Organization Name

First Name  Last Name

Email  Email (Again)

Password  Password (Again)

[Log in with your Bionics Account](#)




# Current and Upcoming Contracting Opportunities

- Click on “View Opportunity” to get description, status, contact information, documents and Planholders:  
<https://mtc.bonfirehub.com/portal/?tab=openOpportunities>
- Past Opportunities also listed to provide guidance for prospective vendors and consultants.

# Current and Upcoming Contracting Opportunities

## Procurement Portal

Metropolitan Transportation Commission




[Log in](#) **Open Public Opportunities** [Past Public Opportunities](#)

Search

Status	Ref. #	Project	Close Date	Days Left	Action
OPEN	SAFE--24900	Beat 2 - Replacement Services: Freeway Service Patrol FY 2021-25	Dec 17th 2021, 4:00 PM PST	3	<a href="#">View Opportunity</a>
OPEN	DPD-RFQ-24239	[BENCH: 2021 TEP] Mini-RFP - I-880 Corridor Performance Evaluation for Means-Based Toll Discount Pilot	Dec 20th 2021, 4:00 PM PST	6	<a href="#">View Opportunity</a>
OPEN	TBD	COMING SOON: Open Road Tolling System for the Bay Area Toll Bridges -- RFP	Dec 31st 2021, 12:00 PM PST	16	<a href="#">View Opportunity</a>
OPEN	48494	[UPCOMING: October/ November 2021] Regional Transit Connection (RTC) Program Medical Verifier	Jun 30th 2022, 10:00 AM PDT	197	<a href="#">View Opportunity</a>
OPEN	TSS-RFP-24958	[UPCOMING: November 2021] Regional Wayfinding Project: Design, Implementation, & Operations Planning RFP	Oct 20th 2022, 4:00 PM PDT	310	<a href="#">View Opportunity</a>
OPEN	FOAM-RFP-24818	[UPCOMING WINTER 2021-22] Sign Maintenance for I-880 ICM North Segment Project RFP	Dec 31st 2022, 4:00 PM PST	382	<a href="#">View Opportunity</a>

[Technical Support](#) [Portal Security](#) [Terms of Service](#) [Privacy Policy](#)

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# Tools and Resources

- Get certified to have broader access to contracting opportunities:
  - [DBE Certification](#)
  - [SBE Certification](#)
- Sign up for one-on-one counseling for procurement contracting technical assistance, [Norcal PTAP](#) provides free services funded in part by the State Office of Business and Economic Development.

# Tools and Resources

- [Caltrans District 4 Calmentor Program](#) provides business development opportunities for Architectural and Engineering firms.
- Sign up for the BOC newsletter to receive quarterly contracting opportunities for up to 22 transit agencies throughout the region, and notifications for workshops and networking events.
- Federal small business loan program:  
<https://www.sba.gov/funding-programs/loans/covid-19-relief-options/eidl/covid-19-eidl>

# Diversity Programs

- Disadvantage Business Enterprise (DBE) Program
  - MTC has adopted the Caltrans DBE program and assists the attainment of the 17.6% DBE goal for FFY 19-21.
  - MTC follows its own program for FTA direct funds and has a DBE goal of 5% for FFY 20-22.
- Small Business (SBE) Program
  - Recently updated to expand eligibility of small business.
- Reports of commitments and utilization will be available starting next Fiscal Year.



# Contracts Staff



Luz Campos  
Compliance and Outreach Specialist

[lcampos@bayareametro.gov](mailto:lcampos@bayareametro.gov)

415.778.5390

# Contracts Staff



Michael Brinton

Assistant Director, Contract  
Compliance Manager

[mbrinton@bayareametro.gov](mailto:mbrinton@bayareametro.gov)

415.778.6727

# Contracts Staff



Ryan DeCoud

Principal, Contract Manager

[lcampos@bayareametro.gov](mailto:lcampos@bayareametro.gov)

415.778.6784

# Contracts Staff



Donna Bregman-Fletcher  
Contract Specialist

Purchase Orders

# Contracts Staff

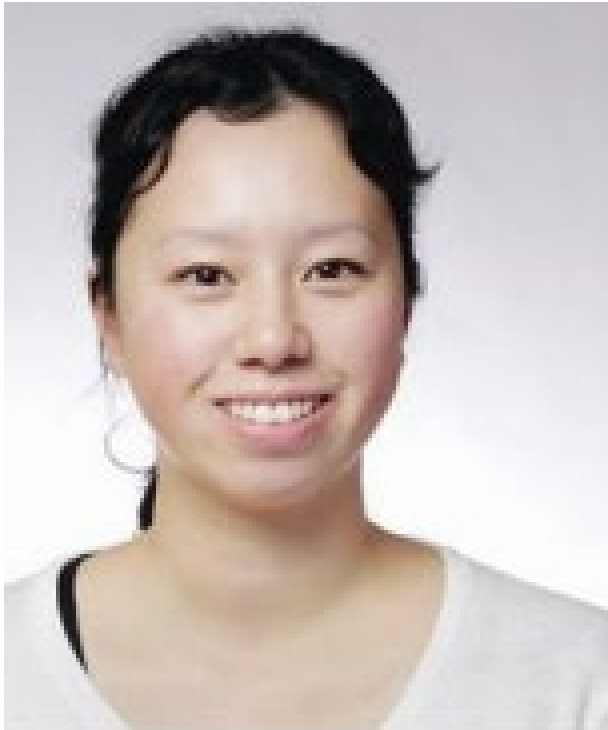


Noah Cohen  
Contract Specialist

ABAG/REAP



# Contracts Staff



Mey Phu  
Contract Specialist

BATA-funded contracts and  
procurements

# Meet the Buyers - Procurement Forum

Business Outreach Committee



San Francisco  
County Transportation  
Authority

December 16, 2021

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# Agenda

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1. Who We Are
2. How to do Business with Us
3. What do We Buy?
4. Overview of  
Upcoming Opportunities
5. Questions & Answers



San Francisco  
County Transportation  
Authority

# Transportation Authority: Who we are



## We plan, fund and deliver SF transportation projects

- **Plan:** Long-range and other city planning activities
- **Fund:** SF's half-cent sales tax for transportation and other funding sources
- **Deliver:** and oversee major capital projects
- **Manage congestion:** SF's congestion management agency



## Treasure Island Mobility Management Program

- Transit Pass Program and Transportation Affordability Plan (Summer 2024)
- New ferry service (Summer 2024)
- Tolling on and off the island (Summer 2024)
- On-island shuttle service (Summer 2024)
- East Bay bus service (Summer 2024)





# How to do Business with Us



**San Francisco  
County Transportation  
Authority**

# Notifications of Business Opportunities



San Francisco  
County Transportation  
Authority

Sign up on our e-mail list for notification of future opportunities at [www.sfcta.org/stay-connected](http://www.sfcta.org/stay-connected)

Select type of opportunities you are interest in

A screenshot of the San Francisco County Transportation Authority website's 'Stay Connected' sign-up form. The page has a dark teal header with the agency logo and name on the left, and navigation links (Projects & Studies, Funding, Policies & Initiatives, Tools & Data, What's Happening, About Us) and a search bar on the right. The main content area is white and contains the heading 'Stay Connected' and 'Subscribe'. Below this is a form with three input fields: 'Email Address' (with a red asterisk and 'indicates required' text), 'ZIP code', and 'Phone number'. Underneath the form is a checkbox labeled 'Would you like to receive our monthly newsletter?' which is checked. At the bottom, there is a section titled 'Get updates on studies/planning efforts' with three unchecked checkboxes: '101/280 Carpool and Express Lane Project', 'District 4 Mobility Study', and 'Downtown Congestion Pricing'.

# Transportation Authority Funding Type and Certifications



San Francisco  
County Transportation  
Authority

FUNDING TYPE	ACCEPTED CERTIFICATIONS
Federal	<ul style="list-style-type: none"><li>• DBE from California Unified Certification Program (CUCP): <a href="https://dot.ca.gov/programs/civil-rights/dbe-search">https://dot.ca.gov/programs/civil-rights/dbe-search</a></li></ul>
State	<ul style="list-style-type: none"><li>• DBE from CUCP</li><li>• SBE and/or DVBE from California Department of General Services (DGS): <a href="https://dgs.ca.gov/pd">dgs.ca.gov/pd</a></li></ul>
Local	<ul style="list-style-type: none"><li>• DBE from CUCP</li><li>• SBE and/or DVBE from DGS</li><li>• DBE and/or LBE from the Transportation Authority: <a href="https://sfcta.org/dbe">sfcta.org/dbe</a></li><li>• LBE from City and County of San Francisco: <a href="https://sfgov.org/cmd/LBE-CERTIFICATION">sfgov.org/cmd/LBE-CERTIFICATION</a></li><li>• LGBTBE from California Public Utilities Commission: <a href="http://www.cpuc.ca.gov/supplierdiversity/">http://www.cpuc.ca.gov/supplierdiversity/</a></li></ul>

# What do we buy?



**San Francisco  
County Transportation  
Authority**

---

# Purchase Categories

---



San Francisco  
County Transportation  
Authority

## Project procurements:

- Construction services
- Construction management services
- Environmental studies
- Strategic communications / public outreach
- Traffic monitoring
- Transportation planning and design
- Travel demand
- Website design / development

## Recurring procurements:

- Financial services
- Information technology
- Legal services
- Legislative advocacy services



# Upcoming Opportunities



**San Francisco  
County Transportation  
Authority**

---

# Upcoming Opportunities (2021 - 2022)

---



San Francisco  
County Transportation  
Authority

1. SFCTA On-Call Project Management Oversight and General Engineering Consultant Services
2. TIMMA On-Call Planning, Project Management Oversight and General Engineering Consultant Services
3. Design Services for I-280/Ocean Avenue Southbound Off-Ramp
4. Treasure Island Autonomous Shuttle Pilot Project
5. Treasure Island to East Bay Transit Service
6. Financial Services Advisory
7. Toll System Integration Services for Treasure Island

---

# Agency Contact

---



San Francisco  
County Transportation  
Authority

For questions, please contact:

Ron Leong

Management Analyst

[Ronald.Leong@sfcta.org](mailto:Ronald.Leong@sfcta.org)



# Questions & Answers



**San Francisco  
County Transportation  
Authority**

# Thank you.

[sfcta.org](https://sfcta.org)



**San Francisco  
County Transportation  
Authority**





**Business Outreach Committee (BOC)**  
**Meet The Buyers – Procurement Forum**  
**San Francisco Municipal Transportation Agency**  
**December 16, 2021**

# Agenda

## Introductions

- What is SFMTA?
- Who are the representatives today?

## Strategies for success

- Getting Certified - Is this encouraged? Why?
- SBE, LBE, DBE

## Current and Upcoming Opportunities

- Current SFMTA Opportunities
- Upcoming SFMTA Opportunities
- How to connect with us

# Introductions

San Francisco Municipal Transportation Agency (SFMTA)

Geoffrey Diggs

Materials and Supply Chain Manager

*Geoffrey.Diggs@sfmta.com*

Todd Senigar

Contract Compliance Officer/Workforce Development  
manager/DBE Certifications

*Todd.Senigar@sfmta.com*

# Strategies For Success

Certified Local Business Enterprises (LBE) (“City Program”)

<https://sfgov.org/cmd/lbe-certification>

Certified Small Businesses Enterprises (SBE) (“State Program”)

<https://caleprocure.ca.gov/pages/sbdvbe-index.aspx>

Certified Disadvantaged Businesses Enterprises (“Federal DBE Program”)

<https://californiaucp.dbesystem.com>

# Current and Upcoming Opportunities

## Discussion

# Geoffrey Diggs

List of opportunities provided separately to all participants of this BOC event



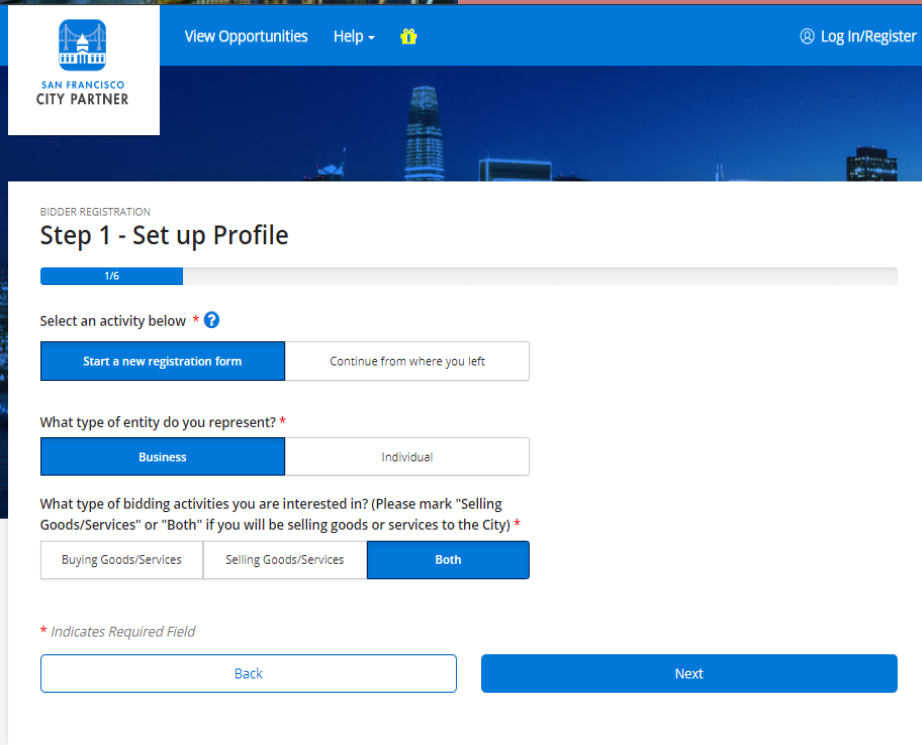
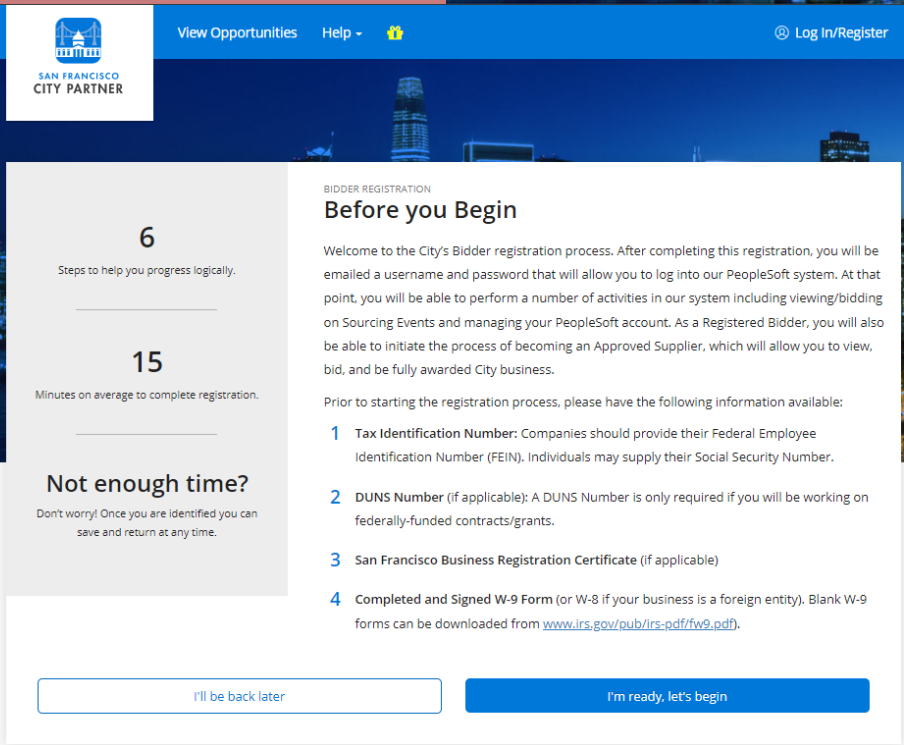
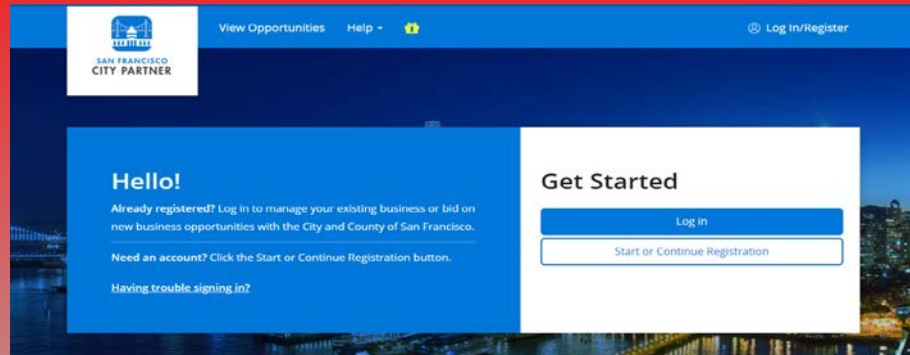
# How To Connect With Us Access Opportunities

**San Francisco City Partner  
Website**

[sfcitypartner.sfgov.org](https://sfcitypartner.sfgov.org)

# Vendor Registration

## 6 Steps





# **Meet the Buyers – Procurement Forum**

**December 16, 2021**

**11:00 a.m. – 12:00 p.m.**

# DOING BUSINESS WITH SANTA CRUZ METRO

**Santa Cruz METRO has partnered with Bonfire Interactive to create a procurement portal that will allow you to receive notifications of business opportunities and submit bids and proposals to Santa Cruz METRO digitally.**

**You can access the portal using this link:**

**<http://scmtd.bonfirehub.com>**

**Registration is easy and free. Select at least one or more NAICS codes for your business or organization. Our solicitations will be set up using those codes and will be matched to vendors and contractors with the same codes.**

**Santa Cruz METRO is excited about the changes we have made to streamline our electronic bid process and we look forward to continuing our good relationship with you. We appreciate your interest in Santa Cruz METRO.**

# Bonfire Portal

**Procurement Portal**  
Santa Cruz METRO

[Log in](#) [Open Public Opportunities](#) [Past Public Opportunities](#)

Search

Status	Ref. #	Project	Close Date	Days Left	Action
OPEN	22-03	TRANSIT BUS DRIVER BARRIERS	Dec 22nd 2021, 5:00 PM PST	9	<a href="#">View Opportunity</a>
OPEN	IT-22-001	Support of VoIP System, Network Infrastructure, and Windows Environment	Jan 7th 2022, 5:00 PM PST	25	<a href="#">View Opportunity</a>
OPEN	22-10	SaaS ERP Software and Implementation Services	Jan 28th 2022, 5:00 PM PST	46	<a href="#">View Opportunity</a>

[Technical Support](#) [Portal Security](#) [Terms of Service](#) [Privacy Policy](#)

Powered by **Bonfire**



# Request for Proposals ("RFP")

RFP.pdf - Adobe Acrobat Pro  
File Edit View Window Help

Open Create [Icons] 66.8% Tools Fill & Sign Comment

---

**SANTA CRUZ METROPOLITAN TRANSIT DISTRICT**


---

**Request for Proposals (RFP)**  
**For Bidtitle**  
**Santa Cruz METRO RFP No. Bidnumber**

---

**Date Issued: Issuedate**  
**Proposal Deadline: 5:00 p.m. Duedate**  
Formal Questions accepted until date  
Download RFP documents and submit proposals at:  
<https://scmt.d.bonfirehub.com>

---

  
SANTA CRUZ METRO

---

**Contents of this RFP**

Part I.	Instructions to Proposers
Part II.	Forms
Part III.	Specifications
Part IV.	General Conditions
Part V.	Professional Services Contract
Part VI.	FTA Requirements for Non-Construction Contracts

---

**PART I**  
**INSTRUCTIONS TO PROPOSERS**

- GENERAL:** These instructions form a part of the contract documents and shall have the same force as any other portion of the contract. Failure to comply may subject the proposal to immediate rejection.
- PROPOSER RESPONSIBILITY:** Santa Cruz Metropolitan Transit District ("Santa Cruz METRO") has made every attempt to provide all information needed by Proposers for a thorough understanding of project terms, conditions, and requirements. It is expressly understood that it is the responsibility of Proposers to examine and evaluate the work required under this RFP and the terms and conditions under which the work is performed. By submitting a proposal, Proposer represents that it has investigated and agrees to all terms and conditions of this RFP.
- SUBMISSION OF PROPOSALS TO SANTA CRUZ METRO:** Proposals must be submitted by upload to the Procurement Portal at <https://scmt.d.bonfirehub.com> prior to 5:00 p.m. on Duedate. Hard copy submissions will NOT be accepted. Hard copies received will be returned (unopened) to Proposers without consideration.  
  
Any contract or purchase order entered into as a result of this RFP shall incorporate the RFP and the proposal submitted by successful Proposer. In the event of conflict between the proposal and any other contract document, the other contract document shall prevail unless specified otherwise by Santa Cruz METRO.
- LATE PROPOSALS:** Proposals received after the date and time indicated herein shall not be accepted and shall not be opened. Requests for extensions of the proposal closing date or time will not be granted.
- PARTIAL PROPOSALS:** No partial proposals shall be accepted.
- WITHDRAWAL OR MODIFICATION OF PROPOSALS:** Proposals may not be modified after the time and date proposals are opened. Proposals may be withdrawn by Proposer at any time before proposal opening via Santa Cruz METRO's Procurement Portal.  
  
For instructions on how to modify or withdraw a submitted proposal, please refer to the Bonfire article, "Can I revise my submission?"; here:  
<https://support.gobonfire.com/it/en-us/articles/200531216-Can-I-revise-my-submission->
- QUESTIONS OR CHANGES TO THE RFP RECOMMENDED BY PROPOSERS:** All questions and requests for clarification or modification of the RFP should be submitted via the Procurement Portal by clicking on the "Opportunity Q&A" tab of the solicitation, in the "Messages" section. Note the deadline for Formal Questions listed on the front of the RFP document and in the solicitation timeline. For changes recommended to the RFP, Proposers are required to provide the value of each proposed modification and a brief explanation as to why the change is requested. Value shall be defined as the cost or savings to Santa Cruz METRO and the advantage to Santa Cruz METRO of the proposed change.  
  
Proposers will not be able to submit questions via the Procurement Portal after the deadline for formal questions has passed. General inquires following the deadline can be emailed to Joan Jeffries, Purchasing Agent, at [jjeffries@scmt.d.com](mailto:jjeffries@scmt.d.com), faxed to (831) 469-1958, or mailed to 110 Vernon Street, Santa Cruz, CA 95060.

I-1

# Invitation for Bids ("IFB")

IFB.pdf - Adobe Acrobat Pro  
File Edit View Window Help

Open Create Save Print Comment Mail Tools Fill & Sign Comment

1 / 2 66.8%

**SANTA CRUZ METROPOLITAN TRANSIT DISTRICT**

---

Invitation for Bids (IFB) for **Bidtitle**  
Santa Cruz METRO IFB No. **bidnumber**

---

Date Issued: **issuedate**


Jobwalk: **walkthru date** at 10:00 a.m.  
Location: \_\_\_\_\_

Attendance is not mandatory but strongly encouraged

Download IFB documents and submit bids at:  
<https://scmt.d.bonfirehub.com>

Bid Deadline: 2:00 p.m., **Duedate**

---



SANTA CRUZ METRO

---

Contents of this IFB

Part I.	Instructions to Bidders
Part II.	Bid Form
Part III.	General Conditions of the Contract
Part IV.	Special Conditions of the Contract
Part V.	Sample Contract
Part VI.	Construction Specifications
Part VII.	<b>[remove if not FTA funded]</b> FTA Requirements for Construction Contracts

17302038.8

**PART I**

**INSTRUCTIONS TO BIDDERS**

1.01 **THE PUBLIC WORK**

A. The Santa Cruz Metropolitan Transit District (Santa Cruz METRO) is requesting sealed bids for a fixed-price contract for **Bidtitle**. This public work shall include the furnishing of all supervision, labor, materials, freight, transportation, equipment, supplies, tools, services and other work as defined in the Invitation For Bid (IFB) No. **bidnumber** for this Project.

B. **[Remove if not federally funded]** This public work is funded in part with federal assistance and as a result, the bidder must adhere to all federal requirements which are a part of this Contract. This includes the requirement of submitting with the bid certain certifications required by federal laws and regulations. By submitting a bid, the bidder warrants that it has read and understood the entire IFB, including Part VII (Federal Transit Administration (FTA) Requirements for Construction Contracts) of the IFB, and agrees to fulfill all the terms and conditions of the contract, including Part VII, if selected as the Contractor.

1.02 **COORDINATION, INTERPRETATION, AND EXAMINATION OF CONTRACT DOCUMENTS**

This Invitation for Bids (IFB) includes the following parts: (I) Instructions to Bidders, (II) Bid Form, (III) General Conditions of the Contract, (IV) Special Conditions of the Contract, (V) Sample Contract, (VI) Construction Specifications, **[remove if not federally funded and add "and" before (VI)]** and (VII) FTA Requirements. The Contract will include all the IFB parts identified above, any attachments, any addenda that Santa Cruz METRO issues during the IFB process, and the Contractor's submitted bid, as accepted by Santa Cruz METRO. No oral contract or conversation with any Director, agent or employee of Santa Cruz METRO, either before or after the execution of the Contract, shall affect or modify any of the terms or obligations contained therein.

A. The Bidder (also referred to as "Contractor") shall thoroughly examine and become familiar with all of the various parts of the bid documents and determine the nature and location of the Work, the general and local conditions, and all other matters which can in any way affect the Work under this Contract. Failure to make an examination necessary for this determination shall not release the Bidder from the obligations of this Contract. Bid submission is Contractor's acknowledgment that it has examined the job site and bid documents and is satisfied with:

1. General and local conditions to be encountered
2. Character, quality, and scope of work to be performed
3. Quantities of materials to be furnished
4. Character, quality, and quantity of surface and subsurface materials or obstacles
5. Requirements of the Contract

1.03 **PRE-BID CONFERENCE AND JOB WALK**

A pre-bid conference will be held on **walkthru date** at 9:30 a.m. at the following location:

Santa Cruz Metropolitan Transit District  
110 Vernon Street  
Santa Cruz, California 95060

17302038.8 Part I-1

## Current & Upcoming Contracting Opportunities

Description	Anticipated Issue Date	\$
Barriers, Sneeze Guards, & Installation Services RFP	On the street (closes 12/22/2021)	TBD
Support of VoIP System, Network Infrastructure, and Windows Environment RFP (informal)	On the street (closes 1/7/2022)	<\$50K
Enterprise Resource Planning Software & Implementation RFP	On the street (closes 1/28/2022)	TBD
Maintenance Services for LCNG Fueling Station RFP	December 2021	TBD
Awning Addition to Existing Fueling Facility (Construction) IFB	January 2022	\$200K
Consultant for Caltrans Planning Grant RFP	January 2022	TBD
Parts Washers Replacement IFB	February 2022	TBD
Gate Control for Bus Entries at Operations	February 2022	TBD

# Contact Information

**Joan Jeffries, Purchasing Agent**  
**(831) 420-2572**  
**[jjeffries@scmtd.com](mailto:jjeffries@scmtd.com)**

**Rick Jimenez, Buyer**  
**(831) 420-2571**  
**[rjimenez@scmtd.com](mailto:rjimenez@scmtd.com)**

# SONOMA-MARIN AREA RAIL TRANSIT

1



DOING BUSINESS THE “SMART” WAY



# AGENDA

2

Introductions

Today's Objective

About SMART

How to Do Business with SMART

Strategies for Success

Upcoming Opportunities

Connect with Us!

# Introductions

## SMART's Procurement Team

- Ken Hendricks, Procurement Manager
- Paul Fenimore, Purchasing Analyst
- Nicole Masters, Purchasing Assistant
- Email us: [procurement@sonomamarintrain.org](mailto:procurement@sonomamarintrain.org)

## SMART's Disadvantaged Business Enterprise Liaison (DBELO)

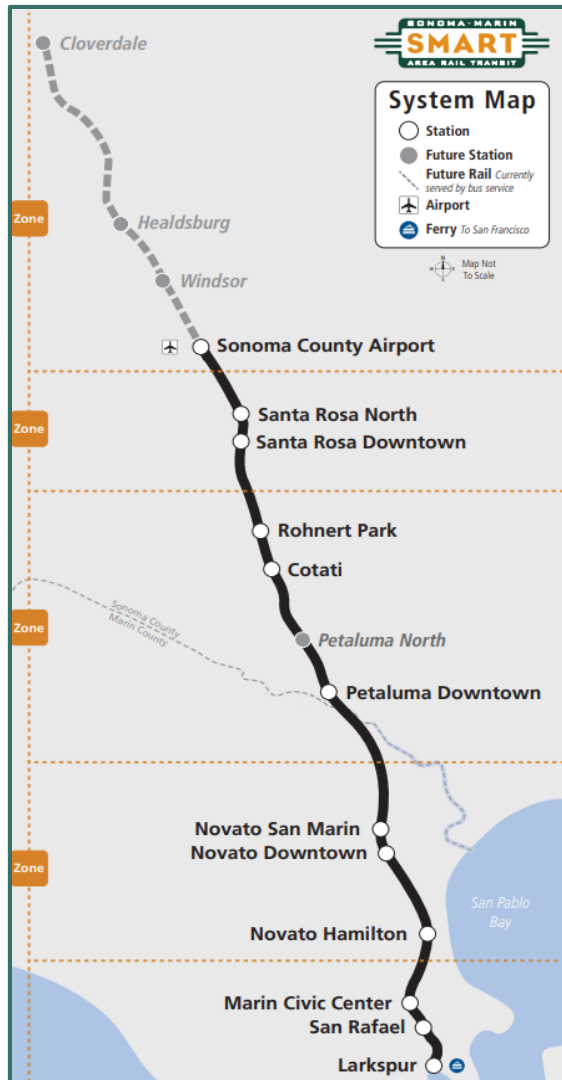
- Heather McKillop, Chief Financial Officer

# Today's Objective

- Learn how to connect with us!
- Understand our process!
- Learn strategies for success!
- Gain insight to upcoming procurements

# ABOUT SMART

5



The Bay Area's newest passenger rail service providing safe, reliable and congestion-free transportation option for Marin and Sonoma Counties

- 12 Existing Stations
- 1 Station under Construction
- 3 Future Stations Planned
- ≈ 45 Miles of Track In Operation
- ≈ 3 Miles of Track In Construction
- ≈ 22 Miles of Track Planned
- Ongoing Multi-Use Pathway Project

# HOW TO DO BUSINESS WITH SMART?

6

**SONOMA-MARIN SMART AREA RAIL TRANSIT** Portal

## Procurement Portal

Sonoma-Marín Area Rail Transit

Department: All

[Log in](#) [Open Public Opportunities](#) [Past Public Opportunities](#)

Search

Status	Ref. #	Project	Department	Close Date	Days Left	Action
OPEN	CV-BB-21-003	Railroad Timber Bridge Repair (MP 24.36)	Engineering	May 14th 2021, 2:00 PM PDT	7	<a href="#">View Opportunity</a>
OPEN	OP-SV-21-005	Inspection and Maintenance of Crane and Fall Protection Systems	Vehicle Maintenance	May 20th 2021, 2:00 PM PDT	13	<a href="#">View Opportunity</a>
OPEN	FY 2021	Informal Bidder's List Application (FY21)	Purchasing	Jun 30th 2021, 9:00 AM PDT	53	<a href="#">View Opportunity</a>
OPEN	FY 2022	FY 2022 - Informal Bidding Registration Application	Purchasing	Jun 30th 2022, 5:00 PM PDT	419	<a href="#">View Opportunity</a>

[Technical Support](#) [Portal Security](#) [Terms of Service](#) [Privacy Policy](#)

Powered by **Bonfire**

[Log in / Register](#)

<https://sonomamarintrain.bonfirehub.com>



# INFORMATION NEEDED TO REGISTER

7



BUSINESS INFORMATION  
(NAME, ADDRESS,  
PHONE)



CONTACT INFORMATION  
(NAME, TITLE, EMAIL  
ADDRESS, PHONE)



BUSINESS WEBSITE



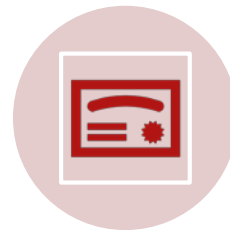
NAICS CODES FOR  
SERVICES/PRODUCTS  
OFFERED



CONTRACTOR LICENSE #  
(IF APPLICABLE)



DEPARTMENT OF  
INDUSTRIAL RELATIONS  
REGISTRATION #  
(IF APPLICABLE)



DBE/SBE CERTIFICATION  
INFORMATION AND  
DOCUMENTATION



DUNS # (IF APPLICABLE)

# HOW TO DO BUSINESS WITH SMART?

8



Portal

Log in / Register

## CV-BB-21-003 - Railroad Timber Bridge Repair (MP 24.36)

Sonoma-Marín Area Rail Transit [Back to list](#)



### Project Details

Project: Railroad Timber Bridge Repair (MP 24.36)

Ref. #: CV-BB-21-003

Department: Engineering

Type: IFB

Status: **OPEN**

Open Date: Apr 26th 2021, 11:00 AM PDT

Intent to Bid Due Date: May 14th 2021, 2:00 PM PDT

Questions Due Date: May 5th 2021, 5:00 PM PDT

Close Date: May 14th 2021, 2:00 PM PDT

Days Left: 7

#### Project Description:

The Sonoma-Marín Area Rail Transit District (SMART) is seeking a contractor to perform minor repairs on a railroad timber bridge located at SMART's Mainline MP24.36 in Novato, CA. Work includes replacement of existing timber ties and stringers, shimming of stringers, and all necessary track removal/replacement necessary to execute work. Please reference the Technical Specifications and Drawings for more detailed requirements. The project is expected to take no more than ten (10) working days. The Contract Time allotted is three (3) months. The engineer's estimate for this work is between \$55,000 and \$65,000. The lowest responsive responsible bidder will be awarded the contract.

May 2021

prev next

Sun	Mon	Tue	Wed	Thu	Fri	Sat
25	26	27	28	29	30	1
		11a OPEN				
2	3	4	5	6	7	8
OPEN						
9	10	11	12	13	14	15
OPEN						
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31	1	2	3	4	5

# What does SMART Buy?

9

## Goods

- Office Supplies
- IT Equipment
- Signage
- Electronic Equipment
- PPE
- Software
- Industrial Goods
- Raw Materials
- Etc.

## Services

- Janitorial Services
- Temporary Staffing Services
- Architecture & Engineering Services
- Construction Services
- Project Management Services
- IT Services
- Financial & Risk Management Services
- Marketing & Advertising Services
- Security Services
- Etc.

# Strategies for Success

10

- **Attend the Pre-Proposal or Pre-Bid Meetings**
  - Great networking opportunity with the primes and agency staff.
- **Don't be afraid to ask questions during the Q & A period.**
  - This shows engagement and helps you refine your bid or proposal.
- **View past solicitation information**
  - Learn the Proposal/Bid format, prepare for future opportunities, become familiar with bid forms and terminology, etc.
- **Request debrief meetings**
  - If your firm is not selected for a contract or award, many agencies offer a debrief opportunity to discuss your proposal – Request one!

# Strategies for Success

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- **Proof-read Proposals and Bids!**
  - Typos, grammar, and using incorrect Agency information gets noticed.
- **Customize your Proposal/Bid**
  - Teams can tell when a proposal or bid feels cookie-cutter.
- **Keep the unnecessary sales/marketing propaganda away**
  - Be concise and to the point, while showcasing your expertise.
- **Be sure all required information is included!**
  - Don't be deemed non-responsive right out of the gate!



# UPCOMING OPPORTUNITIES

## GENERAL & PROFESSIONAL SERVICES

DESCRIPTION	ESTIMATED RELEASE
Marin County Pathway Design & Permitting	WINTER 2021/22
Financial Audit Services	WINTER 2021/22
Oil Delivery Services	WINTER 2021/22
Network Infrastructure Consulting Services	WINTER 2021/22
Third-Party Administrator Services	WINTER 2021/22
Environmental Support Consulting Services	WINTER 2021/22

## CONSTRUCTION / REPAIR / INSTALLATION

DESCRIPTION	ESTIMATED RELEASE
Rail Operation Center Parts Room Build-Out	WINTER 2021/22
Grade Crossing Camera Installation Project	WINTER 2021/22
McDowell Blvd Crossing Reconstruction	SPRING 2022

## EQUIPMENT

DESCRIPTION	ESTIMATED RELEASE
Hi-Rail Maintenance Truck	WINTER 2021/22
Filters and Test Kits	WINTER 2021/22





**Register with SMART's Procurement Portal**  
<https://sonomamarintrain.bonfirehub.com>

**Connect with us:**

[www.SonomaMarinTrain.org](http://www.SonomaMarinTrain.org)

[www.BeTrackSMART.org](http://www.BeTrackSMART.org)



# Meet the Buyers

Jennifer Mena  
Management Analyst  
Office of Business Diversity Programs

Aaron Whelan  
Buyer II, Purchasing



# Today's Objectives

1. Show you how to register to be a supplier/vendor
2. Make you aware of VTA's opportunities
3. Guide you to getting certified





# Register to be a VTA Supplier

# Register to be a VTA Supplier!

VTA has transitioned to a new user-friendly and efficient e-procurement portal hosted by OpenGov.

**New vendors** should set up their accounts in the new system.

Register at [www.vta.org/business-center](http://www.vta.org/business-center) and click

on the green bar, **REGISTER**

The system will ask for your email/password to set up a new account.

## Get Registered

Set up your account to receive notifications about contracting opportunities.

**REGISTER**



Sign up with just an Email!

*We'll send you an email to activate your account*

Email Address

Sign Up

[Already have an account?](#)

By clicking "Sign Up" you agree to our [Terms](#) and [Privacy Policy](#).





# Upcoming Solicitations

## Procurement - Solicitations

HOW DO I FIND UPCOMING OPPORTUNITIES?

Go to [www.vta.org/business-center](http://www.vta.org/business-center) and find the  
In the View Solicitations box.

VISIT PORTAL

Be sure to click [+ Subscribe](#) after you have created your account.  
IF YOU ARE NOT SUBSCRIBED, you will not be able to open the  
solicitations.

***As you review the solicitations, look for the list of “Plan Holders” (firms that have already downloaded the documents). These are the larger firms you will want to target to offer your goods and services.***



### View VTA Solicitations

See all open and upcoming contracting opportunities in our e-procurement portal.

VISIT PORTAL



Santa Clara Valley  
Transportation Authority  
San Jose, CA

All dates and times in Pacific Time

[+ Subscribe](#)

Questions?

[Visit Help Center](#)

## Creating an Account



### Account Information



First Name

 ✓

Last Name

 ✓

Company Name

 ✓

Company Phone Number

[Add Ext.](#)

Outside the United States & Canada?

< Previous

Next >

### Set Password



New Password

[Show](#)

 ✓

Password Strength: **Strong**

12 characters minimum. Why so many characters? [?](#)

Confirm Password

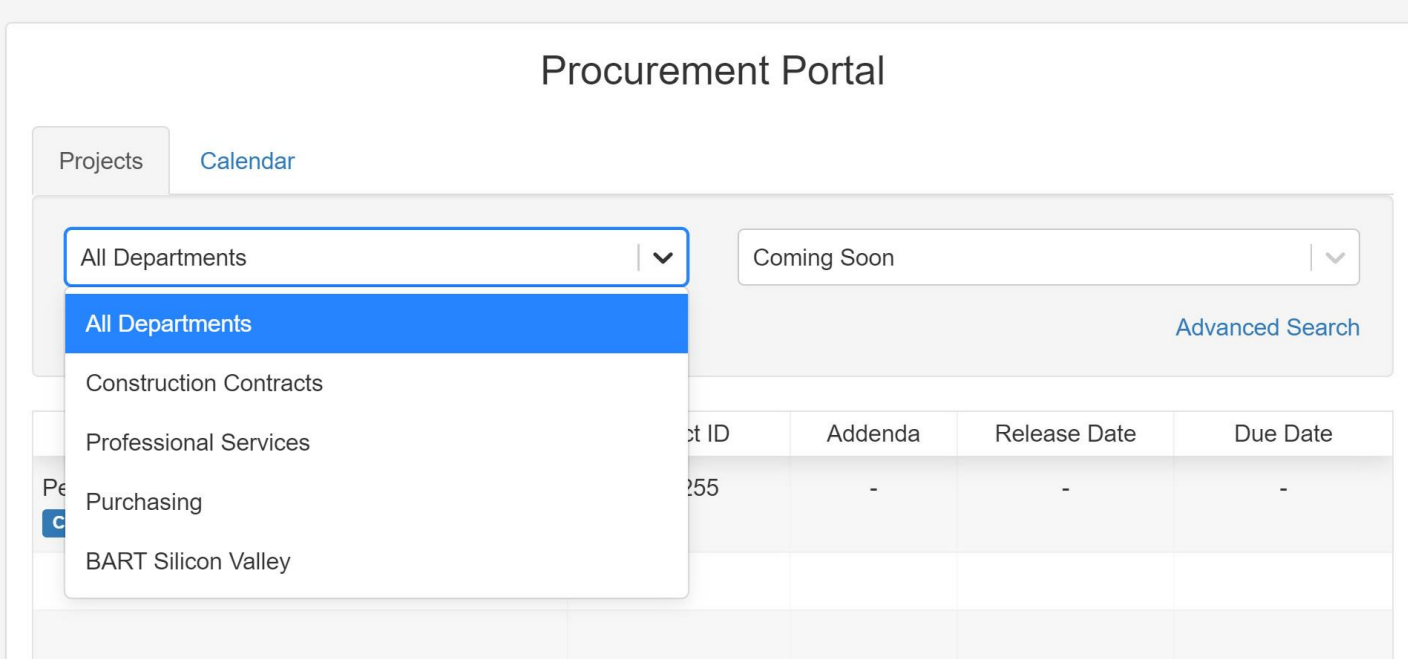
< Previous

Next >

## Creating a Profile

The screenshot displays the OPENGOV PROCUREMENT website interface. The top navigation bar includes the logo, 'Proposals', 'Awards', 'Subscriptions', and 'Network' links, along with a user profile icon labeled 'MB'. A dropdown menu is open, showing options: 'Mara Been', 'Settings', 'Company Profile', 'Admin', and 'Log out'. A red arrow points to the 'Company Profile' option. The main content area features a 'NO LOGO' placeholder, a 'Find Proposals' section with 'My Proposals', 'Following', and 'All Proposals' options, and a central message: 'No proposals started yet! Get started by searching for projects to bid on. Your list of proposals will then be displayed here.' A green 'Find Projects' button is prominently displayed below the message.

## Procurement Portal Departments



The screenshot displays the 'Procurement Portal' interface. At the top, there are two tabs: 'Projects' and 'Calendar'. Below the tabs, there is a search area with a dropdown menu currently set to 'All Departments'. A dropdown menu is open, listing the following departments: 'All Departments', 'Construction Contracts', 'Professional Services', 'Purchasing', and 'BART Silicon Valley'. To the right of the department dropdown is another dropdown menu set to 'Coming Soon'. Below these filters is an 'Advanced Search' button. A table is visible below the search area with the following columns: 'Project ID', 'Addenda', 'Release Date', and 'Due Date'. The first row of data shows '255' in the 'Project ID' column and dashes in the other three columns.

Project ID	Addenda	Release Date	Due Date
255	-	-	-

## Procurement BART Phase II All Contracts




Project Title	Project ID	Addenda	Release Date	Due Date
RFQ S21181 BART Silicon Valley Phase II Extension Program / Newhall Yard and Maintenance Facility & Santa Clara Station Project <b>PENDING</b>	S21181	2	9/13/2021	11/30/2021
Las Plumas Abatement and Demolition <b>EVALUATION</b>	V21216	1	9/15/2021	10/8/2021
RFQ S20241 BART Silicon Valley Phase II Extension Program / Stations Contract <b>PENDING</b>	S20241	2	6/29/2021	9/23/2021
RFQ S20220 BART Silicon Valley Phase II Extension Program / Systems Contract <b>AWARD PENDING</b>	S20220	2	2/26/2021	5/18/2021
S21019 RFIF VTA BSVII Contract Package 3 (CP3) - Newhall Yard and Maintenance Facility (NYMF) and Santa Clara Station <b>PENDING</b>	S21019	1	3/4/2021	5/7/2021
RFQ S20221 BART Silicon Valley Phase II Extension Program / Tunnel / Trackwork Contract <b>CLOSED</b>	S20221	7	12/29/2020	3/19/2021
S20209 - RFIF VTA BSVII Contract Package 4 (CP4) - Stations <b>PENDING</b>	CP4-RFIF-S0202...	2	11/20/2020	1/8/2021
RFIF S20183 BART Silicon Valley Phase II Extension Program / Systems Contract <b>PENDING</b>	S20183	2	10/16/2020	12/4/2020

## Procurement BART Phase II Following a Contract



Visit Help Center Santa Clara Valley Transportation Authority Portal



### RFQ S21181 BART Silicon Valley Phase II Extension Program / Newhall Yard and Maintenance Facility & Santa Clara Station Project

**Following** Plan Room

*Last updated by Addendum #2 on Oct 20, 2021 7:00 PM*

Solicitation: BART Silicon Valley 236210, 236220, 485112, 488210

Project ID: S21181

Release Date: Monday, September 13, 2021 · Due Date: Friday, November 12, 2021 5:00pm

Posted: Monday, September 13, 2021 9:06pm

*All dates & times in Pacific Time*

[Draft Response](#)
[Events RSVP](#)
[No Bid](#)

*Time Remaining: 3 days, 2 hours, 40 minutes*

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Project Documents
Downloads
Addenda & Notices
Questions
Followers

#### Followers List

List of the users who are following updates on this project

[Export to CSV](#)

Vendor	Contact	Designation
601 S. Figueroa St.	Jeffrey Hurley <i>jhurley@gfnet.com</i> 201 Mission Street Suite 2200 San Francisco, CA 94105 (415) 317-9385	Sub
ACCIONA	Richard Lyell <i>ryell@acciona.ca</i> (604) 622-6550	Prime
ACCIONA	Kia Brownridge <i>kbrownridge@acciona.com</i> (604) 622-6550	Prime
ACCIONA	Sonia Podlegaeva <i>spodlegaeva@acciona.ca</i> #600 - 900 West Hastings St., Vancouver, British Columbia V6C1E5 (604) 622-6550	Prime
ADA Solutions	Helmut Klohn <i>hklohn@surewerx.com</i> (978) 833-1352	Sub
AZTEC Engineering Group	Carlos Tarazaga <i>ctarazaga@aztec.us</i> 501 N 44th Street, Suite 300 Phoenix, AZ 85008 (602) 454-0402	Sub
Abundance Worldwide Enterprises	Dollene Jones <i>dcjdrivingsuccessively@gmail.com</i> 15501-G San Pablo Ave Suite #408 15501-G San Pablo Ave. Suite # 408 San Pablo, CA 94806 San Pablo, CA 94806 (510) 812-6446	None

SBE WBE MBE LGBT USDOT



# Typical Purchases/Procurements

ITEM	DESCRIPTION	NAICS	NAICS DESCRIPTION
<i>Batteries</i>	Bus Coach Batteries	441310	Batteries,automotive, dealers
<i>Fuels &amp; Lubricants</i>	Bulk Fuel	4234710	Renewable Diesel R99 Gasoline
<i>Diesel, Gasoline, Grease, Lube-oil, Motor-oil, Anti-freeze,</i>	Furnish and Deliver Bulk Propane	424710	Liquified petroleum gal (LPG) bulk stations and terminals, merchant wholesalers
<b>GASES, INDUSTRIAL</b>			
<i>Oxygen, Freon, Arrgon, Nitrogen, Acetylene</i>	Welding Gases	423840	Industrial Supplies Merchant Wholesalers
<i>All Bus Parts</i>	Bus Parts	423120	Motor Vehicle Supplies and New Parts Merchant Wholesalers
<b>GROUNDS MAINT. &amp; EQUIP.</b>			
<i>Blowers, Mowers, Chain Saws, Trimmers, Sweepers, etc.</i>	POWER SWEEPING SERVICES	561790	Parking lot cleaning (e.g., power sweeping, washing)
<i>Hazmat</i>	AMDT Hazardous Materials/ Hazmat absorbent pads	562211	Hazardous waste treatment facilities combined with collection and/or local hauling of hazardous waste
<i>Hose and Fittings</i>	Hose and Fittings	423710 & 423720	Hardware Equip & Plumbing/Heating
<i>Janitorial Equipment and Services</i>	Janitorial Janitorial housekeeping service/Janitorial supplies	561720	Janitorial Services
<i>Medical Supplies</i>	First Aid Cabinets & Supplies	339113	General First Aid services
<b>PHOTOGRAPHIC</b>			
<i>Cameras, Projectors, Film Developing, and Printing, Blue Print</i>	CCTV for Light Rail Vehicles	517311	Closed-circuit television (CCTV) services
		334220	Television, closed circuit equipment, manufacturing
<i>Office Supplies</i>	Office Supplies/ Multipurpose Paper, Category 1, 2 & 3	453210	Office supply stores
<i>Printing and Allied Services</i>	Printer Equip lease/Printer Service Maint Agreement	532420	Duplicating machine(e,g copier) rental or leasing



Get Certified!



*Solutions that move you*

# Small Business Certifications

What types of Business Certifications does VTA require?

State/Locally Funded Contracts – Small Business Enterprise Certification

Certification: VTA or Department of General Services

DBE Certification accepted

Federally Funded Contracts – Disadvantaged Business Enterprise Certification

Certification: VTA or any other certifying agency, as part of the California Unified Certification Program (CUCP)

State/Locally Funded Contracts – Women/Minority Owned Business Enterprise Certification

Certification: VTA

# Small Business Certifications

## What Certification(s) should I pursue?

### SBE Certification

- US Citizen (or lawfully admitted permanent residents)
- Must meet Small Business size standard prescribed by 121 CFR 13
- Size standards have been established for types of industry under the North American Industry Classification System (NAICS). Can be obtained via the Internet at [www.sba.gov](http://www.sba.gov)
- Ownership/Control
- Independent
- Race Neutral

### DBE Certification

- US Citizen (or lawfully admitted permanent residents)
- Small Business size standard prescribed by 121 CFR 13
- Member of minority groups: who are women, Black Americans, Hispanic Americans, Native Americans, Asian-Pacific Americans, Subcontinent Asian Americans, or other minorities found to be disadvantaged by the SBA
- Ownership/Control
- Independent

**Important Notice:** Businesses registered in the System for Award Management ([SAM.gov](http://SAM.gov)) must update their SAM registration in order to have their small business status updated based on the new size standards that became effective on August 19, 2019. Until the SAM registration is updated, the SAM profiles will continue to display the small business status under the old size standards.

# Small Business Certifications

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How/where do I go to get certified?

VTA's certifications are online applications, you can find the links to our certification modules at:

<https://www.vta.org/business-center/business-diversity-programs>

# Questions?

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Jennifer Mena, OBDP

408-321-5876

[Jennifer.Mena@vta.org](mailto:Jennifer.Mena@vta.org)



<b>ITEM</b>	<b>DESCRIPTION</b>	<b>NAICS</b>	<b>NAICS DESCRIPTION</b>
<i>Batteries</i>	Bus Coach Batteries	441310	Batteries,automotive, dealers
<i>Fuels &amp; Lubricants</i>	Bulk Fuel	4234710	Renewable Diesel R99 Gasoline
<i>Diesel, Gasoline, Grease, Lube-oil, Motor-oil, Anti-freeze,</i>	Furnish and Deliver Bulk Propane	424710	Liquified petroleum gal (LPG) bulk stations and terminals, merchant wholesalers
<b>GASES, INDUSTRIAL</b>			
<i>Oxygen, Freon, Arrgon, Nitrogen, Acetylene</i>	Welding Gases	423840	Industrial Supplies Merchant Wholesalers
<i>All Bus Parts</i>	Bus Parts	423120	Motor Vehicle Supplies and New Parts Merchant Wholesalers
<b>GROUNDS MAINT. &amp; EQUIP.</b>			
<i>Blowers, Mowers, Chain Saws, Trimmers, Sweepers, etc.</i>	POWER SWEEPING SERVICES	561790	Parking lot cleaning (e.g., power sweeping, washing)
<i>Hazmat</i>	AMDT Hazardous Materials/ Hazmat absorbent pads	562211	Hazardous waste treatment facilities combined with collection and/or local hauling of hazardous waste
<i>Hose and Fittings</i>	Hose and Fittings	423710 & 423720	Hardware Equip & Plumbing/Heating
<i>Janitorial Equipment and Services</i>	Janitorial Janitorial housekeeping service/Janitorial supplies	561720	Janitorial Services
<i>Medical Supplies</i>	First Aid Cabinets & Supplies	339113	General First Aid services
<b>PHOTOGRAPHIC</b>			
<i>Cameras, Projectors, Film Developing, and Printing, Blue Print</i>	CCTV for Light Rail Vehicles	517311	Closed-circuit television (CCTV) services
		334220	Television, closed circuit equipment, manufacturing
<i>Office Supplies</i>	Office Supplies/ Multipurpose Paper, Category 1, 2 & 3	453210	Office supply stores
<i>Printing and Allied Services</i>	Printer Equip lease/Printer Service Maint Agreement	532420	Duplicating machine(e,g copier) rental or leasing

<i>Refrigerator Repairs/Supplies</i>	Thermo King Parts	423120	Motor Vehicle Supplies and New Parts Merchant Wholesalers
<b>SAFETY EQUIPMENT</b>			
<i>Hard Hats, Goggles, Shoes, Masks,</i>		339113	Adult Disposable, Face Masks, COVID19
<b>SECURITY SYSTEMS &amp; EQUIP.</b>			
<i>Smoke, Fire, and Burglar Alarm, CC-TV &amp; Keys</i>	Fire extinguisher service	811310	Fire extinguisher repair and maintenance without installation
<b>SERVICE AGREEMENTS</b>			
<i>Copy Center Equipments, Trash Compactors, shredders</i>	Cardboard Compactor Preventative Maintenance & Repair, Filter & Oil Change	561990	Document shredding services
<b>SIGNAGE</b>			
<i>Interior, Exterior, Architecual, Banners, Nameplates,</i>	Operator I.D. Patches	451130	Sewing, Needlework, Upholstery
<b>STRUCTURES</b>			
<i>Portable, Temporary</i>	Portable Toilets Rental & Serv.	451130	Equipment rental and leasing, not elsewhere classified
<i>Tires</i>	LRV Tire / Kits/ Bus Coach Tires	335932	Motor Vehicle tire and tube merchant wholesalers
<i>Tools</i>	Tool Calibration services	333515	Cutting Tool and Machine Tool Accessory Manufacturing
<b>TRAILERS &amp; VEHICLES</b>			
<i>Auto, Trucks, Forklifts, Manlifts &amp; Towing</i>	Bus towing and recovery services	488410	Emergency road Services (i.e tow service)
<i>Uniforms</i>	Employee Uniforms	44819 & 448190	Other Clothing Stores
<i>Water, Bottled</i>	Water Delivery Service	312112	Bottled Water Manufacturing
<i>Water Treatment Systems</i>	Water Softener Salt Delivery & Dumping Service	424690	Salts, Industrial, Merchante Wholesalers

\*ALL CATEGORIES INCLUDE MAINTENANCE, RENTAL, SERVICE, SUPPLIES, ETC.