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# M.C. Dean DBE Outreach & Procurement Overview

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A Networking Event

Wednesday, April 12, 2023



# DBE Outreach Event



During this event, we will explore -

- Housekeeping
- Introduction to Maryland Transit Solutions (MTS) and the Purple Line Transit Project
- DBE Program Overview
- Meet M.C. Dean
  - Company Overview & Leadership
  - Project-Specific Scope-of-Work
  - Next Steps
- Q&A
- Networking



# Team Introduction

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Who is MTS?



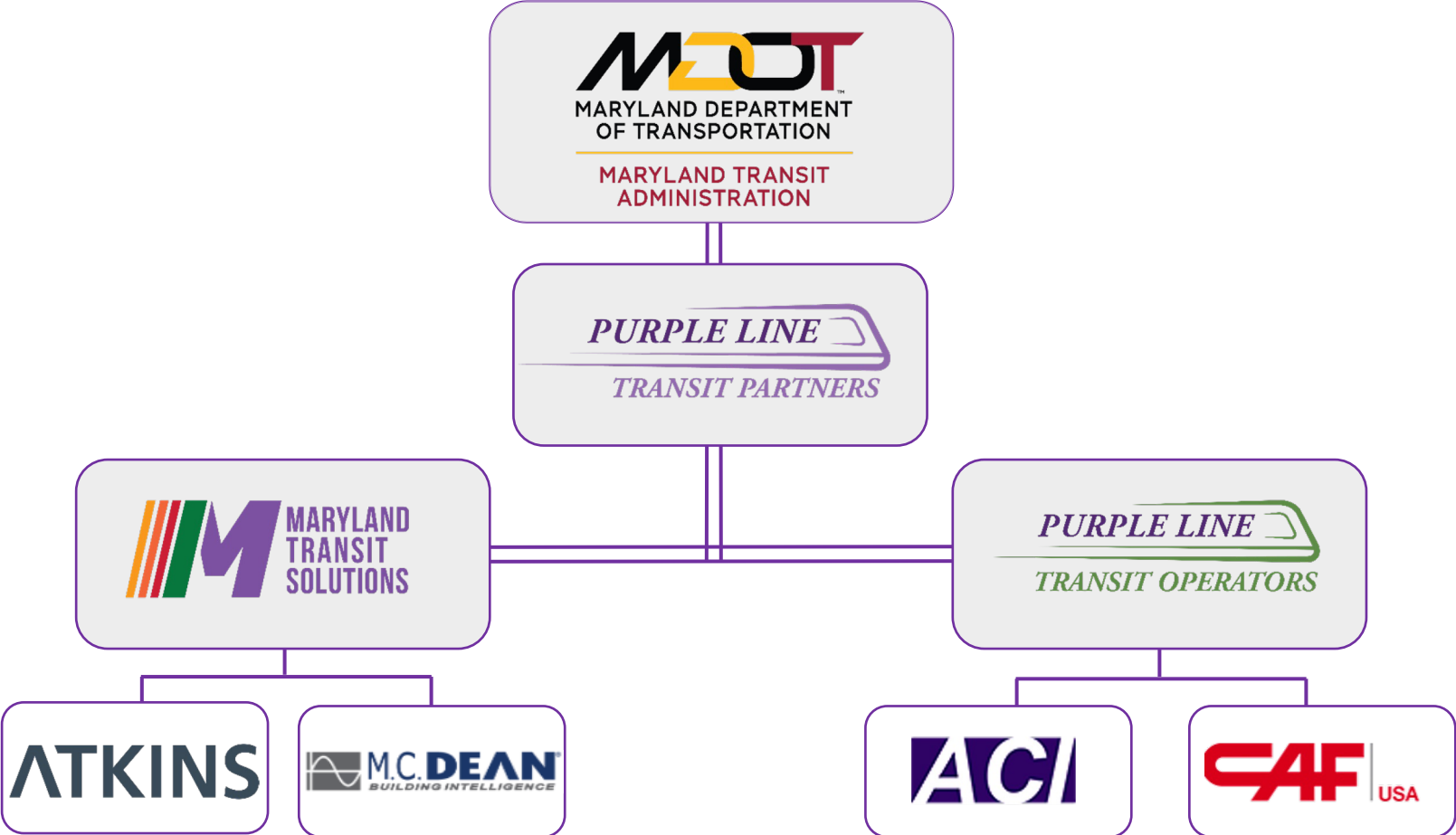
# Who is MTS



## Who is Maryland Transit Solutions (MTS)?



# Who is MTS





# Project Overview

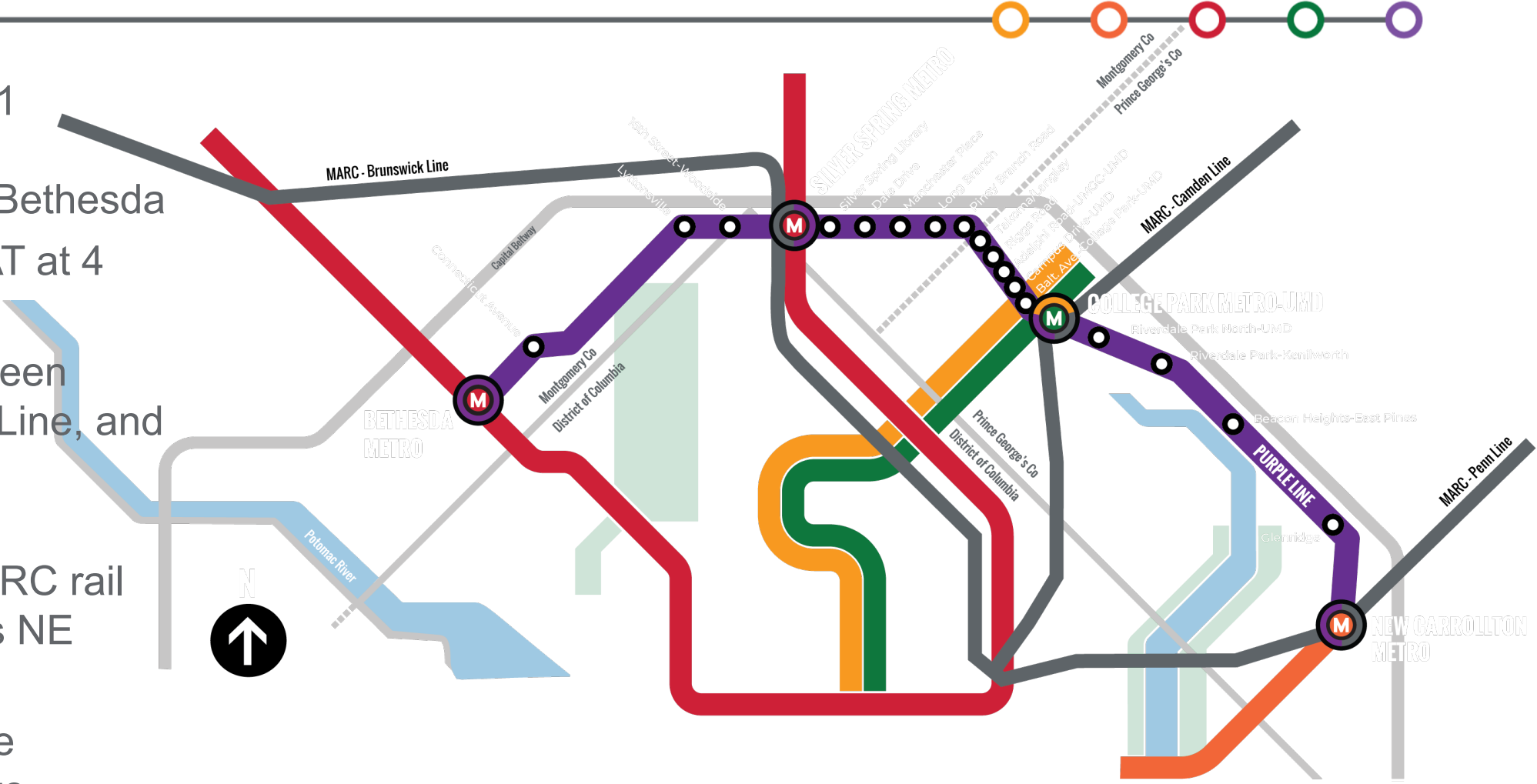
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Purple Line Transit Project



# Purple Line Transit Project

- 16.2 miles long; 21 stations
- New Carrollton to Bethesda
- Connects to WMAT at 4 stations
  - Red Line, Green Line, Yellow Line, and Orange Line connections
- Connects to 3 MARC rail lines and Amtrak's NE Corridor
- Moves from Prince George's County to Montgomery County



# Purple Line Transit Project – Important Benefits

- Create several new multimodal connections across the region
- Expand transit opportunities to two of the fastest growing counties in the state
- Create convenient, dependable east-west transit
- Spur economic growth across two counties
- Provide significant environmental benefits through the operation of electric vehicles and reduction of vehicular emissions





# Purple Line Transit Project – Light Rail Vehicles

- Light rail vehicle production continues, 26 of 28 have been produced with 26 ready to ship
- Delivery to begin Fall 2023 to the Glenridge Operations and Maintenance Facility
- 80 seats available, 400 standing room capacity
- Low floor with wide doorways
- Flexible space and folding seats to allow for eight wheelchairs and bicycle storage





# DBE Program

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Program Overview & Goals



# DBE PROGRAM & GOALS

## DIVERSITY MAKES THE DIFFERENCE

### OUR COMMITMENT

We know diversity builds a better project, and we'd like to take the time to **THANK YOU!** Your participation helps us meet and/or exceed our **22% DBE** project goal, more importantly it also:

- Grows your company
- Provides experience for future projects
- Stimulates the local workforce
- Creates legacy businesses in the local market
- Improves the travel experience of millions daily

### OUR PLAN TO ASSIST YOU

- Make bid packages easily accessible through Building Connected
- Unbundle larger bid packages to make bidding more feasible
- Provide a point of contact for each bid package
- Remove barriers with bonding requirements on bid packages under \$5 million
- Support you along the way from project bidding through project execution



# DBE Certification



## Who certifies a firm?

- The Maryland Department of Transportation (MDOT) DBE Directory for Unified Certification Program (UCP)
- <https://marylandmdbe.mdbecert.com/?TN=marylandmdbe>

## There are certification requirements to ensure program is standardized

- Firm is a for-profit business; at least 51% owned by a socially and economically disadvantaged individual(s), etc.
- MTS collaborates with MDOT to host DBE Certification Trainings
  - Workshops cover DBE program requirements in detail and introduce Expansion of Services process

## When does a firm need to be certified?

- Before award

## Why it is important?

- In order for MTS to claim credit towards the goal, the firm must be a DBE certified firm, hold the applicable NAICS code for the scope of work and be able to independently perform a Commercially Useful Function (CUF).

# What is a NAICS Code?



What is a NAICS Code?

- ❑ North American Industry Classification System (NAICS)
- ❑ It is the standard used by Federal agencies to classify business capabilities

What are the differences between a 2- series, 3-series, 4-series and 5-series?

- ❑ 2- Series: Construction
  - ❑ 237990: Other Heavy and Civil Engineering Construction
- ❑ 3- Series: Manufacturer
  - ❑ 331110: Manganese metal ferrous alloys manufacturing
- ❑ 4- Series: Suppliers & Dealers
  - ❑ 423510: Aluminum and aluminum alloy primary forms merchant wholesalers
- ❑ 5- Series: Professional Services
  - ❑ 541330: Civil engineering services

# MTS DBE Compliance Team



**DBE Program Manager**  
**Cory Raymond**  
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**DBE Program Administrator**  
**Crystal Ruiz**  
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**DBE Program Administrator**  
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# Meet M.C. Dean

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Who We Are



# Who We Are

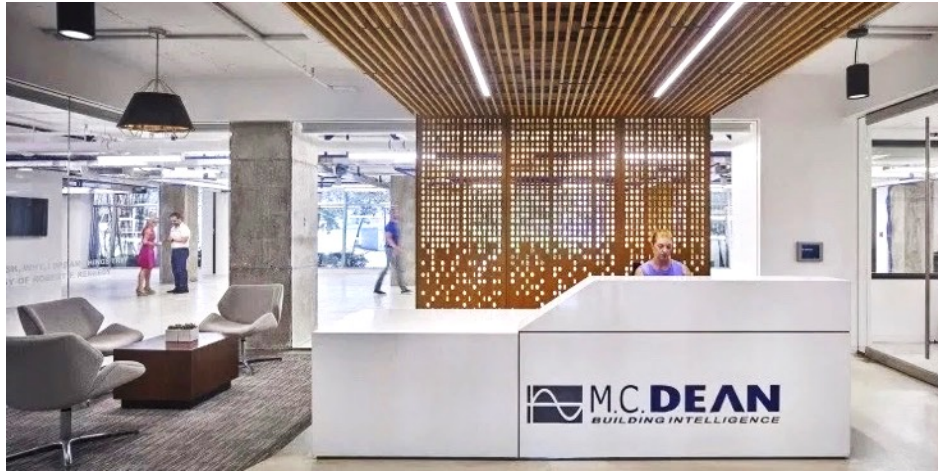
## ***M.C. Dean is Building Intelligence®***

We design, build, operate, and maintain cyber-physical solutions for the nation's most recognizable mission-critical facilities, secure environments, complex infrastructure, and global enterprises. The company's capabilities include electrical, electronic security, telecommunications, life safety, automation and controls, audio visual, and IT systems.

M.C. Dean is headquartered in Tysons, Virginia and employs more than 5,200 professionals who engineer and deploy automated, secure, and resilient power and technology systems; and deliver the management platforms essential for long-term system sustainability.



# Industry Leadership



<b>\$1B+</b> ANNUAL REVENUE	<b>8</b> ENR - LARGEST ELECTRICAL FIRM	<b>5</b> TOP ENGINEERING FIRM - WBJ	<b>12</b> GOV'T TECH FIRM - WBJ
<b>70+</b> YEARS IN BUSINESS	<b>30+</b> OFFICES WORLDWIDE	<b>50/6</b> 50 STATES 6 of 7 CONTINENTS	<b>EMR 0.58</b> 

## WORLD-CLASS CUSTOMERS

- Federal
- Financial
- Healthcare
- Higher Education
- Industrial
- Media & Entertainment
- Technology/Data Centers
- Transportation
- Utilities

## WORLD-CLASS CERTIFICATIONS



## ENGINEERING AWARDS



Honor Award in Engineering

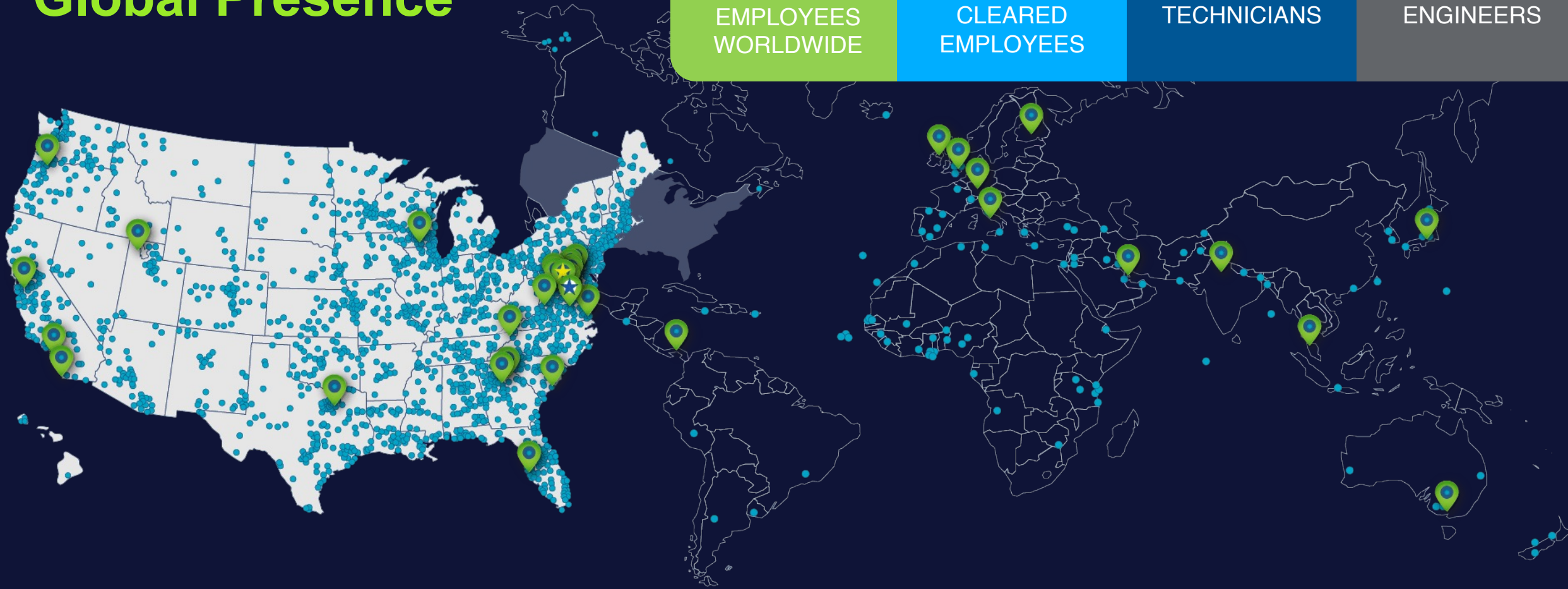
# Global Presence

**5,200+**  
EMPLOYEES  
WORLDWIDE

**1,800+**  
CLEARED  
EMPLOYEES

**3,000+**  
TECHNICIANS

**1,000+**  
ENGINEERS



## LEGEND

-  M.C. Dean Locations
-  M.C. Dean Headquarters, Tysons, VA
-  Modular Mission Critical™ Manufacturing Facility
-  M.C. Dean Projects

# Integrated Services & Support

We design, build, operate, and maintain cyber-physical solutions



## POWER

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- Electrical Distribution
- Utilities & Distributed Energy
- Mechanical
- Critical Power
- Traction Power
- Life Safety



## SECURE

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- Enterprise Security
- Intrusion Detection
- Access Control
- Biometric Authentication
- Video Surveillance
- Perimeter Defense
- Command & Control
- Cybersecurity



## AUTOMATE

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- Supervisory Control & Data Acquisition
- Intelligent Transportation Systems
- Energy Management
- Industrial Systems
- Process Controls



## INTEGRATE

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- Information Technology
- Operational Technologies
- Communication & Collaboration Systems
- Converged Communications
- Infrastructure

## Bill Dean, CEO

“ Our people continuously evolve and adapt to new client demands, new markets, new technologies, and new methods of delivering projects and services.

Our success is predicated on building trusted, skilled teams of the very best people. We are a “team of teams”, working together to solve the hardest problems in our industry.”



# M.C. Dean Operational Leadership

Technical Expertise



Electrical



Mechanical



Network & Telecom



Life Safety

## Engineering & Construction (E&C)



**Michael Dent**  
Exec. Vice President  
E&C



**Michael Keatley**  
Sr. Vice President  
Electrical Systems



**Dan August**  
Sr. Vice President  
Service & Critical  
Support



**Ahmed Gokturk**  
Sr. Vice President  
Critical  
Infrastructure



**Matt Kilpatrick**  
VP of Operations  
E&C



**Bill Knott**  
VP of Operations  
E&C



**Luigi Prezioso**  
Vice President  
Integrated Infrass

## Services & Critical Support (SCS)



Security



Audio Visual



IT



Cybersecurity



Automation

## Security & Electronic Systems (SES)



**Julaine Simmons**  
Vice President  
Security &  
Electronics Systems



**David Sealock**  
Vice President  
Security &  
Electronics Systems



**Eric Dean**  
Vice President, CTO  
Security &  
Electronics Systems

## Automation Systems



**Bob Link**  
Vice President  
Automation Systems

## Corporate Service Centers

**Doug Cumins** | Exec. Vice President, CFO  
Finance

**James Brabham** | Exec. Vice President  
Business Development

**Tanya Moore** | Chief People Officer  
Human Resources

**Regine de la Cruz** | Chief Marketing  
Officer  
Marketing & Communications

**Evgeny Kaplun** | Chief Systems  
Engineer  
InfraLink™, VDC, & Physical Design

**Michael Littlejohn** | Sr. Vice President  
Legal

**John Bennett** | Sr. Vice President  
Safety

**Terry Casey** | Sr. Vice President  
Modular Mission Critical™

**Diana Smith** | Vice President  
Procurement & Warehousing

**Nishat Ahmed** | Vice President  
Quality Assurance, Quality Control

**Jalal Rahim** | Director  
Management Information Systems

**Serdar Senyurt** | Shared Services  
Manager Enterprise Software

Operational Leadership



# M.C. Dean Scope

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Project Specific Scope-of-Work



# Next Steps

***M.C. Dean is Building Intelligence®***

**Register with MC Dean via our company website:**

<https://vendors.mcdean.com/Account/Login?ReturnUrl=%2f>

**You may also send procurement inquiries to:**

[PurpleLine.Procurement@MCDean.com](mailto:PurpleLine.Procurement@MCDean.com)

<https://www.mcdean.com/business-opportunities-form/>

# M.C. Dean Leadership Team



## Program Manager

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## Project Leader

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## Project Leader

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**QUESTIONS?**



**Time to  
Network!**