



# Outreach & Procurement Overview

A MENTORING SERIES TRAINING

Tuesday, February 14, 2023



# Mentoring Series Workshop



In this workshop, we will examine -

- ❑ Introduction to Maryland Transit Solutions (MTS) and the Purple Line Transit Project
- ❑ DBE Program Overview
- ❑ MTS' Outreach & Procurement Process
  - ❑ Outreach Process
  - ❑ Building Connected (RFP Process)
  - ❑ Purchase Order (PO) Engagement
  - ❑ Contract Review Process
  - ❑ Contracting Overview
- ❑ Q&A



# Team Introduction

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Who is MTS?



# Who is MTS

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Who is Maryland Transit Solutions  
(MTS)?

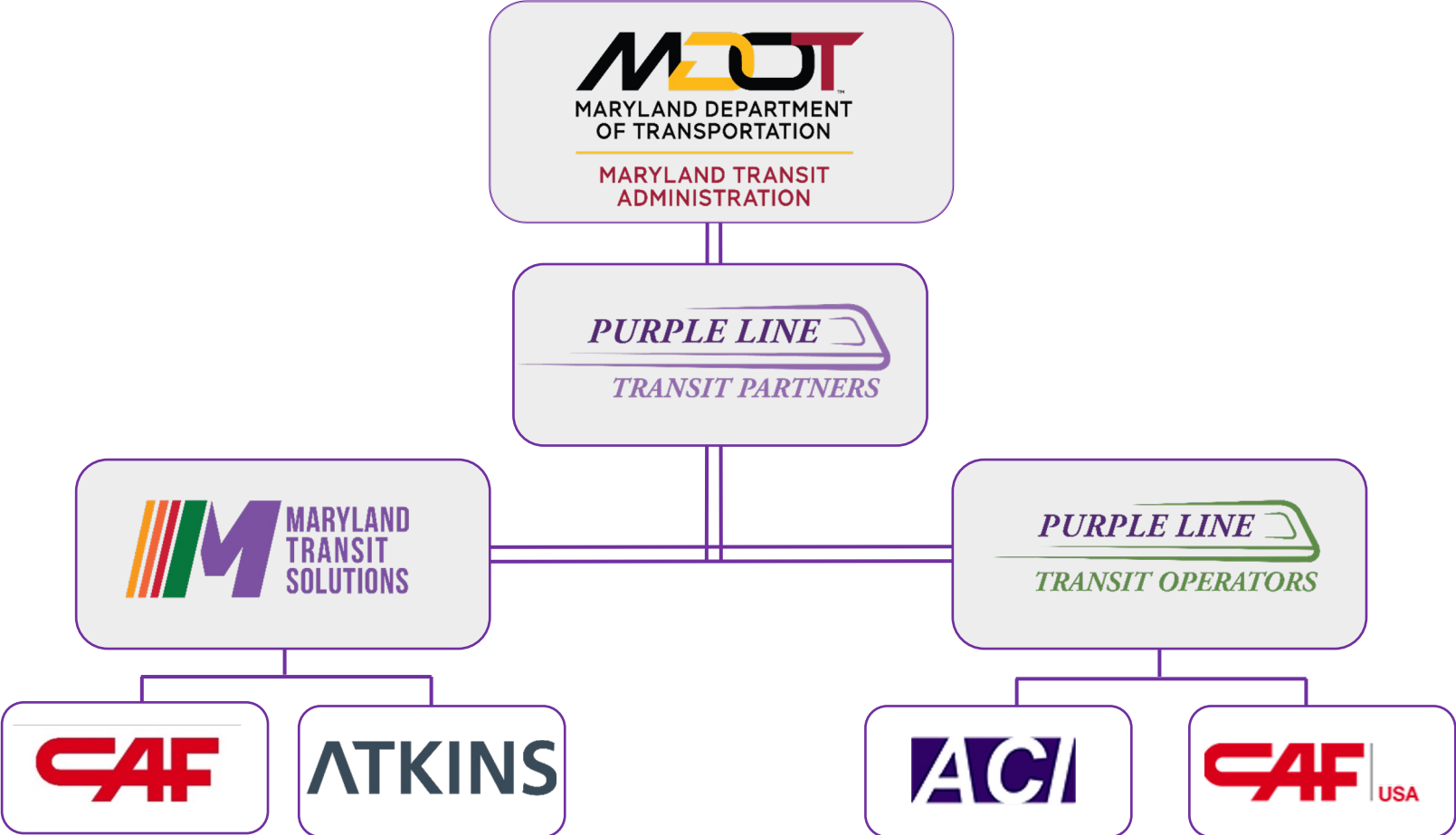
**DRAGADOS**



**OHL USA**



# Who is MTS





# Project Overview

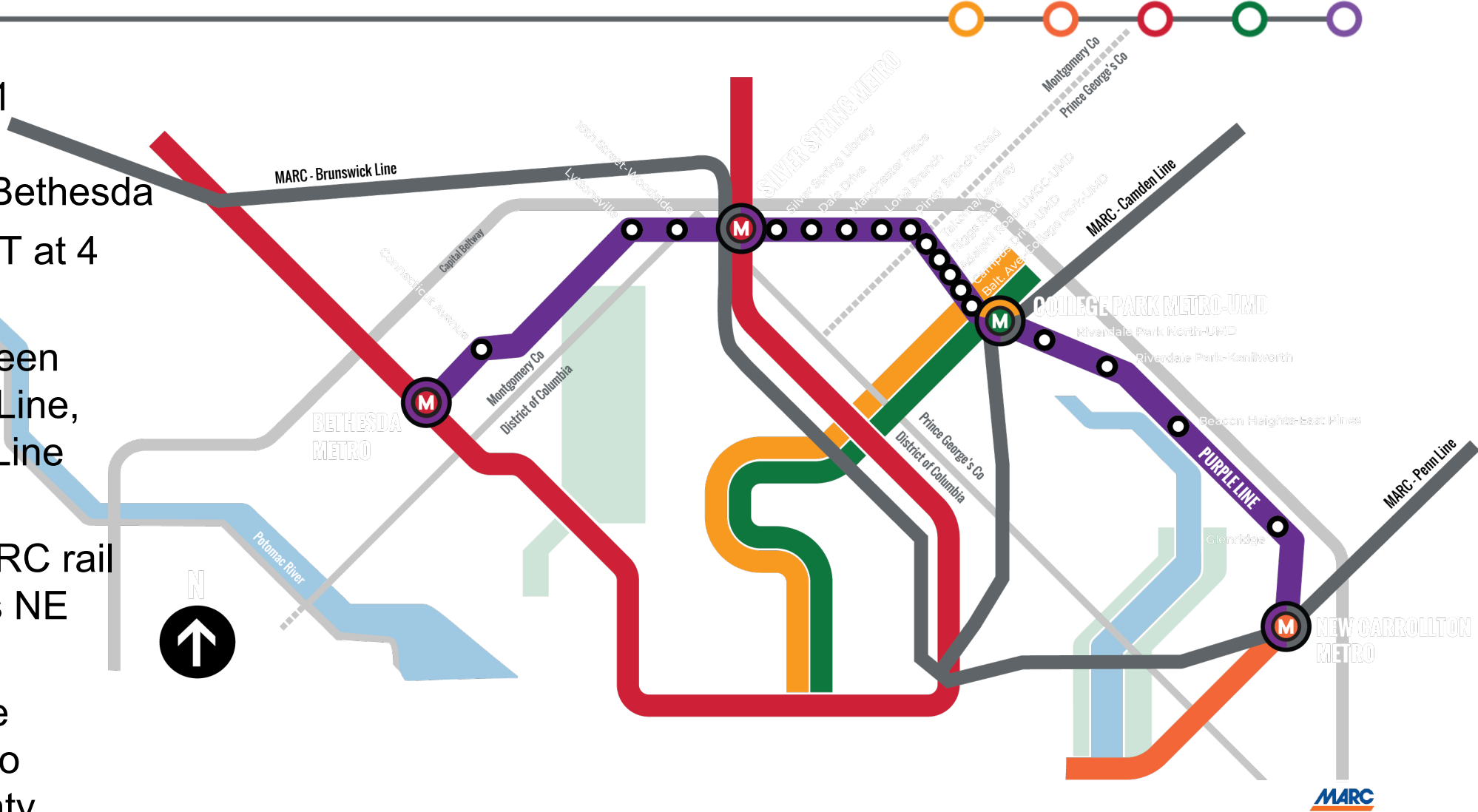
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Purple Line Transit Project



# Purple Line Transit Project

- 16.2 miles long; 21 stations
- New Carrolton 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

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## 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?

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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



# Outreach Process

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Notice of Interest & Call Efforts



# Outreach Process

- Notice of Interest (NOI) Eblast sent to all firms registered as DBE in the MDOT UCP Database
- Also sent to all firms registered as interested vendors through the MTS project website
- Firms can submit interest via survey directly from NOI eblast
- Targeted call effort conducted for firms with applicable NAICS code(s) for scope-of-work(s)
- Interested firms are vetted and placed on bidders list to receive RFP
  - Bid list is sent to Contracts Dept. for next steps

**MARYLAND TRANSIT SOLUTIONS**

**EXPERTS IN DELIVERING COMPLEX RAIL TRANSIT PROJECTS**

**NOTICE OF INTEREST**

Responses Due:  
Thursday, October 27th, 2022 at 5:00 PM ET

[Maryland Transit Solutions](#) (MTS) is seeking qualified certified Disadvantaged Business Enterprise (DBE) firms for the following scope(s) of work on the [Purple Line](#) project:

- **Guard Rails Supply & Installation**
  - Supply and install traffic barriers with beam and traffic barrier end treatments
  - Provide labor, materials, testing, tools and equipment, and perform operations necessary for constructing concrete vehicular barriers, metal traffic barriers and traffic barrier end treatments
  - Overall quantity of traffic barriers is approximately 11,000 linear feet
- **Erosion & Sediment Control**
  - Performance of erosion and sediment control and general landscaping maintenance
  - Installation, maintenance and removal of erosion and sediment control devices, such as but not limited to: silt fence, super silt fence, diversion fence, inlet protections, construction entrances, concrete washout structures, stabilization, tree protection fencing and orange construction safety fence

If your firm is qualified to perform these services and interested in joining our team, please click below to complete and submit your Notice of Interest (NOI) questionnaire:

**NOTICE OF INTEREST**

To be notified of future procurement opportunities, be sure to also complete the Subcontractor Registration Form by clicking below:

**SUBCONTRACTOR REGISTRATION**



# Project Website



- HOME
- TEAM
- PROJECT INFO
- DBE PROGRAM
- EVENTS
- CAREERS
- CONTACT

- DBE News & Tools
- Contracting Opportunities

## Maryland Transit Solutions Joint Venture

EXPERTS IN DELIVERING COMPLEX RAIL TRANSIT PROJECTS

Register with us at [www.marylandtransitsolutions.com](http://www.marylandtransitsolutions.com)



SCAN ME



# Project Website



## Construction

### PROCUREMENT OPPORTUNITIES



Maryland Transit Solutions

<https://marylandtransitsolutions.com/>

Riverdale  
5700 Rivertech Court Riverdale, MD 20737

#### Description

The Purple Line is a 16.2-mile light rail transit line with 21 stations that will extend from Bethesda in Montgomery County to New Carrollton in Prince George's County. It will provide a direct connection to the Metrorail Red Line at Bethesda and Silver Spring; Green Line at College Park; and the Orange Line at New Carrollton; as well as all three of the MARC rail lines and Amtrack's Northeast Corridor at New Carrollton. This project will serve the existing dense residential neighborhoods, attractions, and employment and education centers by providing faster, more direct, and more reliable service.

 **Location**  
Montgomery and Prince George Counties, MD

 **Bids Due**  
11/30/2022 at 12:00 PM EST



#### Interested in bidding?

Use the buttons on the right to join RFPs which will allow you to view more information, download files and receive future messages.

Number	Name	Job Walk	Bids Due	
4DRY - U103	U103: POI 14 Dry Utility Work	--	2/24/2023 12:00 PM EST	<a href="#">Join</a>



# Bidding Process

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Building Connected



# Building Connected



**BUILDINGCONNECTED**  22

← Back to Projects

## Purple Line - MTA NOT PUBLISHED

**BID PACKAGES** | MESSAGES | FILES | INFORMATION | BID FORMS | TEAM | REPORTS

Column | Import | Export | **+ New Bid Package**

### Bid Packages

<input type="checkbox"/>	Lead	Number ↑	Name	Bids...	Com...	Vie...	Bidding	Bids	Esti...	Soft ...	Lev...	F..	Action
<p>Create a Bid Package</p> <p>Bid packages allow you to invite bidders, receive proposals, and track coverage by each scope.</p> <p><b>+ New Bid Package</b></p>													

# Live Demo





# Purchase Orders

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PO Process





# Purchase Order (PO) Process

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- The Purchasing Department will receive an internal materials requisition
- Purchasing Department will contact vendors for 3 different quotes for the requested material
- The quotes are reviewed, and a vendor will be selected based on price, availability, and/or reliability
- Once a selection has been made, a PO will be sent to the awarded vendor
  - The PO will consist of the quoted pricing, the ship-to information, and point of contact
- The vendor should review the PO and make sure they agree with the pricing, as well as the terms and conditions
- Once the vendor agrees with the above, they will sign and return it to MTS
  - MTS will countersign the PO and return it to vendor fully executed



# Review Process

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Contract & PO Reviews



# Contract Review Process

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- REQUEST FOR QUOTE PACKAGE
- BUILDING CONNECTED OUTREACH
- QUOTES COMPILATION AND TECHNICAL ANALYSIS
- PRE-AWARD MEETINGS
- COMPARATIVE MATRIX
- DBE THRESHOLD
- ELEMENTS OF BEST VALUE
  - PAST EXPERIENCE
  - CREWS AVAILABILITY
  - TECHNICAL REVIEW
  - SAFETY RECORDS
  - INTERNAL DECISION





# Contracting

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Contracting with MTS



# Contracting with MTS

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- CONTRACT TYPES:
  - SERVICE AGREEMENT ON HOURLY RATES
  - ENGINEERING SERVICE AGREEMENT
  - CONSULTANT SERVICE AGREEMENT
  - SUBCONTRACT ON LUMP SUM OR UNIT PRICES
  
- CONTRACT REVIEW TERMS AND CONDITIONS
  - DESIGN AND BUILD AGREEMENT FLOW DOWNS
  - OCIP PROGRAM
  - FEDERAL CLAUSES
    - FEDERAL REQUIREMENTS
    - WAGE DECISIONS
    - USE OF CONTRACT FUNDS FOR LOBBYING CERTIFICATIONS
    - BUY AMERICA
    - EQUAL EMPLOYMENT OPPORTUNITY SPECIAL PROVISIONS

# Kick-Off Meeting



KICK OFF AGENDA				
Order	Action	Contact	Email	Notes
1.	Intro / Scope	Vendor		
2.	Safety	Jeffrey Guzzardo	<a href="mailto:jguzzardo@mtsiv.com">jguzzardo@mtsiv.com</a>	
3.	Environmental	Scott Webber Maunette Makowski	<a href="mailto:swebber@mtsiv.com">swebber@mtsiv.com</a> <a href="mailto:Mmakowski@wetlands.com">Mmakowski@wetlands.com</a>	Schedule Safety Training ( <a href="mailto:safety@mtsiv.com">safety@mtsiv.com</a> )
4.	Quality	Tomas Almonte Antonio Gimenez	<a href="mailto:talmonte@mtsiv.com">talmonte@mtsiv.com</a> <a href="mailto:agplensa@mtsiv.com">agplensa@mtsiv.com</a>	
5.	(MOT) Movement of Traffic	Scott Webber John Holman	<a href="mailto:swebber@mtsiv.com">swebber@mtsiv.com</a> <a href="mailto:jholman@mtsiv.com">jholman@mtsiv.com</a>	
6.	DBE	Cory Raymond Niambi Jarvis	<a href="mailto:craymond_ext@mtsiv.com">craymond_ext@mtsiv.com</a> <a href="mailto:njarvis@mtsiv.com">njarvis@mtsiv.com</a>	MOT Plans - Need to be finalized the Wednesday prior to scheduled work
7.	Accounting	Tomas Zaforteza	<a href="mailto:tzaforteza@mtsiv.com">tzaforteza@mtsiv.com</a>	
8.	Cost Control	Maria Martinez	<a href="mailto:mmartinez@mtsiv.com">mmartinez@mtsiv.com</a>	Monthly Billing Date: 20th

9.	Certified Payroll	Crystal Ruiz	<a href="mailto:Cruiz_ext@mtsiv.com">Cruiz_ext@mtsiv.com</a>	
10.	Subcontracts	Gabriel Menendez Zach West	<a href="mailto:gmenendez@mtsiv.com">gmenendez@mtsiv.com</a> <a href="mailto:zwest@mtsiv.com">zwest@mtsiv.com</a>	Submissions made to SkillSmart weekly
	Document Control	Raymond Mungro	<a href="mailto:Documentcontrol@mtsiv.com">Documentcontrol@mtsiv.com</a>	
	Human Resource	Kristen Madzarac	<a href="mailto:kmadzarac@mtsiv.com">kmadzarac@mtsiv.com</a>	Setup Aconex
	Construction	Scott Glass Manuel Merino Ed Davis	<a href="mailto:sglass@mtsiv.com">sglass@mtsiv.com</a> <a href="mailto:mmerinog@mtsiv.com">mmerinog@mtsiv.com</a> <a href="mailto:edavis@mtsiv.com">edavis@mtsiv.com</a>	Schedule the Work Scott - 301-283-1652 Manuel - 281-900-0598 Ed - 301-793-2938
	Risk Management / Insurance	Edmond Elmokian	<a href="mailto:eelmokian@mtsiv.com">eelmokian@mtsiv.com</a>	ALL Lower Tiers must enroll in OPIP
	Questions	Vendor		
<b>*Other Contacts</b> CM - Julio Velez - <a href="mailto:jvelez@mtsiv.com">jvelez@mtsiv.com</a> PM - Hugo Fontirroig - <a href="mailto:Bfontirroig@mtsiv.com">Bfontirroig@mtsiv.com</a> DPM - Alberto Pinacho Del Moral - <a href="mailto:Apinacho@mtsiv.com">Apinacho@mtsiv.com</a> Design - Mike Guter - <a href="mailto:Mguter@mtsiv.com">Mguter@mtsiv.com</a> Design - Maria Marcos - <a href="mailto:Mmarcos@mtsiv.com">Mmarcos@mtsiv.com</a>				



# Kick-Off Meeting



### PURPLE LINE PROJECT AP CHECK-LIST

- Invoice received via [Invoices@MTSJV.com](mailto:Invoices@MTSJV.com)
- Invoice with INCEPTION AMOUNTS and 1 INVOICE PER MONTH
- Signed agreed P.O or contract
- Back up / delivery tickets for all materials / if applicable
- Conditional lien waiver for current invoice
- Unconditional waiver release for previous invoices paid to date
- Final waiver release if applicable
- Certified payrolls up to date
- Insurance Current Expiration.Date:
- Prepayment bond if applicable



# Contact Us

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Procurement & DBE Contacts



# MTS Contracts Team



**Contracts Manager**

Gabriel Menendez

Gmenendez@mtsjv.com



**Contracts Lead**

Zach West

Zwest@mtsjv.com



**PO Lead**

Mike Anzaldo

Manzaldo@mtsjv.com



# DBE Compliance Team



**DBE Program Manager**

**Cory Raymond**

craymond.ext@mtsjuv.com



**DBE Program Administrator**

**Crystal Ruiz**

cruiz.ext@mtsjuv.com



**DBE Program Administrator**

**Ola Awodiya**

oawodiya.ext@mtsjuv.com



Register with us at [www.marylandtransitsolutions.com](http://www.marylandtransitsolutions.com)



**QUESTIONS?**



# DBE Compliance Team



**DBE Program Manager**

**Cory Raymond**

craymond.ext@mtsJV.com



**DBE Program Administrator**

**Crystal Ruiz**

cruiz.ext@mtsJV.com



**DBE Program Administrator**

**Ola Awodiya**

oawodiya.ext@mtsJV.com



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A large, modern industrial building is shown under construction. The building has a dark grey facade and several large, light-colored garage-style doors. In the foreground, there is a construction site with a pile of dark gravel, several large grey pipes lying on the ground, and a green metal fence. The sky is clear and blue. The text "THANK YOU" is overlaid in large, white, bold, sans-serif capital letters across the center of the image.

**THANK YOU**