

Cracking the Code

Conversation and Insight on Small Works

12/11/20

Agenda

- Introductions
- System Life Cycle Forecasting
- Upcoming Work
- Small Business Data & Dollars
- Doing Business With Us (MRSC Roster, Biddingo, and Procurement Look Ahead)
- Attention to Detail
- Office of Civil Rights Equity & Inclusion

Staff introductions

- Matthew Gaviorno – Manager, Operations Projects & Programs
- Amanda Lanier – Director, Design & Construction Contracts
- Nathaniel Tillman – Design & Construction Contracts Specialist
- Elizabeth Maldonado – Senior Design & Construction Contracts Specialist
- Jennifer Hoback – Senior Civil Rights Program Specialist

System Life Cycle Forecasting and Projected Needs

Asset needs and project forecasting

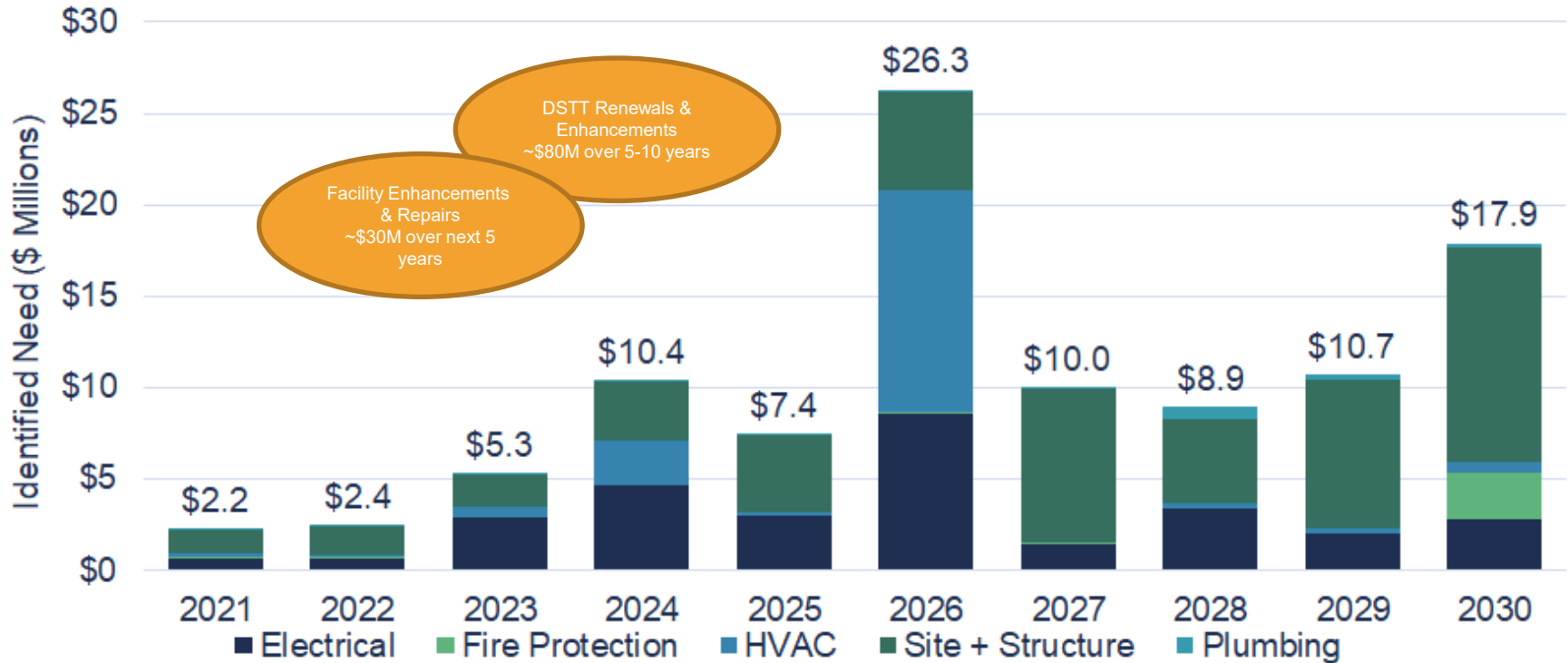
Non-system expansion project needs are increasing

- Assets are coming due for renewal and replacement.
- Unplanned repairs and state of good repair.
- Enhancements to improve efficiencies, passenger experience, etc.

Lifecycle work creates significant opportunities for contractors and other vendors of all sizes

Forecasting – asset renewal needs

Life Cycle Plan Forecasts

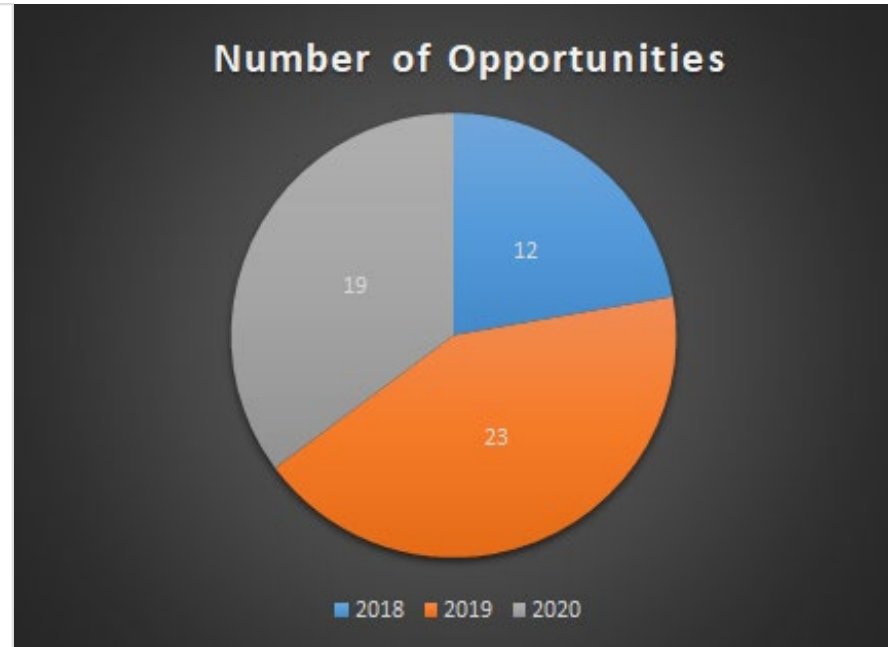
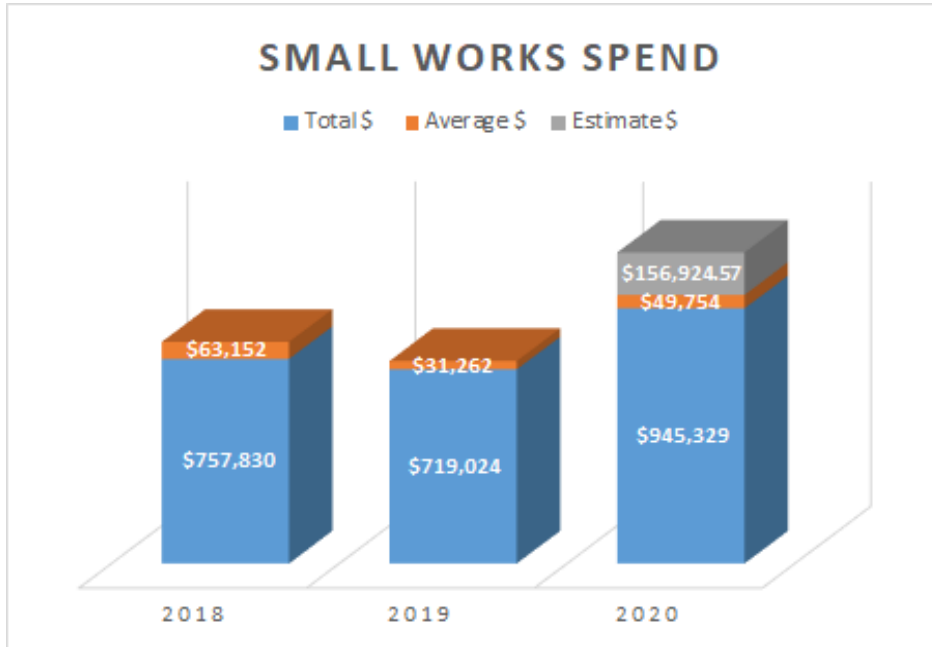


Upcoming work

- Link Maintenance Facility HVAC System Upgrades
- Maintenance Yard Concrete & Asphalt Repairs
- LED Lighting Enhancements – Multiple Stations
- Platform Tile Replacement – Multiple Stations
- Seatac/Airport Fall Protection Barrier Reconfigurations
- Seatac/Airport & Tukwila Parking Lot Repaving and Striping
- Installation of Temporary Generator Connections – Multiple Stations
- Sumner Station Shelter Restorations
- Water Intrusion Mitigations – Multiple Stations & Garages
- UPS Replacements – Multiple Stations
- Fire Alarm System Replacements – Multiple Stations

Small Works Data and Dollars

Small Public Works Data



2020 Small Works Projects

DESCRIPTION	DATE	AMOUNT
E Marg Way & S 116th Planting	01/17/2020	\$11,276.10
Edmonds Parking Lot Access	02/10/2020	\$8,500.00
Right of Way Fence Repair Pine	03/17/2020	\$1,100.00
Union Station SOC ESD Carpet	03/24/2020	\$6,995.00
RV 312/314 Fence Repair	03/25/2020	\$2,440.00
Agency Wide Irrigation Service	04/01/2020	\$82,562.17
RV087 Perm Fence Repair	05/04/2020	\$1,882.00
OMFC Maint. Area Guardrails	06/12/2020	\$15,214.09
OMF Compressor Room EXIT Sign	06/22/2020	\$1,350.00
Extend OMFC Auxilliary Power	06/29/2020	\$155,452.00
Everett Parking Lot Sealing	07/07/2020	\$58,735.34
Edmonds Pkg Lot Seal/Restripe	07/07/2020	\$19,534.86
Sumner & Puyallup Parking Lots	07/20/2020	\$20,260.93
Dupont Stn Parking Lot Reseal	08/03/2020	\$28,000.00
OMF-C Cooling Tower Fall Restr	09/23/2020	\$147,000.00
Mt Baker OH Concrete Treatment	09/28/2020	\$16,951.00
OMFE Wetland Mitigation	10/01/2020	\$297,500.00
Light Fixture Upgrade - TLink	10/07/2020	\$58,900.24
Bldg 605 Floor7 Deconstruction	10/12/2020	\$11,675.00

Doing Business With Us

MRSC Roster <https://mrscrosters.org/>



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MRSC Rosters is the only directory that connects businesses with over 600 public agencies in Washington State. Participating agencies contract with our business members for small public works projects, consulting opportunities, and goods and services. Register your business now. Get started for free.

Are you a Washington State Public Agency?
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SMALL WORKS ROSTER

SWR firms may provide new construction, renovation, and refurbishment services for various Sound Transit locations for projects estimated to cost less than \$350,000.

To register for Sound Transit's Small Works Roster, **select Sound Transit (Central Puget Sound Regional Transit Authority)** from the MRSC Public Agency list.

If you are already a member of MRSC Rosters, simply select Sound Transit from the MRSC Public Agency list.

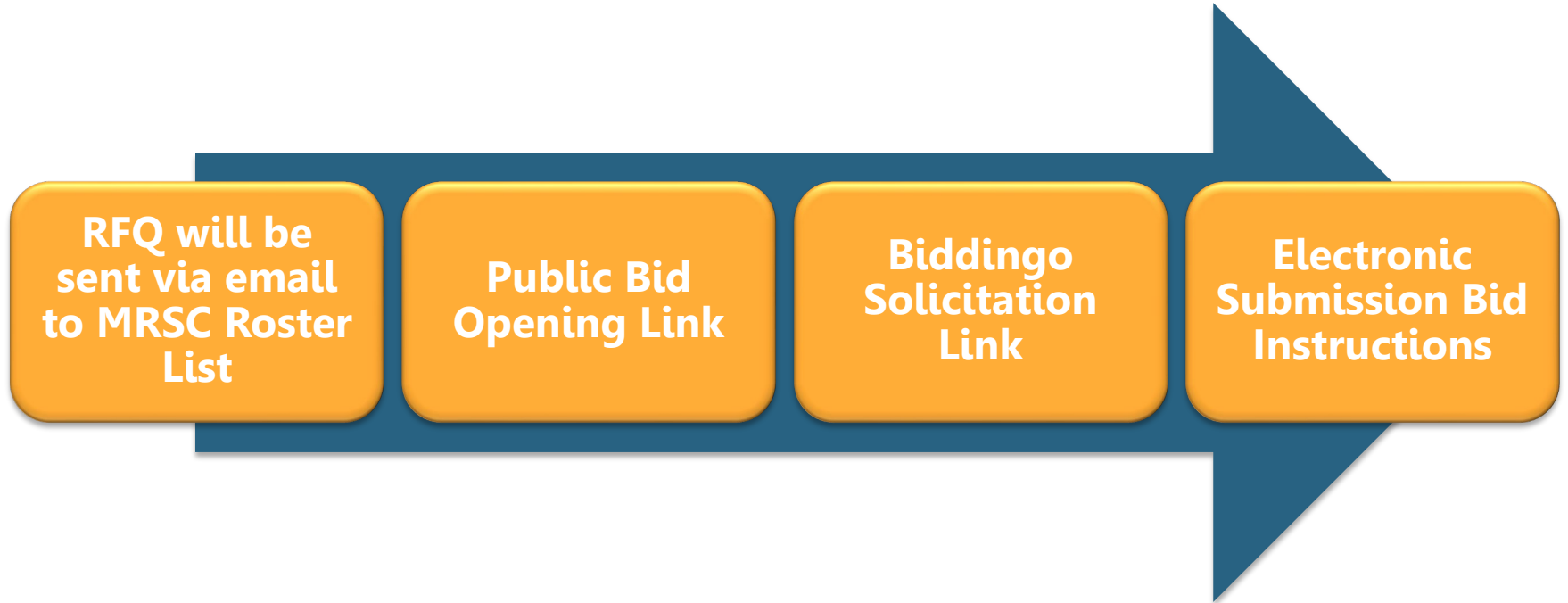
Sound Transit's Solicitation Portal and Procurement Look Ahead

Bid Listing 🔴 : Revised					
Solicitation Number	Solicitation Name	Closing Date (MM/DD/YYYY)	Date Posted (MM/DD/YYYY)	Days Left	Status <input type="text"/>
NC 0193-20	Enterprise Asset Management System (EAMS)	10/01/2020 04:00 PM PT	09/23/2020	1 days	Open for Bidding Ac Dc (s) Sti Su
RP 0165-20	Safety Outreach Consultant for Link Light Rail Expansion	10/07/2020 01:00 PM PT	09/13/2020	6 days	Open for Bidding Ac Dc (s) Sti Su
RP 0177-20	Hi-Rail Vacuum Truck	10/28/2020 02:00 PM PT	09/30/2020	27 days	Open for Bidding Ac Dc (s) Sti Su

- Projects Over \$350,000 <https://www.soundtransit.org/get-to-know-us/doing-business-with-us/procurement-contracts>
- Quarterly Look-ahead A&E and construction procurements upcoming over a period of 18-24 months
- Procurement snapshot (Bi-weekly) Current snapshot of active and immediate future procurements (future dates are estimated)

Attention to Detail

Small Business: bid instructions



Small Business: common mistakes

Avoid Non-responsive Bids/Proposals

- Submit all bids electronically via Biddingo ONLY
- Acknowledge ALL addenda
- Complete the quote/bid form and sign it
- Submit ALL submittal forms
- Take the L&I required contractor training - <https://lni.wa.gov/licensing-permits/public-works-projects/contractors-employers/contractor-training>

Small Public Works Project Delivery Method Options

Effective September 2020

Available and Recommended Delivery Method per ICE	Under \$ 50,000	\$ 50,000 - \$ 350,000	\$ 350,000 - \$ 500,000	\$ 500,000 - \$ 2M	\$ 2M - \$ 5M
\$ thresholds exclude applicable taxes • Limited Public Work (LPW) • Informal Public Work • JOC WO	• Small Works Roster (SWR) • JOC WO	• JOC WO • IFB	• IFB • GCCM	• IFB • GCCM • DB	

Differences in Delivery Methods

	Informal Public Work	Limited Public Work (LPW)	Small Works Roster (SWR)		JOC WO	IFB	GCCM	DB	
Procurement Requirements	Solicit responses from SWR list	Solicit responses from SWR list	Solicit responses from SWR list		RFP	Formal advertisement	Formal advertisement	Formal advertisement	
Procurement Process	Informal Process	RFQ Template	RFQ Template		JOC WO	IFB	GCCM	Design-Build	
Bid Bond	Not Required	Not Required	Not Required		Not Required	Required	Required	Required	
Federally Funded	P&P Bond	Not Required	Not Required		In main JOC contract	Required	Required	Required	
	Retainage	Not Allowed							
Not federally funded	P&P Bond	Not Required	Not Required	Yes	No	In main JOC contract	Required	Required	Required
	Retainage	Waived	Waived	5%	10%	Not Required	5%	5%	5%
Insurance	Minimum	Minimum	Minimum		In main JOC contract	Concurrence from Risk Dept. is Required	Concurrence from Risk Dept. is Required	Concurrence from Risk Dept. is Required	
Diversity Analysis Worksheet	Not Required	Not Required	At \$250,000 or above		In main JOC contract	Required	Required	Required	

***Office of Civil Rights,
Equity & Inclusion***

Civil Rights, Equity & Inclusion

Business Development Tips:

Do your homework

- How can you better position yourself in this marketplace?
- Can you meet the requirements once you win a contract?

Network – relationships matter

- Find out whom the decision makers are in your chosen area of focus and develop ways to network.
- Show the value of working with your company.

Civil Rights, Equity & Inclusion

Get certified!

- Office of Minority and Women's Business Enterprises
- King County Small Contractor and Supplier (SCS)
- Disadvantaged Business Enterprise (DBE / Small Business technical assistance)
- Small business resource guide

Audience Questions

Questions Received During Sessions

1. What is the status of ST "condition survey" efforts for existing system structures?

- Condition assessments are performed on ST facilities every three years and in accordance with FTA requirements. Assessments are performed through a combination of in-house and contracted support. Other periodic assessments include bridge inspections of structural assets which typically offer contracting opportunities.

2. Does ST anticipate any upcoming small works contracts for structural design/analysis projects? Or....will ST rely on that work being performed by larger consultants?

- Solicitations are located online at: <https://www.soundtransit.org/get-to-know-us/doing-business-with-us/procurement-contracts>. Most small design projects are purchased via task order on existing on-call contracts. Please submit on online request to see the on-calls at: <https://www.soundtransit.org/help-contacts/business-information/request-records>

3. Matt Gaviorno please share your contact info. Ron O'Reilly ADT Commercial Fire Sprinkler Monitoring Test and Inspections ronaldoreilly@adt.com 425 471-8211

- matthew.gaviorno@soundtransit.org

Questions Received During Sessions

4. Will small works include A/E consulting services or are you anticipating this to be mostly construction with A/E from GEC or in-house engineering?

- Solicitations are located online at: <https://www.soundtransit.org/get-to-know-us/doing-business-with-us/procurement-contracts>. Most small design projects are purchased via task order on existing on-call contracts. Please submit on online request to see the on-calls at: <https://www.soundtransit.org/help-contacts/business-information/request-records>

5. I have been trying to get MRSC to provide the description for the service I provide which is Phase 1 due diligence. I am also appealing to you to ask them to do this.

- Sound Transit will reach out to our business partners at MRSC to aide in providing clarity.

6. Please clarify - small works are available to all sized firms, not just small business?

- Correct, any size business may bid on small works projects. Helpful explanations are located at: <http://mrsc.org/getmedia/76f26736-17ec-4ef9-a082-64f50fdd7d2c/Small-Works-Roster.pdf.aspx?ext=.pdf>

Questions Received During Sessions

7. Please confirm, we should register on the MRSC roster to receive all RFQs, not just those for <\$350K. Is that correct?

- We only use the MRSC roster for Small Works Roster Projects and these are projects that are \$350K or less. Please make sure you register in Biddingo to get all information on all the projects with Sound Transit.

8. how are disputes re: bidding/award or inter-company disputes handled?

- Disputes regarding bidding & award are handled per Sound Transit's Procurement Protest procedures, outlined in our Procurement & Contract Administration Manual which can be located at the following link under "Protest":
<https://www.soundtransit.org/get-to-know-us/doing-business-with-us/procurement-contracts>

9. Do you have to be self performing?

- King County's Small Contractor and Supplier (SCS) program requirements are available here:
<https://kingcounty.diversitycompliance.com/>.
The program welcomes Prime Contractors and Subcontractors; Consultants; and Suppliers and applies to Goods & Services; Consulting Services; and Construction.

Questions Received During Sessions

10. Do you have a definition of terms e.g. what is a JOC?

- JOC stands for Job Order Contracting and is best defined in RCW 39.10.420

11. In the last session, Don Billen suggested that I address my question to Ted Lucas and your Chief Safety Officer. How can I do that?

- You're welcome to email our assistance line at: Dccprocurementhelp@soundtransit.org

12. How do you determine who gets the work off the MRSC roster if they is no requirement for bid- We make signs

- Sound Transit solicits work from the roster based upon the projects scope of work. We are able to traiget trades, as scopes of work vary based upon Agency need.

13. Will Sound Transit be helping JOC holders hold virtual meet & greet sessions, as well as information sharing?

- Yes, our currnet JOC contractor holds monthly outreach meetings geared towards to sub-contracting community. In addition, you can always reach out to contractshelp@soundtransit.org to be placed in contact with our JOC administration team.

Questions Received During Sessions

14. I would like to hear about sub consulting opportunities for GEC Services.

- Solicitations are located online at: <https://www.soundtransit.org/get-to-know-us/doing-business-with-us/procurement-contracts>. Most small design projects are purchased via task order on existing on-call contracts. Please submit an online request to see the on-calls at: <https://www.soundtransit.org/help-contacts/business-information/request-records>

15. Other than JOCs, does Sound Transit use "master contracts" and/or "on-call" and/or "IDIQ" formats?

- Sound Transit does use on-call contracts. Most small design projects are completed under existing on-call contracts. Solicitations are located online at: <https://www.soundtransit.org/get-to-know-us/doing-business-with-us/procurement-contracts>. If you would like to see what active on-call contracts we currently have please submit an online request to see the on-calls at: <https://www.soundtransit.org/help-contacts/business-information/request-records>

16. Would RFQs for internal Sound Transit support, such as business management consulting (not directly associated with a specific community asset) be managed in the same way as being discussed here (MSRC or Bidding)?

- Yes, Sound Transit has a utilizes a variety of on-call contracts ranging from design to maintenance.

Thank you.

Thank you.



 [soundtransit.org](https://www.soundtransit.org)

