

METRO'S PROGRAM OVERVIEW & OPPORTUNITIES

Maryland Business Opportunities and
Entrepreneurial Training Summit

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Who is Metro?



We Bring our Region to Life!

METRO'S OFFICE
CONSOLIDATION
PROGRAM
OCCUPY THREE NEW
OFFICE BUILDINGS IN
DC, MD, VA



Metro HQ at L'Enfant Plaza

290,000 SF



Metro Office at New Carrollton

329,000 SF



Metro Office at Eisenhower

425,000 SF

FY24 CAPITAL PROGRAM GOALS



Transform Metro into a world class transit agency



Demonstrate commitment to customers



Focus on customer experience and improving service



Rehabilitate, replace, and modernize the system



Advance sustainability and resilience



Maintain fiscal accountability and commitments to the region

Metro's Capital Program Structure



10-Year Capital Plan

Identifies viable initiatives to address needs identified for next ~10 years; financially unconstrained

Six-Year Capital Improvement Program

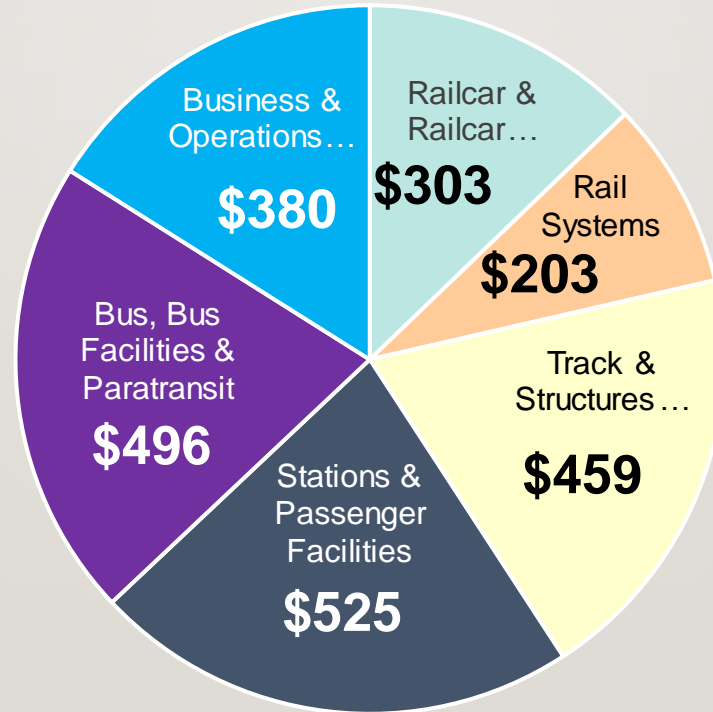
Capital investments anticipated for, or continuing in, six-year capital program

One-Year Capital Budget

Expenditure forecast for capital projects and programs in current budget year









FY2024 ANTICIPATED INVESTMENTS: \$2.36B

FY2023 by Investment Category
(\$M)



FY2023 INVESTMENTS CONTINUING INTO FY2024

Ongoing & Upcoming Capital Investments

	Bladensburg Bus Garage Replacement	●		Track Rehabilitation Program	●
	Bus Acquisition Program	●		Traction Power State of Good Repair	●
	Heavy Repair & Overhaul Facility	●		Zero Emission Bus Test & Evaluation	●
	Northern Bus Garage Replacement	●		8000 Series Railcar Acquisition	●

ACTIVE OPPORTUNITIES

PROCUREMENT AND CONTRACT MANAGEMENT STAFF AUGMENTATION CONTRACT

- Procure staff augmentation services for Metro's Infrastructure Department to manage and oversee Indefinite Delivery, Indefinite Quantity (IDIQ) task order contracts.
- Scope includes assisting with management and oversight of existing/new master/task order contracts, technical writing services, procurement support, providing business analytics, and providing procurement and contract management support.

Delivery Method: **IDIQ Task Order**

Anticipated Schedule: **Proposals due September 29th, 2023 (ID: WMATA-0000009534)**

Contract Duration: **Three (3) years, with up to three (3) one (1) year option periods**



UPCOMING OPPORTUNITIES

BETHESDA STATION SOUTH MEZZANINE

- Design and construction of a second mezzanine at Bethesda Metrorail Station, involving Structural, Architectural, Mechanical, Electrical, Fire Protection, Communications, and other elements of work.
- Adding a new mezzanine at the south end connected to the upcoming Purple Line entrance containing the following primary elements: Precast stairs, two escalators, two elevators, pylons, a kiosk, exit fare machine, and fair gates.

Delivery Method: Design-Build (DB)

Estimated Contract Cost: \$35M-\$50M

Anticipated Schedule: Fall 2023 (Early September)



Upcoming Opportunities

FIRE DOOR SHUTTER AT FOREST GLEN METRORAIL STATION DESIGN

- Provide Design & Engineering (D&E) services: Assess existing conditions, create 100% designs for SOGR, identify risks, estimate costs, and schedule.
- Scope: Design Fire Shutter Replacement (Phase 1: Two Elevator lobby fire shutters), Fire Shutters at Emergency Stairwells (Phase 2), and Leak Mitigation.

Delivery Method: Design Task Order

Estimated Contract Cost: \$400K-\$900K

Anticipated Schedule: Fall 2023



PARKING GARAGE REHABILITATION - 2 GARAGES

- Rehabilitation of two parking garages (Shady Grove and another location to be confirmed) to bring them into a state of good repair, including structural repairs.

Delivery Method: Design-Bid-Build (DBB)

Estimated Contract Cost: \$10M-\$20M

Anticipated Schedule: Fall 2023



PERMANENT GENERATOR SYSTEM REPLACEMENT

- Replacement of 19 permanent diesel generators was identified as a priority at various locations based on limited replacement part availability that affects equipment functionality and maintainability.
- WMATA has permanent pad mounted generators to provide backup power for AC rooms in railway stations and other facilities.



Delivery Method: Design-Build (DB)

Estimated Contract Cost: \$20M-\$30M

Anticipated Schedule: Fall 2023 – DB RFP

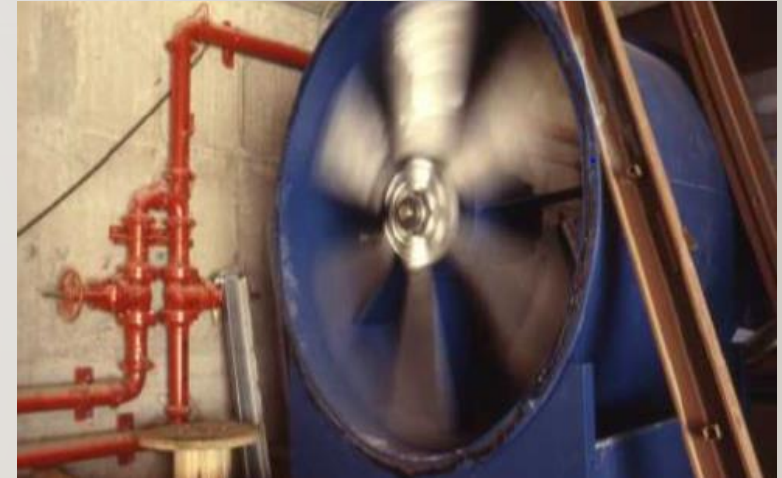
SHAFT STRUCTURAL STATE OF GOOD REPAIR PROGRAM - PACKAGE 1

- Rehabilitation of the ventilation and emergency egress shafts, including structural and electrical elements within these shafts located in Metrorail tunnels.

Delivery Method: Design-Build (DB)

Estimated Contract Cost: \$35M-\$45M

Anticipated Schedule: Fall 2023 – DB RFP



SURFACE LOT REHABILITATION - FOUR LOTS

- Rehabilitation of four surface parking lot facilities (Hyattsville Crossing, Twinbrook, Morgan Blvd, and Vienna), including Kiss & Ride lots and the connecting roadways, to return these facilities to a state of good repair.

Delivery Method: Design-Bid-Build (Designs ongoing)

Estimated Contract Cost: \$8M-\$18M

Anticipated Schedule: Fall 2023



CINDER BED RD BUS GARAGE BEB CONVERSION

- Cinder Bed Road Bus Garage built in 2019 as a WMATA Bus O&M facility.
- Undergoing conversion for 100% ZEV bus fleet, becoming an electric bus garage for battery electric bus (BEB) storage, maintenance, and operations.

Delivery Method: Progressive Design Build

Estimated Contract Cost: \$120M-\$140M

Anticipated Schedule: Winter 2024



STORAGE TANK REPLACEMENT PROGRAM - 3 LOCATIONS

- Replacement of the underground fuel storage tanks at the New Carrollton, Greenbelt, and Glenmont railyards.

Delivery Method: Design-Bid-Build (DBB)

Estimated Contract Cost: TBD

Anticipated Schedule: Fall 2023 / Winter 2024



TRACTION POWER STATE OF GOOD REPAIR - CONTRACT 2

- Rehabilitation and upgrade of 14 Traction Power Sub-Stations and 21 Tie Breaker Stations along the Red line in Maryland and DC.
- Also includes the renewal of SCADA, mechanical, and electronic security and safety systems (e.g., Access Control and CCTV).
- Optional Battery Power Sub-Station is a modernization element at two (2) locations to capture and re-use train regenerative power for the traction power.



Delivery Method: Design-Bid-Build (DBB)

Estimated Contract Cost: \$165M-\$175M

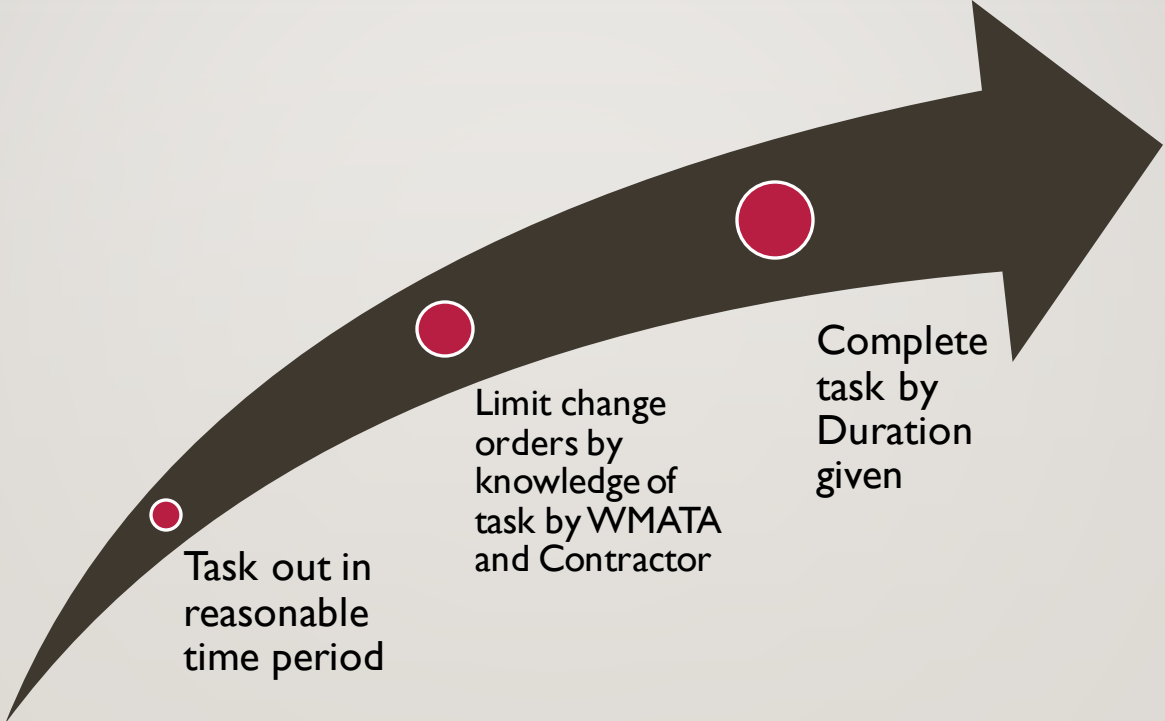
Anticipated Schedule: Winter 2024 – DBB RFP

MATOC PROGRAM

MATOC Overview – Metro



PROJECT GOALS FOR EACH TASK ORDER



DEFINITION

- Essentially, a **MATOC contract** is not necessarily for one job, but rather a collection of jobs across a period of time. Essentially receiving a **MATOC contract** ensures a steady stream of jobs for anywhere between three to five years. Essentially, a **MATOC** is a master **contract** which is used to expedite future job orders.
- MATOC Multiple Award Task Order Contract

WMATA MATOC CONTRACTS

- There are 4 active MATOC Contracts at WMATA. There is the General Contractor MATOC , Electrical MATOC, Roofing MATOC and a Small Business set aside MATOC.
- MATOC has become the most used program to complete task orders at WMATA. The General Contractor MATOC started in Nov 2017. The Electrical MATOC began a year later-Nov 2018. The Roofing MATOC just started in June 2019. Small Business was started in March 2020.

AWARDED TASK ORDERS

GC	LV	Roofing	Small Business	Grand Total
2021-current	2021-current	2021-current	2021-current	
4,084,109.32	8,142,619.68	1,013,914.31	2,942,354.79	
4,042,699.06	12,323,621.67	4,062,398.73	623,231.99	
11,606,989.12	135,992.62	18,182,941.50	2,240,200.43	
6,720,601.28	5,860,124.93	1,321,230.64	120,781.00	
7,671,996.00	4,142,124.45			Total of all WMATA active MATOC Contracts
34,126,394.78	30,604,483.35	24,580,485.18	5,926,568.21	95,237,931.52



PROJECTED TASK ORDER AWARDS 2028

	GC	LV	Roofing	Small Business	Grand Total
FY24	11,375,464.93	10,201,494.45	8,193,495.06	1,975,522.74	
3%	341,263.95	306,044.83	245,804.85	59,265.68	
FY25	11,716,728.87	10,507,539.28	8,439,299.91	2,034,788.42	
3%	351,501.87	315,226.18	253,179.00	61,043.65	
FY26	12,068,230.74	10,822,765.46	8,692,478.91	2,095,832.07	
3%	362,046.92	324,682.96	260,774.37	62,874.96	
FY27	12,430,277.66	11,147,448.43	8,953,253.28	2,158,707.03	
3%	372,908.33	334,423.45	268,597.60	64,761.21	
FY28	12,803,185.99	11,481,871.88	9,221,850.87	2,223,468.24	
	60,393,888.20	54,161,119.50	43,500,378.03	10,488,318.50	168,543,704.23

SOCIO-ECONOMIC PROGRAMS

Certification is the Key to Participation

- WMATA has (5) Socioeconomic Programs to provide opportunities to certified small businesses as Prime contractors and as Subcontractors.
- WMATAs Socioeconomic Programs accountability.
- WMATAs goal achievement in the federal and non-federal programs.

Equity Initiatives – Outreach Program

- Equity Initiatives to increase certified small Businesses certifications.
- Small Business assistance.
- Joint Database Collaboration.
- Provide resources, education and information to WMATAs certified small businesses.

TIPS FOR A SUCCESSFUL APPLICATION PROCESS...

- Submit a complete signed application
- Submit all supporting documents at the same time
- Make sure your contact information is accurate
- Email
- Phone numbers
- Address
- Order them in a logical order
- All resumes together
- All financial statements together

Certification Requirements

- To count towards the minority participation goals, the proposed subcontractor must be certified in WMATA as a DBE/MBE when pursuing sub-contracting opportunities. In addition, there are small business set aside opportunities for those firms certified as a small business through WMATA.

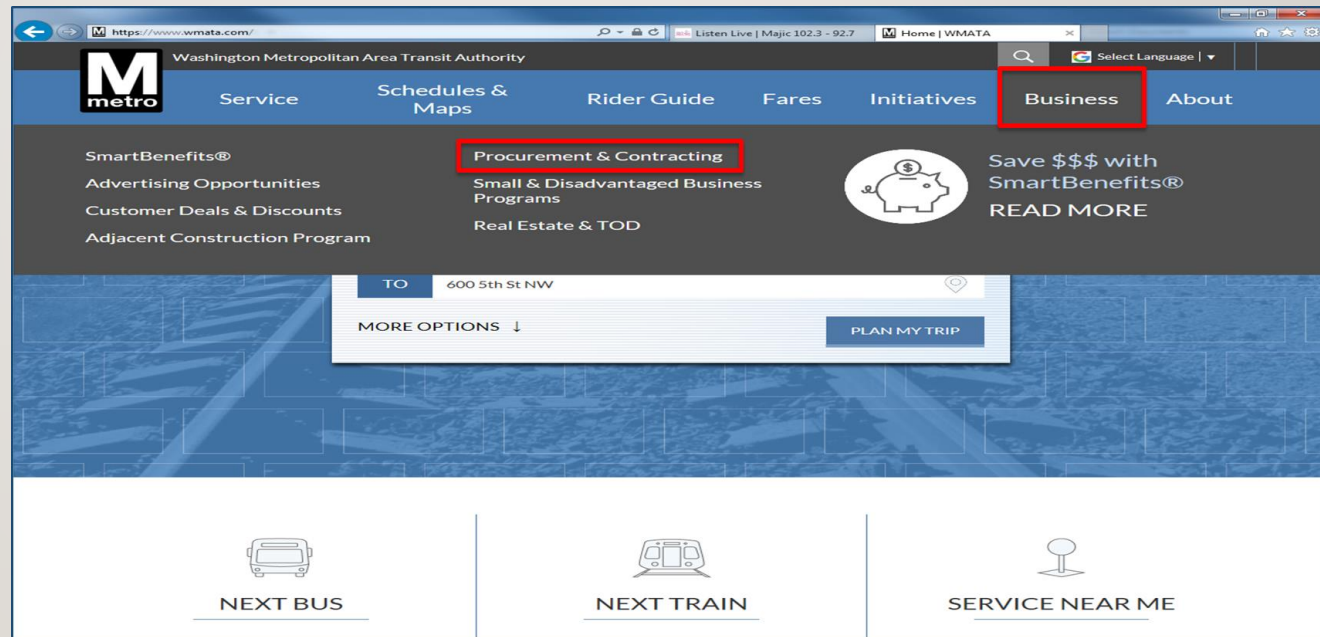
SUPPLIER PORTAL

WHAT IS THE WMATA SUPPLIER PORTAL?

The WMATA Supplier Portal is a PeopleSoft application customized for the Washington Metropolitan Area Transit Authority (WMATA).

The WMATA Supplier Portal is designed to conduct business transactions in a secure self-service environment through an internet-based portal for current and potential suppliers and will be the primary source for WMATA advertised solicitations.

WEBSITE:
WWW.WMATA.COM



DOING BUSINESS WITH WMATA

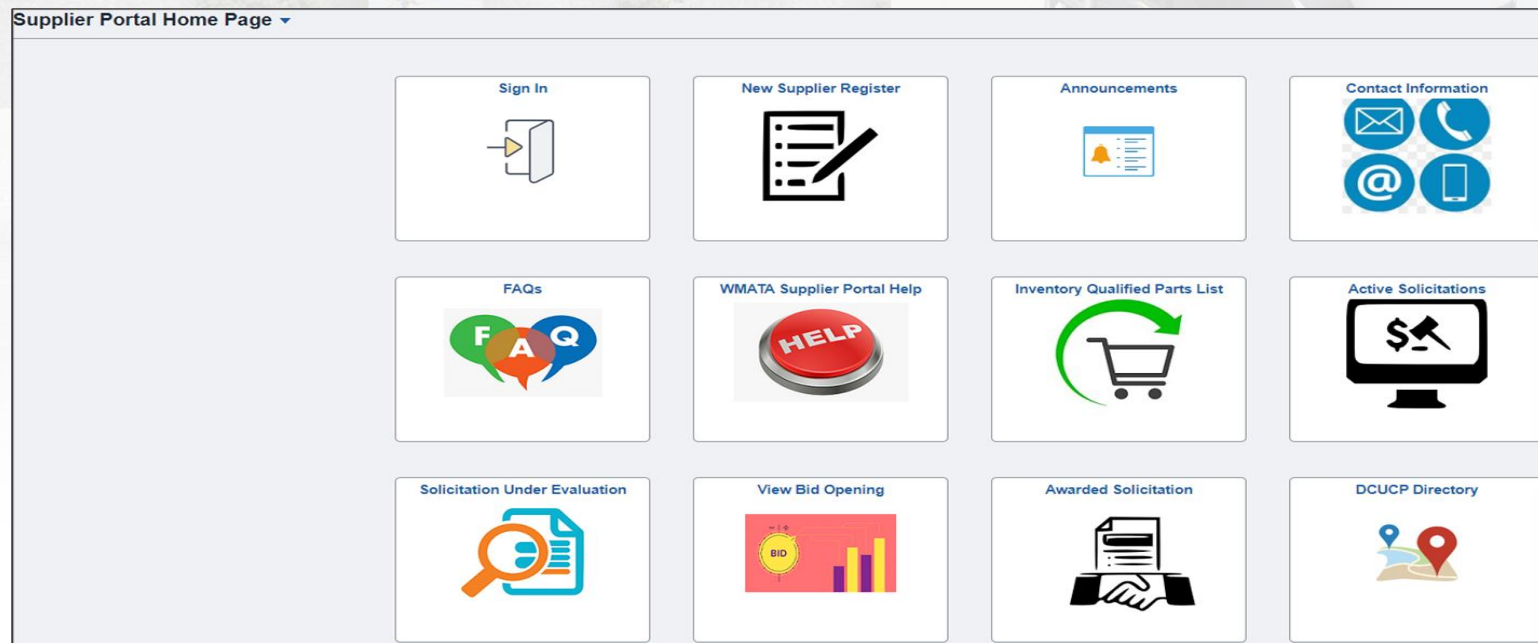
The screenshot displays the WMATA Supplier Portal website. The top navigation bar includes the WMATA logo, 'Favorites', 'Main Menu', 'Home', and 'Sign Out' links. The main content area is divided into three columns:

- Procurement Opportunities:** This column is divided into three sections: 'Active Procurement Opportunities' with links for 'Solicitations (Over \$150,000)', 'Simplified Acquisitions (Under \$150,000)', and 'Prior Procurements (Before MM/DD/YYYY)'; 'Closed Procurements Under Evaluation' with similar links; and 'Procurement Awards Issued' with links for 'Procurement Awards Issued CY2018', 'Procurement Awards Issued CY2017', and 'Procurement Awards Issued CY2016'.
- Login:** A central section for user authentication. It prompts users to 'Login here as an existing User.' and provides input fields for 'User ID:' and 'Password:'. A 'Sign In' button is located below the fields. A note states 'User ID and Password are case sensitive'. For new users, it says 'New User click here to register' and includes a link for 'I forgot my password'.
- WMATA Supplier Portal:** A section with a welcome message: 'Welcome to Washington Metropolitan Area Transit Authority (WMATA) supplier portal. The office of Procurement and Materials is dedicated to providing quality goods and services to support WMATA's mission in a professional and ethical manner while striving to exceed customer expectations. The Supplier Portal is designed to conduct business transactions in a secure self-service environment through an internet-based portal for current and potential suppliers. The Supplier Portal will be the single source for all WMATA advertised solicitations. A registered Supplier/Vendor will find the portal a convenient way to access active solicitations, submit bids/Proposals/Quotes, review Purchase Order (PO) transactions, Acknowledge PO's, provide advance shipment notices, review payments and manage vendor contact information.'
- Announcements / Supplier Links:** This column contains 'Announcements' with contact information 'CLM@wmata.com', 'Quick Reference Links' such as 'Procurement & Contracting', 'WMATA Socio-Economic Program' with links for 'Disadvantage Business Enterprise (DBE)', 'Small Business and Local Preference Program (SBLPP)', 'Small Business Enterprise (SBE)', and 'Certified Vendor Directory (DBE, SBLPP, SBE)', and 'Supplier Portal User Guides' with links for 'How to reset password', 'How to update expired password', 'How to view procurement opportunities and submit offers', 'Account management instructions for existing users', 'New user registration guide', and 'Certification Registration and Renewal'.

At the bottom of the page, there is a link for 'WMATA Privacy Policy and Legal Disclaimer'.

SUPPLIER PROFILES

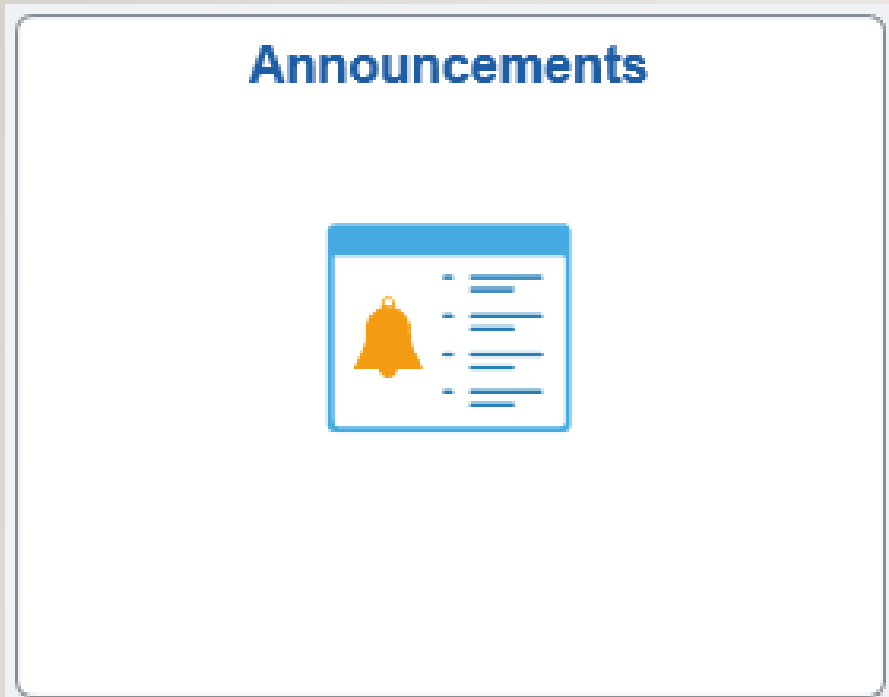
Suppliers (individuals or organizations) interested in conducting business with WMATA must complete the New Supplier Registration process on the WMATA Supplier Portal website. (<https://supplier.wmata.com>).



Doing Business with WMATA – A View of the Supplier Portal

ANNOUNCEMENTS

The Announcements tile provides announcements related to activities like WMATA Outreach events, fairs, and business changes.



Announcements

Important Notice:

System Outage and Updates:

WMATA recommend suppliers use the Microsoft Edge browser for the best user experience.

****Special Instructions to Vendors****

The Washington Metropolitan Area Transit Authority's (WMATA) fiscal year ends on June 30, 2022. Please submit all invoices for goods and services rendered during the fiscal year by COB on June 28, 2022 to the following:

Email: apinvoice@wmata.com

Mail: WMATA-Accounts Payable

PO BOX 1910

Beltsville, MD 20704-1910

Fax: 1-866-543-9063

Invoices must contain a valid and accurate WMATA Purchase Order number for prompt payment. Invalid or incomplete invoices would result in payment delays.

Should you have any questions or need further assistance, please send an email to print_suppliersupport@wmata.com.

ACTIVE SOLICITATIONS

By selecting this tile, Suppliers may view active public solicitation opportunities or solicitation notifications. This information is viewable by registered and non-registered suppliers.



View Solicitations and Bids Welcome, BASCO
User: BASCO

Enter search criteria to locate an event for viewing or placing bids.

Search Criteria

Use Saved Search:

Solicitation ID:

Solicitation Name:

Solicitation Type:

Solicitation Status:

Results Should Include:
 Request For Information
 Solicitations(Over \$250,000)
 Simplified Acquisitions(Under \$250,000)

Start Date: From: Through:

End Date: From: Through:

[Manage Saved Searches](#) [Save Search Criteria](#)

Search Results Personalize | View All | First | 1-10 of 10 | Last

Solicitation ID	Solicitation Name	End Date	Solicitation Method	Contract Id
WMATA-000008610	SOLICITATION NOTICE TO SUBCONTRACTORS - NORTHERN	12/31/2022 11:47 AM EST	RFP	
WMATA-000008662	OHAW Strategic IDIQ	06/21/2022 02:00 PM EDT	RFP	COHAW222201
WMATA-000008688	Ramp-equipped Minivan and Uplifting Services	09/01/2022 02:00 PM EDT	RFP	FACCS222218-SV
WMATA-000008706	Bike Parking Equipment, Operations and Maintenance	06/08/2022 02:00 PM EDT	IFB	FLAND222139
WMATA-000008763	UNIFIED CONTENT MANAGEMENT SYSTEM	06/10/2022 02:00 PM EDT	RFP	CIT01222160
WMATA-000008800	Dry Fire Standpipe Replacement	06/08/2022 02:00 PM EDT	IFB	FRBIR222210

AWARDED SOLICITATIONS

By selecting this tile, Suppliers may view solicitations that have been awarded and the amount of the awarded contract. This information is viewable to as far back as 2017.

Awarded Solicitations			
Solicitation ID	Solicitation Name	Award Date	Awarded Vendor
1 0000008836	Rehabilitation Kit, 999460010	06/01/2022	The Aftermarket Parts Company LLC
2 0000008433	CDULS21012 - Shop Equipment and Furniture	05/31/2022	Westex Group Inc
3 0000008433	CDULS21012 - Shop Equipment and Furniture	05/31/2022	Westex Group Inc
4 0000008760	CSCES22010 - SCWL Forklift Service	05/31/2022	Eastern Lift Truck Company Inc
5 0000008814	Forklift, Diesel, 8,000 lb. Capacity	05/23/2022	American Material Handling, Inc.
6 0000008773	New Managers Desk for CTF	05/19/2022	Adaptaspace Inc
7 0000008676	MTPD High Dynamic Range (HDR) Photography Equipme	05/12/2022	Faro Technologies Inc
8 0000008448	Contact Center Best Practices Industry Benchmark	05/02/2022	AT&T Corp
9 0000008518	RFP# CPLAN222056 - BUS PLANNING SOFTWARE	04/29/2022	Via Transportation Inc
10 0000008733	CSMNT22074, ReMarkable Tablets	04/26/2022	District Safety Products Inc
11 0000008805	Event 8805	04/26/2022	The Aftermarket Parts Company LLC
12 0000008767	Incident Management Framework Training Services	04/20/2022	LeanForward
13 0000008788	Event 8788	04/19/2022	Cummins Inc.
14 0000008412	7K SMP Overhaul of Rooftop HVAC Unit	04/12/2022	Merak North America
15 0000008559	7K SMP Truck Overhaul Kits	04/05/2022	Kawasaki Rail Car Inc
16 0000008735	Event 8735	03/23/2022	Cummins Inc.
17 0000008723	Event 8723	03/17/2022	The Aftermarket Parts Company LLC
18 0000008720	Event 8720	03/16/2022	Cummins Inc.
19 0000008720	Event 8720	03/16/2022	Johnson & Towers Baltimore Inc
20 0000008721	Event 8721	03/15/2022	The Aftermarket Parts Company LLC
21 0000008695	Event 0000008695	03/11/2022	Cummins Inc.
22 0000008708	E050019_AUTOEvent_2022-03-07	03/10/2022	Cummins Inc.

Awarded Solicitation



SOCIO-ECONOMIC SERVICES HOMEPAGE

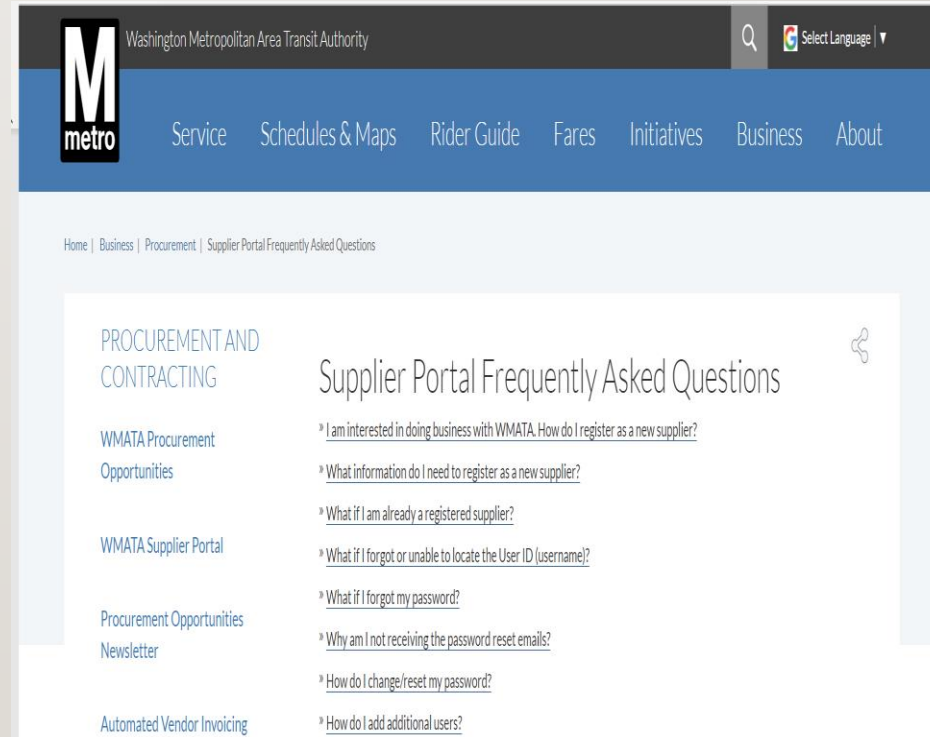
On this homepage, suppliers can submit their DBE/SBE/MBE Certification, Vendor Prompt Payment Report, Sub-Contractor Prompt Payment.



Doing Business with WMATA – A View of the Supplier Portal

FAQS

View popular Frequently Asked Questions regarding doing business with WMATA

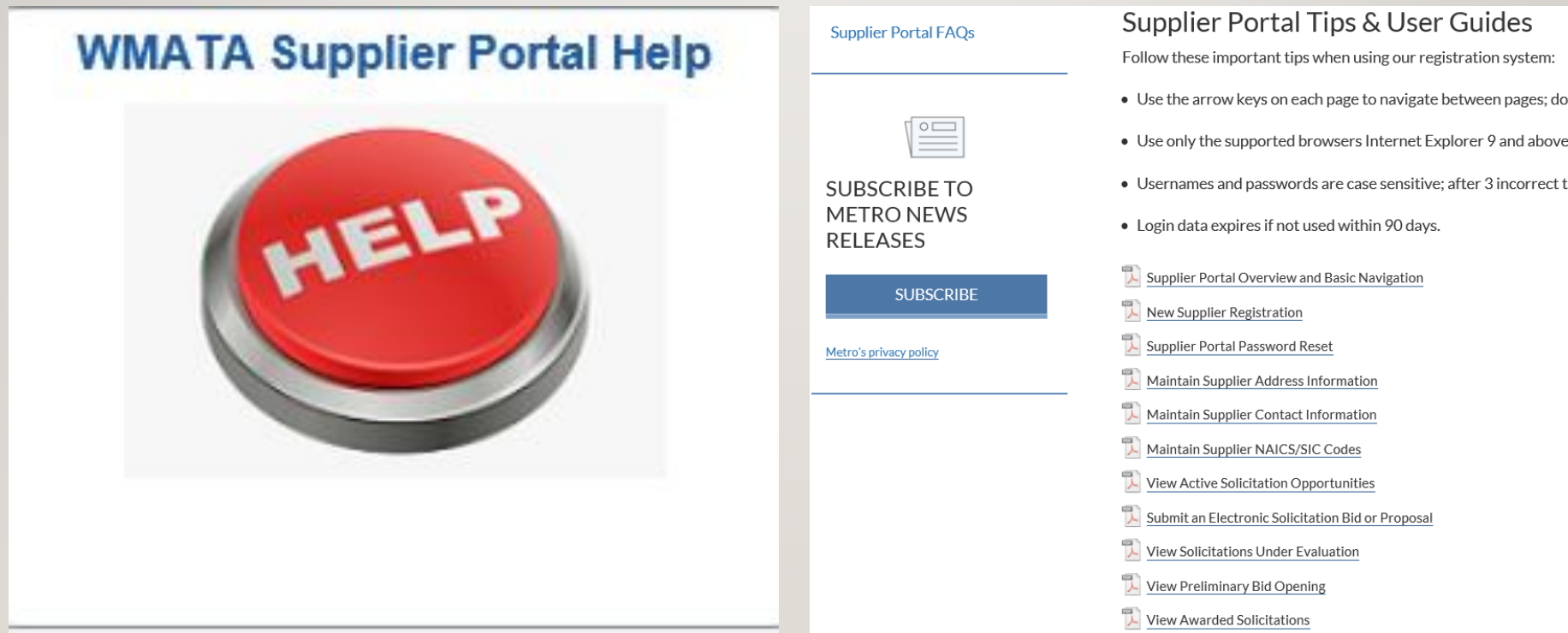


The screenshot shows the WMATA website's Supplier Portal FAQ page. At the top left is the WMATA logo (a black square with a white "M" and "metro" below it) and the text "Washington Metropolitan Area Transit Authority". To the right of the logo is a search icon and a "Select Language" dropdown menu. Below the logo is a blue navigation bar with links for "Service", "Schedules & Maps", "Rider Guide", "Fares", "Initiatives", "Business", and "About". Below the navigation bar is a breadcrumb trail: "Home | Business | Procurement | Supplier Portal Frequently Asked Questions". The main content area has a heading "PROCUREMENT AND CONTRACTING" on the left and "Supplier Portal Frequently Asked Questions" on the right. Below the heading is a list of frequently asked questions, each with a small question mark icon and a link:


- [I am interested in doing business with WMATA. How do I register as a new supplier?](#)
- [What information do I need to register as a new supplier?](#)
- [What if I am already a registered supplier?](#)
- [What if I forgot or unable to locate the User ID \(username\)?](#)
- [What if I forgot my password?](#)
- [Why am I not receiving the password reset emails?](#)
- [How do I change/reset my password?](#)
- [How do I add additional users?](#)

WMATA SUPPLIER PORTAL HELP


The WMATA Supplier Portal Help tile provides downloadable content to help you navigate throughout the WMATA Supplier Portal. There is also a link to FAQs to assist in answering commonly asked questions.



WMATA Supplier Portal Help



Supplier Portal FAQs



SUBSCRIBE TO METRO NEWS RELEASES












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[Metro's privacy policy](#)

Supplier Portal Tips & User Guides

Follow these important tips when using our registration system:

- Use the arrow keys on each page to navigate between pages; do not use the mouse.
- Use only the supported browsers Internet Explorer 9 and above or Google Chrome.
- Usernames and passwords are case sensitive; after 3 incorrect tries, you will be locked out for 15 minutes.
- Login data expires if not used within 90 days.

-  [Supplier Portal Overview and Basic Navigation](#)
-  [New Supplier Registration](#)
-  [Supplier Portal Password Reset](#)
-  [Maintain Supplier Address Information](#)
-  [Maintain Supplier Contact Information](#)
-  [Maintain Supplier NAICS/SIC Codes](#)
-  [View Active Solicitation Opportunities](#)
-  [Submit an Electronic Solicitation Bid or Proposal](#)
-  [View Solicitations Under Evaluation](#)
-  [View Preliminary Bid Opening](#)
-  [View Awarded Solicitations](#)

Multiple Ways to Engage

- Register at wmata.com
- DBE program / new MBE program
- Quarterly Procurement Newsletter
 - Highlights outreach events
 - <https://wmata.com/business/procurement/Procurement-Opportunities-Newsletter.cfm>

Questions & Key Contacts

- Capital program and project information
 - Norie Calvert, Director, Commercial Innovation and Market Outreach (nacalvert@wmata.com)
- Vendor portal
 - <https://wmata.com/business/procurement/vendor-resources.cfm>
- Specific procurements: WMATA Supplier Portal:
 - Please contact PRMT_SupplierSupport@wmata.com
- For questions related to DBE, MBE or SBE:
 - Please contact: SBPOHotline@WMATA.com



**THANK YOU
FOR YOUR TIME**
