Cabling and Equipment for Network Refresh Information Session

April 30, 2018
Agenda

• Purpose

• Intro to MWAA & the Office of Supply Chain Management

• Procurement & Contracting

• Contract Requirements

• Department of Supplier Diversity

• Q&A
Purpose

• To provide an overview of the Airports Authority Network Refresh related solicitations to potential LDBE contract participants.
  – Network Refresh Cabling Installation
  – Network Refresh Equipment

• To educate and empower the potential LDBE contract participants with the knowledge and tools required to successfully compete, win and perform.
  – Joint Venture Agreements
  – Teaming/subcontract

• The resulting contracts will support the Airports Authority effort to modernize and upgrade its network infrastructure.
Introduction to MWAA

MWAA Created

- The Airports Authority was created with consent of U.S. Congress by Acts of D.C. Council and the Virginia General Assembly

MWAA Operates DCA & IAD

- MWAA assumed operating responsibility for DCA and IAD under a 50-year lease; subsequently extended through 2067
- MWAA could access bond markets to finance capital development at the airports

Control of DTR

- VDOT transferred operational and financial control of the Dulles Toll Road to MWAA for a term through 2058 to facilitate funding of a 23-mile Metrorail system extension

Metrorail

- Metrorail Phase 1 opened for passenger service in July 2014
- Phase 2 will extend service to Dulles Airport and Loudoun County
## Department Roles & Responsibilities

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<th>Procurement &amp; Contracts</th>
<th>Supplier Diversity</th>
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<td>• Ensure integrity and fairness in the Authority’s contracting processes</td>
<td>• Ensure maximum utilization of small, local, minority and women-owned businesses in MWAA contracting opportunities</td>
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<td>• Oversee solicitations, vendor selection, negotiation, award, contract management, and reporting</td>
<td>• Conduct Small Business outreach, certification, pre- and post-award compliance, and report on Small Business participation</td>
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Airports Authority Procurement Policy

• MWAA is a public body politic and corporate, created by joint legislation between the Commonwealth of Virginia and the District of Columbia

• Metropolitan Washington Airports Act of 1986 authorized the lease of Dulles and Reagan National to MWAA, which states that MWAA:
  – “shall obtain, to the maximum extent practicable, full and open competition through the use of published competitive procedures”

• The Board of Directors adopted the Airports Authority Contracting Manual, which sets forth procurement policies and procedures
Solicitation Types

- Invitation for Bid (Equipment)
  - (est. $10 - $15M over 5 years)

- Two-Step Invitation for Bid (Cabling)
  - (est. $3 - $5M over 5 years)

The Airports Authority is Committed to Providing Full & Open Competition
Airports Authority’s Procurement Process

1. Solicitation Advertised
2. Pre-Proposal or Pre-Bid Conference
3. Amendments Issued*
4. Proposals or Bids Received
5. Oral Interviews*
6. Best & Final Offers*
7. Contract Award
8. Debriefings*

* Optional; Depending on Solicitation
Major Requirements of the Solicitation

Successful offerors **must**:

- Obtain appropriate insurance, in accordance with the solicitation
- Bonding may be required for construction depending on task issue, or as applicable
- If there is construction will need a contractor’s license in the state of Virginia (required for all construction contracts*)
- Receive certification as **LDBE** prior to contract award date

* Details available at Department of Professional and Occupational Regulation website: [www.dpor.virginia.gov](http://www.dpor.virginia.gov)
Contract Requirements (Equipment)

- The selected firm will provide the Airports Authority the ability to acquire CISCO network equipment such as:
  - Routers
  - Switches
  - Access points
  - Network security devices and its associated software licensing
Contract Requirements (Cabling)

• The selected firm will provide all necessary supervision, labor, administrative support, tools, parts, materials, supplies, equipment and transportation necessary to perform cabling installation services needed for the network infrastructure modernization project.

• The required cabling will be installed in various areas that cover more than 6 million square footage of Washington Dulles International Airport and Ronald Reagan Washington National Airport.

• Resources required:
  • Staff (Network Engineers, Technicians)
  • Cabling and Installation Components (fiber, Cat6, racks, etc.)

• Over the term of the contract the selected contractor will be issued task orders to install cabling throughout the Airports’ campuses.
The enterprise network buildout is expected to be completed in a 2 year base term focused on campus core networks, VOIP and corporate networks. Option years may be utilized for building out local networks for priority applications.

**PHASE A: Campus Buildout & VOIP**
- Campus Core Networks
- VOIP & Other Corporate Capabilities

**PHASE B: Refresh of Select Airport Systems**
- IAD Baggage Handling System
- IAD vMUSE
- IAD MUFIDS
Compliance Requirements

- **IT/Operations**: Must comply with Airport Authority’s Technology Standards.
- **Security**: Must comply the Airport Authority’s Technology Security Standards.
- **Change Management**: Must comply with Airport Authority’s Change Management Policy and Procedures in regards to Installation and Testing.
- **Building/Construction Engineering**: Must comply with Airports Authority’s standards on Building and Construction Engineering, taking into account construction constraints on historical buildings.
  - **Drawings**: Airports Authority Operations Departments and Maintenance & Engineering departments for both airports have reviewed, confirmed and approved CAD/GIS drawings, which are in conformance with the Airports Authority design manual.
  - **Permits**: The Contractor must secure the issuance of Airports Authority building permits and work permits necessary to complete the implementation of the design.
Contract Requirements; Cabling Challenges

Challenges:

- Badging – Substantial lead times
- Working across organizations (IT, Airport Operations, Maintenance/Engineering)
- Features unique to airport – Historic Terminal A, On-Going DCA construction posing logistical challenges
  - Working in operational environment 24x7x365
  - Must consider safety of passengers and other airport staff
- Insurance / Bonding/ Risk Management
- Code Compliance
Future Work

Future work may be added upon the DCA Terminal B/C Redevelopment Completion (Project Journey):

• Late 2021 or early 2022 two new checkpoints (160,000 square feet est.)
• Mid 2022 new gate concourse (Pier E – 230,000 square feet est.)

For more information on Project Journey, please visit http://www.turner-dcaprojects.com/
Basis of Award (Equipment)

- Competition will be achieved through an Invitation for Bid procurement. This solicitation may result in the award of one or more contracts.

- The proposed solicitation will request priced bids for different categories of network equipment, including routers, switches, access points, and network security devices and associated software.

- The contract award(s) will be recommended to the bidder(s) who offer(s) the most competitive pricing for one, all or a combination of categories of equipment.
Evaluation (Cabling)

- Full and open competition will be achieved by issuing a Two-Step Invitation for Bid (IFB).

- Step One: Technical proposals are first evaluated against the following criteria to determine whether they are technically acceptable:
  - Experience and Past Performance
  - Staffing Plan

- Step Two: Only those offerors who submit acceptable technical proposals will be invited to submit priced bids. The contract award will be recommended to the Offeror that provides a technically acceptable proposal at the lowest responsive price.
Keys to an Effective Proposal

• Be Innovative

• Understand the Requirement

• Demonstrate Firm’s Capability to Perform
  – Experience
  – Resources
  – Ability to Subcontract

• Provide Current and Relevant References

• Conduct Market Research (Know your Competition)

• Identify partners for joint venture

• Estimate Costs Realistically

• Follow the Submission Requirements & Perform Quality Control
Common Mistakes in Proposal Preparation

- Recycled Proposals
- Off-the-shelf / Non-customized
- Inexperience
- Outdated References
- Pricing Not Reflective of the Requirement or Market Conditions
- Unorganized Presentation
Successful Performance

- Contract award is the first of many steps to profitable and successful performance

- Know the players and their roles/responsibilities

- Request a post-award conference to:
  - Meet with the project owner and confirm understanding of expectations
  - Establish protocol – for communications, contract requirements, billing, payments, etc.
  - Seek clarification on anything that is important to your ability to successfully perform

- Owner is primarily interested in Capability and Stability
Capability & Stability

These characteristics manifest as soon as the job gets started, so:

- Have a solid project schedule and budget – and monitor both closely
- Have quality and adequate resources to perform the activities – estimates should be taken into consideration not only the cost but manpower, equipment, and materials
- Anticipate and remain adaptable to contract changes and manage budget accordingly – contractor may have to fund the initial work
- Have a solid subcontract plan – and manage those resources to minimize risk
Department of Supplier Diversity

• Established in 1989 under Board Resolution No. 89-19

• Mission: Promote and ensure regional economic development through the maximum utilization of small, local, minority and women-owned businesses in MWAA Contracting Opportunities

• Implement three Small Business Programs:
  – MWAA Local Disadvantaged Business Enterprise (LDBE)
  – Federal Disadvantaged Business (DBE)
  – Airport Concession Disadvantaged Business Enterprise (ACDBE)

• Responsible for strategic outreach, certification, pre- and post- award contract compliance and reporting
MWAA LDBE Program

- Certification available to: small businesses located within 100-mile radius of Washington, DC’s Zero Mile Marker with an average of 3 years annual gross receipt under US small business size standard

- DSD reviews all solicitations with an estimated value > $25,000 to assign LDBE participation requirements where:
  - Scope of work provides viable prime or subcontracting opportunities for LDBEs, and
  - LDBE availability provides projected adequate competition

To maximize chances of success, LDBEs should apply for only the NAICS codes that reflect their true capabilities and work experience
LDBE Contract Requirement

The Department of Supplier Diversity established a 100% Local Disadvantaged Business Enterprise (LDBE) participation requirement for both solicitations.

100% Requirement means:
• The prime contractor must be an LDBE.
• Any and all subcontractors must be LDBEs.
• If entering into a Joint Venture, all parties must be LDBEs.

There is no reciprocity, equivalent, or substitution for LDBE certification.
• To apply for certification, please visit www.mwaa.diversitycompliance.com
• If your firm is not currently LDBE-certified, you may still submit a proposal as long as the firm obtains certification by the time of award.
Supplier Diversity Management System

- On-line certification application and renewal
- Real-time monitoring of certification applications in process
- Targeted outreach for contracting opportunities
- Buyer visibility into MWAA-certified firms
- Web-based contract compliance monitoring and reporting

Visit us at www.mwaa.diversitycompliance.com
Sources of Procurement Information
www.mwaa.com/contracting

• Overview of Contracting Programs
• Current & Upcoming Contracting Opportunities
• Project eLERT
• Link to Small Business Certification Applications
• Updated Daily
Questions & Answers