

How to do Business with NTTA

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Director of Business Diversity

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Monday, November 9, 2015

Cooperative Inclusion Plan (CIP) Workshop

Business Diversity Program



NTTA

Here's how we connect with the North Texas Business Community

The mission of the Business Diversity Department is to strengthen the North Texas Tollway Authority through the inclusion of Disadvantaged, Minority, Women-Owned, and Small Business Enterprises [D/M/W/SBEs] in the procurement of goods and services.

*We
value our
diversity
partnerships
and
alliances*

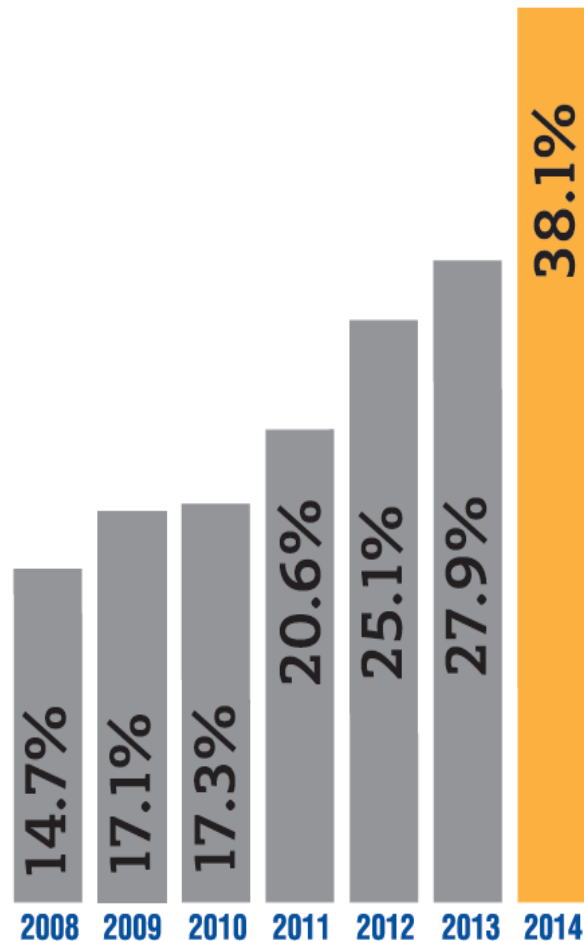
Ways to Engage with NTTA



- CIP TRAINING: Cooperative Inclusion Program
Over 300 participants
- BUSINESS DIVERSITY ADVISORY COUNCIL:
Nine members appointed by four member counties serve as community liaisons
- VENDOR OUTREACH SYMPOSIUM:
Registration, certification and business opportunities
- ROAD PROGRAM & MONTHLY BUSINESS CHATS: Relationships & Opportunities
Advancing Diversity provide business interaction and networking opportunities

Business Diversity Participation

COMBINED TOTAL D/M/WBE PARTICIPATION



D/M/WBE SPENDING BY CATEGORY



Consulting Services

38%

14%



Goods & Services

38%

48%



Professional Services

37%

35%



Construction Services

25%

40%

■ 2013 D/M/WBE Participation
■ 2014 D/M/WBE Participation



NTTA Business Diversity “2nd Wednesdays Business Chats!”

NEXT SESSION:

Wednesday, November 11th

10 a.m. – 11 a.m.

NTTA Boardroom

5900 West Plano Parkway, Suite 200, Plano, TX 75093

To RSVP, send an email to: vendoroutreach@ntta.org

Business Chat Sessions will:

- * Inform you on NTTA procurement opportunities including maintenance, project delivery, information technology
- Provides you information on how to register as a vendor
 - * Introduces you to NTTA stakeholders
 - * Enables you to get to know the Authority



Procurement Services and Business Diversity

5900 West Plano Parkway
Plano, Texas 75093

214-461-2000

Monday through Friday
8:00 a.m. until 5:00 p.m.

Ntta.org



What does NTTA Purchase?

- Roadway
 - Construction
 - Maintenance
 - Infrastructure
- Information Technology
 - Services
 - Hardware
 - Software
- Services
 - Architecture
 - Engineering
 - Temporary Contract Labor
 - Training
- Vehicles
- Building Improvements
- Other Materials and Supplies
- Tools
- Landscaping
- Training
- Uniforms
- Advertising and Marketing

NTTA's annual procurement spend is approximately \$450M - \$525M depending on ongoing projects.

NTTA Procurement Contact Information

5900 West Plano Parkway, Suite 100
Plano, TX 75093

Team Member	Title	e-mail
Ijay Nkele	Assistant Director	inkele@ntta.org
Brandy Adamson	Senior Buyer	badamson@ntta.org
Reginald Valentine	Senior Buyer	RValentine@ntta.org
Reggie Sanderfer	Senior Buyer	rsanderfer@ntta.org
Vernie Rambo	Senior Buyer	vrambo@ntta.org
Farouk Hashem	Senior Buyer	fhashem@ntta.org
Carolyn Schwartz	Buyer	cschwartz@ntta.org
Thomas Mathew	Senior Purchasing Specialist	tmathew@ntta.org
Rita Burchell	Purchasing Specialist	rburchell@ntta.org
Christi Ikeda	Purchasing Coordinator	cikeda@ntta.org

How do You Bid on an Opportunity?

- Register as an NTTA vendor on eBids
- Get certified as a D/M/W/SBE if applicable
- Download the Solicitation Package (all documents) from <https://www.ntta.org/procurement>
- Attend the Pre-Bid Conference and ask questions
- Ask for clarifications when the Solicitation Package is not clear (before the due date)
- **Be Responsive** by answering every requirement in the solicitation, every form completed, etc.
- **Be Responsible** by having the capability to perform including required bonds, insurance, etc.

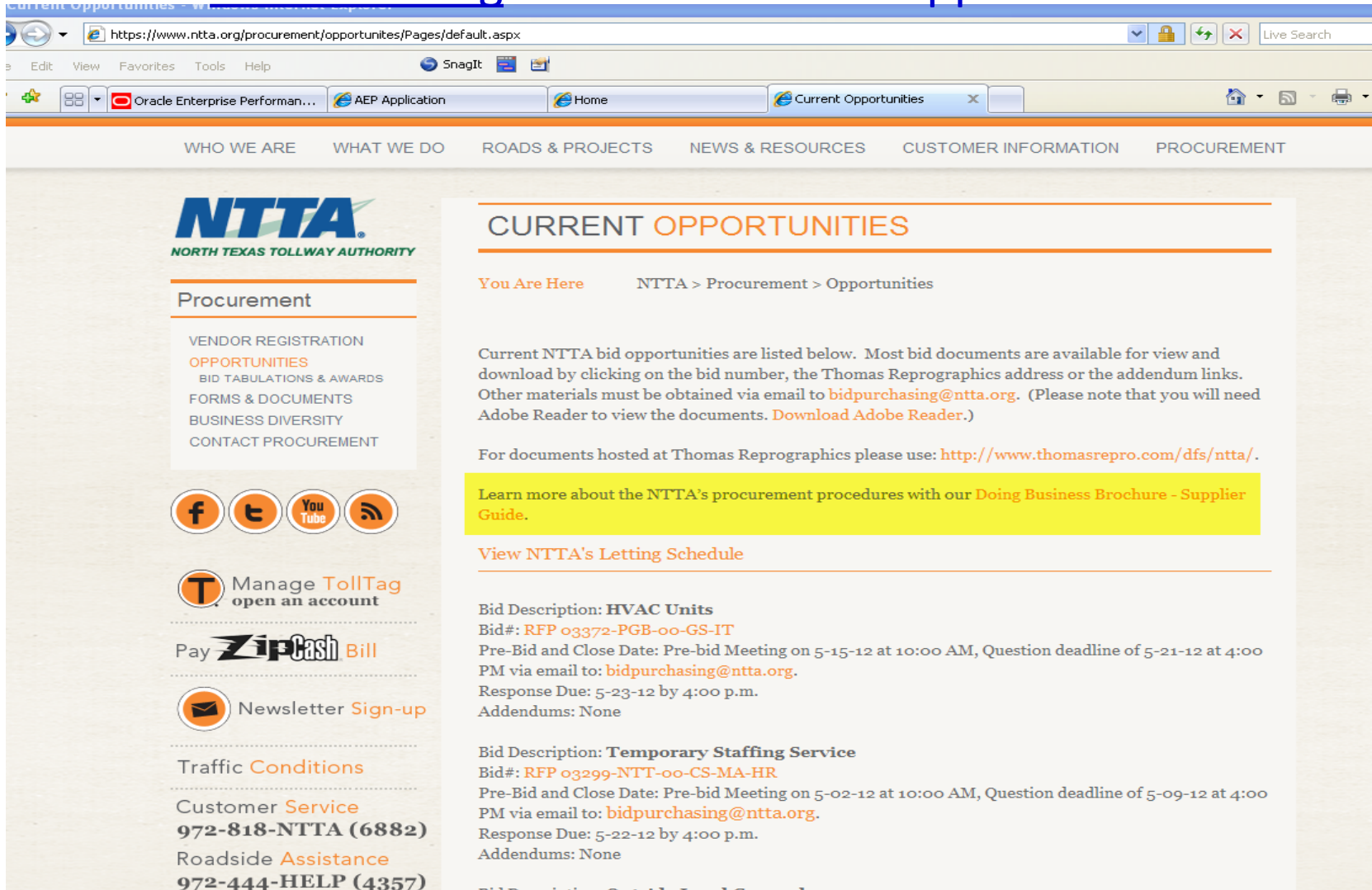
How do You Bid on an Opportunity?

(cont'd)

- Know the solicitation type
 - **Request for Qualifications** is awarded to most highly qualified vendor who has a reasonable price
 - **Request for Bid** is awarded to the lowest priced, responsive and responsible vendor
 - **Request for Proposal** is awarded based upon best value which is determined by NTTA scoring the vendor's proposal (factors are stated in the solicitation and include price)
 - **Open Market** where the NTTA buyer requests at least 3 bids from suppliers outside of eBids
- Watch the dates *** Late bids will not be considered ***
- Offer your most competitive bid/proposal

Current Opportunities!

www.ntta.org ➔ Procurement ➔ Opportunities



The screenshot shows a web browser window displaying the NTTA's Current Opportunities page. The browser's address bar shows the URL <https://www.ntta.org/procurement/opportunities/Pages/default.aspx>. The page features a navigation menu with links: WHO WE ARE, WHAT WE DO, ROADS & PROJECTS, NEWS & RESOURCES, CUSTOMER INFORMATION, and PROCUREMENT. The main content area is titled "CURRENT OPPORTUNITIES" and includes a breadcrumb trail: "You Are Here" > "NTTA > Procurement > Opportunities". The page lists two current bid opportunities, each with a description, bid number, pre-bid and close dates, question deadline, response due date, and addendums. A yellow banner promotes the "Doing Business Brochure - Supplier Guide". The left sidebar contains links for Procurement, Vendor Registration, Opportunities, Bid Tabulations & Awards, Forms & Documents, Business Diversity, and Contact Procurement. It also includes social media icons for Facebook, Twitter, YouTube, and RSS, and links to manage TollTag accounts, pay ZipCash bills, and sign up for the newsletter.

NTTA
NORTH TEXAS TOLLWAY AUTHORITY

Procurement

- VENDOR REGISTRATION
- OPPORTUNITIES**
- BID TABULATIONS & AWARDS
- FORMS & DOCUMENTS
- BUSINESS DIVERSITY
- CONTACT PROCUREMENT

CURRENT OPPORTUNITIES

You Are Here NTTA > Procurement > Opportunities

Current NTTA bid opportunities are listed below. Most bid documents are available for view and download by clicking on the bid number, the Thomas Reprographics address or the addendum links. Other materials must be obtained via email to bidpurchasing@ntta.org. (Please note that you will need Adobe Reader to view the documents. [Download Adobe Reader.](#))

For documents hosted at Thomas Reprographics please use: <http://www.thomasrepro.com/dfs/ntta/>.

Learn more about the NTTA's procurement procedures with our [Doing Business Brochure - Supplier Guide](#).

[View NTTA's Letting Schedule](#)

Bid Description: HVAC Units
Bid#: **RFP 03372-PGB-00-GS-IT**
Pre-Bid and Close Date: Pre-bid Meeting on 5-15-12 at 10:00 AM, Question deadline of 5-21-12 at 4:00 PM via email to: bidpurchasing@ntta.org.
Response Due: 5-23-12 by 4:00 p.m.
Addendums: None

Bid Description: Temporary Staffing Service
Bid#: **RFP 03299-NTT-00-CS-MA-HR**
Pre-Bid and Close Date: Pre-bid Meeting on 5-02-12 at 10:00 AM, Question deadline of 5-09-12 at 4:00 PM via email to: bidpurchasing@ntta.org.
Response Due: 5-22-12 by 4:00 p.m.
Addendums: None

Manage TollTag
open an account

Pay **ZipCash** Bill

Newsletter Sign-up

Traffic Conditions

Customer Service
972-818-NTTA (6882)

Roadside Assistance
972-444-HELP (4357)

Vendor Registration

[WHO WE ARE](#)[WHAT WE DO](#)[ROADS & PROJECTS](#)[NEWS & RESOURCES](#)[CUSTOMER INFORMATION](#)[PROCUREMENT](#)

Procurement

VENDOR REGISTRATION

- CIQ FORMS
- OPPORTUNITIES
- FORMS & DOCUMENTS
- BUSINESS DIVERSITY
 - BEST PRACTICES
 - HELPFUL LINKS
 - ANNOUNCEMENTS
 - PROGRAMS
 - EVENTS
 - CONTACT BUSINESS DIVERSITY
- CONTACT PROCUREMENT
- COOPERATIVE PURCHASING



 **Log In or**
Open an account

Pay  Bill

 Newsletter **Sign-up**

VENDOR REGISTRATION

You Are Here [NTTA > Procurement > Vendor Registration](#)

The vendor registration portal is designed to offer key information on how your company can establish a working relationship with the NTTA. You may register as an NTTA vendor to access detailed information about upcoming bid opportunities, receive opportunity updates and participate in electronic bidding.

The following information is required for vendor registration:

- NTTA vendor ID
- Federal tax ID and W9 Form
- Primary contact name, phone and email
- Company name and address
- National Institute of Governmental Purchasing (NIGP) codes (skills and services offered by your company)
- Texas Unified Certification Program codes for certified DBEs (TUCP list, DBE defined)
- Certification number, expiration date and agency for D/M/W/SBE companies (DBE, SBE, MBE, WBE defined)
- Owner gender and minority status for D/M/W/SBE companies

Register as a Vendor
Already Registered? - Sign In

www.ntta.org



• Mobility. Safety. Customers. Economy. Responsible Steward •

Vendor Registration



NTTA Procurement

[Technical Support](#) | [FAQ](#) | [Help](#)

[Log Out](#)

Logged in as: [rsanderfer1948@gmail.com](#)
Role: [Vendor Admin](#)

[Home](#)

[My Account](#)

[Solicitations](#)

Vendor - Test may 2 - Company

5/16/2014 3:14 PM Central

Company

[Contacts](#)

[Categories](#)

[BDD Certification](#)

Vendor Account Status

Account Status Active

Account Approval Approved (Last updated: Reggie Sanderfer 10/15/2013)

BDD Approval Pending

Video Tutorials

[First Time Registration](#)
[Complete Your Registration](#)
[Login / Forgot Password](#)
[Manage your Account](#)
[Getting Help](#)

Vendor Company Detail

Last Edited By Reggie Sanderfer (10/15/2013 9:44:12 AM Central)

Company Name

Company Website (URL)

Country

Address1

Address2

City

State/Province

Zip/Postal Code

Phone

Fax

Federal Tax ID

[Update](#) [Cancel](#)



• Mobility. Safety. Customers. Economy. Responsible Steward •

Identify Upcoming Opportunities

Forecast of NTTA Contracting Opportunities

5/5/2014

Est. Release Date	NIGP Code	Project Description	Department	Project Number	Contract Term	Est. Value	Buyer
2014 2Q	072 - TRUCKS (INCLUDING, DIESEL, GASOLINE, ELECTRIC, HYBRID, AND ALTERNATIVE FUEL UNITS)	Tandem Axle Dump Trucks	Maintenance	03814-NTT-00-GS-MA	Single Purchase	\$300k - \$1M	Sanderfer
2014 2Q	208 - *COMPUTER SOFTWARE FOR MICROCOMPUTERS (PREPROGRAMMED)	Document Management System	Information Technology	TBD	5 YR Base	\$300k - \$1M	Sanderfer
2014 3Q	913 - CONSTRUCTION SERVICES, HEAVY (INCL. MAINTENANCE AND REPAIR SERVICES)	DNT Deck Repair Lemon & Maple	Maintenance	TBD	5 YR Base	\$50k - \$300K	Sanderfer
2014 3Q	285 - *ELECTRICAL EQUIPMENT AND SUPPLIES (EXCEPT CABLE AND WIRE)	Electrical Supplies	Maintenance	TBD	5 YR Base	\$50k - \$300K	Sanderfer
2014 2Q	360 - FLOOR COVERING, FLOOR COVERING INSTALLATION AND REMOVAL EQUIPMENT, AND SUPPLIES	Painting and Flooring for NTTA Buildings	Maintenance	TBD	5 YR Base	\$50k - \$300K	Sanderfer
2014 3Q	075 - AUTOMOTIVE SHOP AND RELATED EQUIPMENT AND SUPPLIES	Vehicle PM & minor repair (CTP)	Maintenance	TBD	5 YR Base	\$50k - \$300K	Sanderfer
2014 2Q	075 - AUTOMOTIVE SHOP AND RELATED EQUIPMENT AND SUPPLIES	Non-OEM Automotive Parts	Maintenance	03841-NTT-00-GS-MA	5 YR Base	\$300k - \$1M	Sanderfer
2014 2Q	801 - *SIGNS, SIGN MATERIALS, SIGN MAKING EQUIPMENT, AND RELATED SUPPLIES	Sign Hardware	Maintenance	TBD	5 YR Base	\$50k - \$300K	Sanderfer
2014 2Q	485 - JANITORIAL SUPPLIES, GENERAL LINE	Janitorial Supplies	Maintenance	03797-NTT-00-GS-MA	5 YR Base	\$50k - \$300K	Sanderfer
2014 2Q	555 - METAL, PAPER, AND PLASTIC STENCILS AND STENCILING DEVICES	Aluminum and Steel	Maintenance	03815-NTT-00-GS-MA	5 YR Base	\$50k - \$300K	Sanderfer
2014 2Q	913 - CONSTRUCTION SERVICES, HEAVY (INCL. MAINTENANCE AND REPAIR SERVICES)	Chisholm Trail ETC/IT Maintenance	Information Technology	03823-CTP-00-PS-IT	5 YR Base	\$50k - \$300K	Adamson
2014 2Q	913 - CONSTRUCTION SERVICES, HEAVY (INCL. MAINTENANCE AND REPAIR SERVICES)	Total Routine Maintenance for Chisholm Trail Parkway	Maintenance	03823-CTP-00-PS-IT	5 YR Base	\$50k - \$300K	Adamson
2014 2Q	913 - CONSTRUCTION SERVICES, HEAVY (INCL. MAINTENANCE AND REPAIR SERVICES)	DNT Centerline Barrier Rehabilitation from Lemmon Ave to Inwood Rd	Maintenance	03823-CTP-00-PS-IT	5 YR Base	\$50k - \$300K	Sanderfer
2014 2Q	913 - CONSTRUCTION SERVICES, HEAVY (INCL. MAINTENANCE AND REPAIR SERVICES)	Center Line Barrier Forms for DNT Barrier Rehabilitation from Lemmon Ave to Inwood Rd	Maintenance	03823-CTP-00-PS-IT	5 YR Base	\$50k - \$300K	Sanderfer
2014 2Q	918 - *CONSULTING SERVICES	Outside Legal Counsel Evergreen Pool	Administration	03823-CTP-00-PS-IT	5 YR Base	\$10M	Sanderfer
2014 2Q	946 - FINANCIAL SERVICES	Lock Box/Custodial services	Finance	03823-CTP-00-PS-IT	5 YR Base	\$1M - \$10M	Sanderfer
2014 2Q	946 - FINANCIAL SERVICES	Bank Depository	Finance	03823-CTP-00-PS-IT	5 YR Base	\$300k - \$1M	Sanderfer
2014 2Q	952 - HUMAN SERVICES	Temporary Staffing Services	Human Resources	03823-CTP-00-PS-IT	3 YR Base, 2 Option YRs	\$300k - \$1M	Adamson
2014 2Q	958 - *MANAGEMENT SERVICES	CM Service for the Stabilization of MSE Retaining Walls along the PGBT	Maintenance	03740-NTT-00-GS-MA	1 YR	\$300k - \$1M	Sanderfer
2014 2Q		Multiple Commodity Warehouse materials	Maintenance	TBD	5 YR Base	\$50k - \$300K	Sanderfer

Attend monthly Business Chats and get more info!

Questions???



North Texas Tollway Authority

Our Mission

❖ **Provide** a safe and reliable toll road system ❖ **Increase** value and mobility options for customers ❖ **Operate** the Authority in a businesslike manner ❖ **Protect** our bondholders ❖ **Partner** to meet our region's growing need for transportation infrastructure