



SBPO Quarterly Newsletter

A Small Business Programs Office Publication

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Educational Corner

To register as a vendor in WMATA's Supplier Portal, go to wmata.com, click on Business, then click on Procurement/Contracting, scroll down to the center of the page and click on New Vendor Registration. The screen will then take you to a page where you'll enter your profile information.

What topics would you like to see presented at WMATA's Virtual Outreach Events? For example:

1. What are WMATA's Small Business Programs?
2. What forms are needed to apply for DBE Certification with WMATA?
3. What is WMATA's new MBE Program?
4. How do I market my business to WMATA during the pandemic?
5. What is the threshold amount to qualify as a DBE?

Upcoming Virtual Outreach Events

October 21, 2020 - 2:00 p.m.

Capability Statement Webinar Event

For more information, contact Edens Duphresne, Small Business Specialist, at 202-366-1930 or email dot-osdbu@dot.gov.

To register, click [here](#).

October 28, 2020

Baltimore County/Baltimore Metropolitan Council
Meet the Primes

For registration information, contact Bob Ball at rball@bcps.org

November 4-6, 2020

NIGP-75th Annual Procurement Forum

Register at nigp.com

WMATA's Procurement Fair

Moving Business to the Future

Date to be determined-coming to a virtual portal near you soon

Policy Change

Pursuant to Title 49 Code of Federal Regulations (CFR) Part 26, it is the policy of the Washington Metropolitan Area Transit Authority (WMATA) that Disadvantaged Business Enterprises (DBEs) owned by women and minorities as defined by regulations shall have a fair opportunity to compete for, and participate in, WMATA's contracts and subcontracts. WMATA assigns DBE participation goals on a contract-by-contract basis on federally funded construction contracts having a total dollar value greater than \$500,000 and on non-construction procurements (i.e. contracts for services, supplies and equipment) having a dollar value greater than \$250,000 (increased from the previous \$150,000 limit).

Helpful Links for Women-Owned Businesses

The Small Business Administration (SBA) helps women entrepreneurs launch new businesses and compete in the marketplace by connecting them with training and funding opportunities specifically for women. Learn more on SBA's website for women-owned businesses.

<https://www.sba.gov/business-guide/grow-your-business/women-owned-businesses>



Advertising Opportunities

Metro provides a unique opportunity to reach the out-of-home market in the Washington Metropolitan area. The Metrobus and Metrorail system covers all of the District of Columbia and the suburbs of Maryland and Northern Virginia. Exterior bus advertising penetrates 90% of the daily population and makes multiple impressions all over the region, throughout business districts, residential areas, and tourist attractions. Advertising in the Metrorail system provides an opportunity to target business executives, federal employees, students, and tourists.

Advertising displays are available on the sides, backs, and interiors of Metrobuses. In the Metrorail system, backlit advertising displays and the two-sheet poster displays are available in Metro stations. Advertising space is also available inside rail cars.

The sale of advertising on Metrobuses and in the Metrorail system is handled by OUTFRONT Media. For additional information on how to purchase advertising space, call Arron Bronson, OUTFRONT Media's General Sales Manager at 202-775-9115 or email Aaron.Brunson@outfrontmedia.com.

Small Business and Local Preference Program (SBLPP)

The Small Business and Local Preference Program was approved and adopted by WMATA's Board of Directors on October 20, 2005. The implementation of this program was started after a two-year pilot and trial period which begun in 2007.

The purpose of the Small Business and Local Preference Program (SBLPP) — as mandated by WMATA's Board of Directors and managed by the Office of Procurement and Materials — is to enhance contracting opportunities for small businesses in the District of Columbia, State of Maryland, and Commonwealth of Virginia. The program targets and gives preference to qualified small businesses in the procurement of goods and services where Metro award contracts for non-federally funded purchases of \$250,000 or less (simplified acquisition).

WMATA's Policy ensures that all small and local businesses have an opportunity to participate in the procurement process. To participate in the SBLPP and receive preferred status, a firm must:

- Qualify as a small business as defined by the U.S. Small Business Administration (SBA), 13 Code of Federal Regulations (CFR) 121 through (201) (See size standards)
- Have a place of business incorporated in the District of Columbia, State of Maryland, or Commonwealth of Virginia.

For any questions about the program or prompt payment questions, please email us at DBEHotline@wmata.com.

Supplier Portal Procurement Changes!

On May 18, 2020, WMATA started the electronic bidding process through its Supplier Portal. The improved functionality makes the quoting process easier and more efficient for our suppliers, as well as for WMATA. A link has been provided to the Electronic Bidding page on WMATA's website from which our supplier can view Open Solicitations, submit bids electronically, and view awards for prior solicitations issued through the website. The new system also provides automatic transmittal of bid solicitations, and will provide notifications to our vendors.

We look forward to working with you on the new Electronic bidding webpages.

Contracts and Procurement

The majority of our procured goods and services come through a competitive quote or bid process. This process allows us to hear from all interested parties and to make a decision based on what is the best fit for WMATA.

Solicitation Methods

There are a few ways we solicit goods and services from potential vendors:

- Request for Quotations (RFQ)
- Sealed Bids (IFB)
- Request for Proposals (RFP)
- Emergency Procurements



**To address any concerns or questions regarding
WMATA's Small Business Programs, contact our DBE Hotline at
dbehotline@wmata.com or 202-962-6493.**