



Washington Metropolitan Area Transit Authority

Office of Central Services Minority Business Development Division

“MBE Certification: Pathway to Procurement Opportunities”

Wednesday, March 23, 2011
Largo, Maryland





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History

- ✓ The Washington Metropolitan Area Transit Authority (METRO) was created in 1967.
- ✓ It is an interstate compact agency to plan, develop, build, finance and operate a balanced regional transportation system in the National Capital Region (District of Columbia, State of Maryland and the Commonwealth of Virginia).
- ✓ METRO began its rail system in 1969, acquired four (4) regional bus systems in 1973. The first phase of Metrorail began in 1976.
- ✓ Today there are 86 Metro stations in service within 106.3 mile network.



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Small Business & Local Preference Program

Procurement Overview

- ✓ Metro meets its customers' need for goods and services.
- ✓ Vendors provide items of satisfactory quality and price within a timely delivery schedule.
- ✓ Metro needs ... the “right item, on time and at the right price”.
- ✓ We procure approximately \$500 million in new purchases to include 200 contracts and 10,000 purchase orders.
- ✓ Metro is committed to all businesses to ensure that firms have an opportunity to participate in the procurement process.



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Small Business & Local Preference Program

Overview

- ✓ Metro's program is designed to enhance opportunities for small businesses in the District of Columbia, State of Maryland and the Commonwealth of Virginia.
- Adopted by Metro's Board in 2005.
- ✓ The program provides preference to qualified small and local businesses on **non-Federally funded** purchases under \$100,000 (simplified acquisition process).
- ✓ Qualified and registered small businesses competing against large businesses – five (5%) percent margin on their prices when bids are evaluated



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Small Business & Local Preference Program

How To Qualify

- ✓ Enhances potential contracting opportunities for small businesses located in the District of Columbia, the State of Maryland and the Commonwealth of Virginia.
- ✓ Targets and gives preference to qualified small business in the procurement of goods and services - \$100,000 or less (simplified acquisition process).
 - ❑ **Qualify as a small business – U.S. Small Business Administration**
 - ❑ **Have a place of business incorporated in the District of Columbia, State of Maryland or the Commonwealth of Virginia**
 - ❑ **Self-certify your business by completing, signing, notarizing and returning the “Declaration of Certification” affidavit (2 years)**



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Small Business & Local Preference Program

Vendor Registration System

- Go to: www.metroopensdoors.com
- ✓ Select “Business with Metro” on the bottom right hand side of the screen
- ✓ Click on: “Procurement and Contracting” on the left hand side of the screen
- ✓ First, print off the list of Category Codes which you will use during the registration
- ✓ Next, print and read the New Vendor Registration Manual
- ✓ Once you have gathered all the appropriate data, click “New Vendor Registration” and follow the instructions for the eight-step process
- ✓ Register on www.FedBid.com for contracting opportunities

Small Business & Local Preference Program

- Go to: www.metroopensdoors.com
- ✓ Select “Business with Metro” on the bottom right hand side of the screen
- ✓ Click on: Small & Local Business on left hand side of the screen
- ✓ Print “Declaration of Certification” Affidavit for Small & Local Business
- ✓ Complete Form with same Material Category Codes you entered into VRS
- ✓ Sign, notarize and mail affidavit to: Nicola Y. Shaw, Coordinator, Small and Local Business Program- WMATA, 600 – Fifth Street, NW, Room 3B-14, Washington, DC 20001



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Small Business & Local Preference Program

- ✓ **FY2010 – Total \$72,701,654.67**
Total Simplified Acquisition

- ✓ **Small and Local Businesses - Total \$36,098,790.03 (50%)**
 - ✓ **Jurisdictional Awards**
 - ✓ **District of Columbia -\$3,926,487.90**
 - ✓ **State of Maryland - \$24,487,164.23**
 - ✓ **Commonwealth of Virginia - \$7,685,137.90**



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Small Business & Local Preference Program

Necola Y. Shaw

Coordinator-SLBP

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“Moving Small Businesses in the
Right Direction”