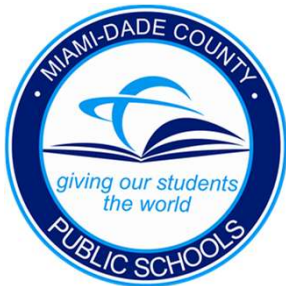


# Bidding and Contracting Opportunities with SFAA Anchors



# WHAT ANCHOR INSTITUTIONS WILL BE PRESENTING TODAY?





Annie Perez, CPPO  
Director Of Procurement

[ANNIEPEREZ@MIAMIGOV.COM](mailto:ANNIEPEREZ@MIAMIGOV.COM)  
305-416-1909 (O)



# City of Miami

## AMAZON LOCAL SELLER PROGRAM

- In 2019, City of Miami Departments placed **1,534** unique Amazon orders from **1,343** individual sellers totaling **\$992,943.58** in sales.
- The Local Seller Program helps City staff identify local sellers when making purchases through Amazon on the City's Oracle site for City purchases of goods.
- Webinar trainings to teach local and small businesses how to become sellers on Amazon – hosted by the City and Amazon Business.



## INFORMAL QUOTING WITH GOVQUOTE

- City of Miami issues its informal Invitations for Quote (IFQ) for purchases less than \$25,000 through GovQuote.
- GovQuote allows businesses to quickly and easily access quoting opportunities with the City and other governmental agencies in South Florida and beyond.
- Future system upgrades being developed, at the request of the City, will allow the City to release the informal IFQs to local suppliers first.



## A&E / CONSTRUCTION

- |   |   |
|---|---|
| • Wagner Square<br><b>Estimate: \$50,000,000</b>                  | • Repair and Reconstruction of Citywide Roads<br><b>Estimate: \$5,000,000</b> |
| • Marine Stadium Restoration<br><b>Estimate: \$40,000,000</b>     | • Douglas Park Community Center<br><b>Estimate: \$4,000,000</b>               |
| • Shenandoah Park Pool Renovation<br><b>Estimate: \$8,500,000</b> | • Legion Park Community Building Improvement<br><b>Estimate: \$2,500,000</b>  |
| • Virrick Park New Pool Facility<br><b>Estimate: \$6,500,000</b>  | • Transportation Program Support Services<br><b>Estimate: \$1,000,000</b>     |



## SPECIALTY TRADES POOL

- Projects up to \$300,000 for services including, but not limited to, general contracting, electrical, plumbing, HVAC, and roofing.
- Many of the vendors qualified under this pool are local and small businesses. In 2019 the City procured **33** projects totaling **\$2,266,469.42** in total spend.
- Easy qualification process makes joining simple. Once qualified, start receiving the notifications of upcoming opportunities today.

absolutely no cost to join the pool of qualified vendors that the City notifies



# City of Miami

## **PREQUALIFICATION POOL OF CONTRACTORS FOR CITY OF MIAMI** **CONSTRUCTION PROJECTS**

This Fall the City of Miami will issue an RFQ to create a Pool of experienced Contractors for construction projects under a tiered system based on specific disciplines and project dollar thresholds.

### **Disciplines:**

- Parks & Recreation and Community Centers
- Environmental Remediation
- General Horizontal Construction - Roadways and Right of Way Infrastructure
- General Horizontal and Vertical Construction -City Facilities
- Marine/Coastal

- Once the Pool is established and vendors are prequalified, the City will issue Invitation to Quote (“ITQ”) for construction projects to the Pool members.
- Award will be based on the lowest, responsive and responsible prequalified bidder.
- For those projects up to \$500,000, participation will be limited to Certified Small Business Enterprises certified with Miami-Dade County.

Visit our webpage [here](#) for upcoming formal solicitations and also review our [Guide to Doing Business with the City](#).

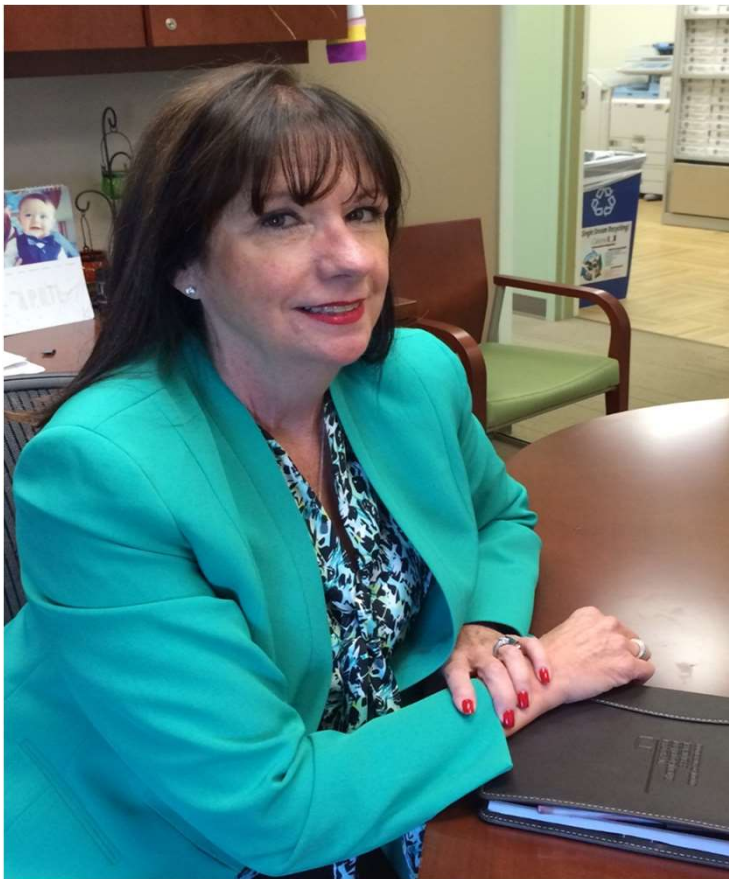
For more information on City of Miami opportunities please email Tom Flagg at [tflagg@miamigov.com](mailto:tflagg@miamigov.com).







# UNIVERSITY OF MIAMI



**Susan Montes, CPPO, C.P.M.  
Executive Director, Purchasing**



UNIVERSITY  
OF MIAMI

## Contracting Opportunities

Create specific initiatives for Black and Minority spend through AMAZON Business and GovSpend, where we can target minority suppliers.

AMAZON Business contact Kenneth Pallais [k.pallais@Miami.edu](mailto:k.pallais@Miami.edu) 305-284- 9779 or  
Annette Arriera [annette@miami.edu](mailto:annette@miami.edu) 305-284-3093

GovSpend contact Ignacio Calle [icalle@Miami.edu](mailto:icalle@Miami.edu) 305-284-8963

Stationery and Business Card RFQ (February 2021)

Estimated expenditure \$234K

Contact Tonya Rainey – [trainey@miami.edu](mailto:trainey@miami.edu), or 305- 284-8883

Telecommunication – Parts RFQ (September 2020)

Estimated expenditure \$100K

Contact Maita Beguiristain – [m.beguiristain@miami.edu](mailto:m.beguiristain@miami.edu) or 305-284-8997

Translation Services RFP (February 2021)

Estimated expenditure \$170K

Tonya Rainey – [trainey@miami.edu](mailto:trainey@miami.edu) or 305- 284-8883



## Kelly Loll, C.P.M. , Executive Director Procurement Services





# Bid Opportunities

- Bid Opportunities over \$75,000 will be posted at <https://bids.scquest.com/apps/Router/PublicEvent?CustomerOrg=FIU>
- Suppliers should register with Jaggaer's supplier network to get notified of bid opportunities at <http://go.scquest.com/SupplierSupportRequest.html>

Bid Opportunities	Estimated Release Date	Estimated Bid Amount
Travel Management Services	8/6/20 and closes on 9/9/20	Over \$1m, but multiple awards
Media Services	4 <sup>th</sup> Qtr. 2020	Over \$500,000
Electronic Medical Record Solution	4 <sup>th</sup> Qtr. 2020	Over \$200,000
Payroll Services	4 <sup>th</sup> Qtr. 2020	Over \$250,000
University Signage	1 <sup>st</sup> Qtr. 2021	Over \$500,000
Pickup and Processing Outgoing Mail Services	1 <sup>st</sup> Qtr. 2021	Over \$250,000
Tennis Court Renovation	1 <sup>st</sup> Qtr. 2021	Over \$250,000
Small Trades Services to include: Generator Repair, Painters, Pressure Washing, Fire Alarms, Electric Services, Access Control System, HVAC, Custodial Equipment Maintenance & Repair , Boilers, Steam Boilers, Fire Sprinklers, ADA Handicap Operators, Gate Operations, Window Cleaning, Plumbing, Water Quality Monitoring of Retention Ponds, Sprinkler System, Millwork / Cabinetry, Sod Repair	2 <sup>nd</sup> Qtr. 2021	Total Small Trades over \$3m, but multiple awards per trade
Integrated Email Marketing System	2 <sup>nd</sup> Qtr. 2021	Over \$100,000

# Quote and Contract Opportunities

- Quote Opportunities under \$75,000 posted at <https://app.govquote.net/openRequests/5c3e3b17f146de004e5ca0e7> suppliers should register with GovQuote's supplier network

Quote Opportunities	Estimated Release Date	Estimated Annual Amount
EOC Expansion cabling materials	4 <sup>th</sup> Qtr. 2020	Total up to \$70K
Network supplies: UPS, Patch Cords, Switches	As Needed	Total up to \$500k
Hardware purchases for inventory/staged	As Needed	Total up to \$300k
CDL Drivers for the Mammography Van	1 <sup>st</sup> Qtr. 2021	Over \$40k
MERV13 HVAC filters	1 <sup>st</sup> Qtr. 2021	\$50k
Covid-19 related PPE and cleaning supplies	1 <sup>st</sup> Qtr. 2021	Depends on need and funding

## FIU Spend by Category FY20

Category Level 1	Total Spend	Calculation 1
1 Facilities	\$58,418,949.46	23%
2 Professional Services	\$32,238,672.06	13%
3 AV IT & Telecom	\$30,332,813.33	12%
4 Non-Sourceable	\$18,199,212.38	7%
5 Utilities	\$15,398,583.64	6%
6 Human Resources	\$14,123,312.36	6%
7 Unclassified	\$13,195,673.64	5%
8 Medical & Scientific	\$12,551,803.41	5%
9 Educational Equipment	\$9,473,776.92	4%
10 Travel	\$8,787,555.07	4%
11 Marketing & Media Communications	\$7,625,798.58	3%
12 Financial	\$6,977,239.66	3%
13 Library Resources	\$6,577,405.67	3%
14 Events & Entertainment	\$5,200,750.22	2%
15 Food & Beverage	\$3,225,716.73	1%
16 Athletics	\$2,601,015.42	1%
17 Transportation & Freight	\$1,824,726.60	1%

## Contract Opportunities

- Facilities Management handles:**
- Major construction over \$2m
  - Continuing Services Agreements for AE Consultants
    - General Contractors (2022)
    - Construction Managers (2021)
  - For contract opportunities please go to <https://facilities.fiu.edu/Planning/SelectionProcess.htm>
  - For a list of approved projects go to <https://facilities.fiu.edu/planning/projectsinplanning.htm>



# Miami-Dade County Public Schools



**Junior Anderson**  
**District Director**  
**Office of Economic Opportunity (OEO)**





## MIAMI-DADE COUNTY PUBLIC SCHOOLS FORECAST LIST OF SOLICITATIONS



### Direct Procurement Opportunities

CONTRACT TITLE	RELEASE DATE	AMOUNT
Electrical Installation for the Learn to Swim Program	September 2020	\$81,040
Elevator Services Contract	September 2020	\$750,000
Specialized Repairs Rebuilding- Transmission Repair Service	September 2020	\$160,000
Teenage Parent Program (TAP) Childcare Services	September 2020	\$1,000,000
Social-Emotional Learning Mental & Emotional Health Program	September 2020	\$500,000
Custodial Paper Goods and Dispensers	October 2020	TBD
School Security Uniforms	October 2020	TBD



## MIAMI-DADE COUNTY PUBLIC SCHOOLS FORECAST LIST OF SOLICITATIONS



### Facilities Subcontracting Opportunities

CONTRACT TITLE	RELEASE DATE	AMOUNT
Annex SBAB & Parking Garage - Renovations	September 2020	TBD
Miami Arts Studio 6-12 at Zelda Glazer - Renovations	September 2020	TBD
Banyan Elementary School – New PE Shelter	September 2020	TBD
Golden Glades Elementary School - Renovations	October 2020	TBD
Lenora B Smith Elementary School – Renovations	October 2020	TBD
Miami MacArthur South Senior High School – Renovations	October 2020	TBD





**MIAMI-DADE COUNTY PUBLIC SCHOOLS**  
**Procurement Opportunities**  
**Website**



**[Procurement.dadeschools.net](http://Procurement.dadeschools.net)**



**Robert M. Ballou**  
**Officer, Economic Development and Diversity Compliance**





Established 1915  
**BROWARD**  
County Public Schools

# FORECAST LIST OF SOLICITATIONS

## Types of Solicitation & Procurement Process

<b>RFP – Request for Proposal</b>	<ul style="list-style-type: none"> <li>Used when procuring a solution for a specific need</li> <li>This applies to most services</li> </ul>
<b>RFQ – Request for Qualification</b>	<ul style="list-style-type: none"> <li>Mistaken with Request for Quote</li> <li>Used to determine if a vendor is responsible and qualified</li> </ul>
<b>RFI – Request for Information</b>	<ul style="list-style-type: none"> <li>Used to solicit information to vendors</li> <li>Used to learn about new technologies and ways to solve problems</li> <li>Helpful tool to assist with writing specs for RFP</li> </ul>
<b>ITB – Invitation to Bid</b>	<ul style="list-style-type: none"> <li>AKA Request for Quote</li> <li>Used when purchasing specific products</li> <li>Used when price is the most important factor</li> </ul>
<b>ITN – Intent to Negotiate</b>	<ul style="list-style-type: none"> <li>AKA Best &amp; Final Offer</li> <li>Used to negotiate with vendor for best price &amp; VAS</li> </ul>

**Solicitations....**

**DemandStar....**

OFFICE OF PROCUREMENT & WAREHOUSING SERVICES

← → ↻ 🔒 https://www.browardschools.com/Page/36173 ☆ ★ 📄 🗨

2020/21 School Reopening Resources

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Parents & Families | Students | Staff

**BROWARD** County Public Schools

Sign In Our Schools »

Home » BCPS Departments » Procurement & Warehousing Services » District Contracts & Bids » District Bid Opportunities (DemandStar)

**PROCUREMENT & WAREHOUSING SERVICES**

**District Bid Opportunities (DemandStar)**

Procurement & Warehousing Services utilizes DemandStar Onvia to post all current solicitation/bid opportunities and addendums for the District.

For SBBC's current solicitations and addendums [CLICK HERE](#)

**CONTACT INFORMATION**

Procurement & Warehousing Services  
7720 W Oakland Park Blvd  
Sunrise, Florida 33351

## Construction Services Minor Projects (CSMP)

The School Board of Broward County, FL - Procurement & Warehousing Services, Sunrise, FL

**ID:** ITB-FY21-115-0-2020/PHT

**Broadcast:** 08/12/2020

**Due:** 09/18/2020

**Planholders:** 110

**Watchers:** 37

**Active**

## Property and Casualty Insurance Brokerage Services

The School Board of Broward County, FL - Procurement & Warehousing Services, Sunrise, FL

**ID:** RFP-FY21-154-0-2021/CH

**Broadcast:** 08/26/2020

**Due:** 09/23/2020

**Planholders:** 12

**Watchers:** 2

**Active**





## FORECAST LIST OF SOLICITATIONS

### Gulfstream Academy of Hallandale Beach SMART Program Renovations

Active

The School Board of Broward County, FL - Procurement & Warehousing Services, Sunrise, FL

**ID:** ITB-FY21-092-0-2020/PHT

**Broadcast:** 07/30/2020

**Due:** 09/10/2020

**Planholders:** 35

**Watchers:** 17

### PARK RIDGE ELEMENTARY SCHOOL - SMART PROGRAM RENOVATIONS

Active

The School Board of Broward County, FL - Procurement & Warehousing Services, Sunrise, FL

**ID:** ITB-FY21-024-0-2021/LEP

**Broadcast:** 08/11/2020

**Due:** 09/15/2020

**Planholders:** 53

**Watchers:** 16

### School Choice Management System (FY21-142)

Active

The School Board of Broward County, FL - Procurement & Warehousing Services, Sunrise, FL

**ID:** RFP-FY21-142-0-2021/HC

**Broadcast:** 07/28/2020

**Due:** 09/15/2020

**Planholders:** 20

**Watchers:** 4

### Bair Middle School SMART Program Renovations

Active

The School Board of Broward County, FL - Procurement & Warehousing Services, Sunrise, FL

**ID:** ITB-FY21-019-REBID-0-2020/PHT

**Broadcast:** 07/31/2020

**Due:** 09/16/2020

**Planholders:** 43

**Watchers:** 18







Established 1915

**BROWARD**  
County Public Schools

## FORECAST LIST OF SOLICITATIONS

### COOPER CITY ELEMENTARY SCHOOL - SMART PROGRAM RENOVATIONS

Active

The School Board of Broward County, FL - Procurement & Warehousing Services, Sunrise, FL

**ID:** ITB-FY21-168-0-2021/LEP

**Broadcast:** 08/20/2020

**Due:** 09/24/2020

**Planholders:** 34

**Watchers:** 13

### Meadowbrook Elementary School - SMART Program Renovations

Active

The School Board of Broward County, FL - Procurement & Warehousing Services, Sunrise, FL

**ID:** ITB-FY21-023-0-2021/PHT

**Broadcast:** 08/21/2020

**Due:** 10/02/2020

**Planholders:** 32

**Watchers:** 15

### SMART Renovations - Pembroke Lakes Elementary School

Active

The School Board of Broward County, FL - Procurement & Warehousing Services, Sunrise, FL

**ID:** ITB-FY20-163-0-2020/PHT

**Broadcast:** 01/15/2020

**Due:** 12/31/2020

**Planholders:** 91

**Watchers:** 12

### Request for Small and Minority Contractors to get S/M/WBE Certification

Active

The School Board of Broward County, FL - Procurement & Warehousing Services, Sunrise, FL

**ID:** FYI-2018-02-01-0-2018/LF

**Broadcast:** 01/31/2018

**Due:** 01/31/2999

**Planholders:** 314

**Watchers:** 8







**Erlyne J. Marin, Buyer**  
**Office of Procurement Management**  
[emarin@miamigardens-fl.gov](mailto:emarin@miamigardens-fl.gov)  
(305) 622-8000 x. 2488





# City of Miami Gardens

## Office Of Procurement Management

### BIDSYNC

- Since 2015 The City of Miami Gardens issues all solicitations through BidSync [www.bidsync.com](http://www.bidsync.com).
- Vendors can register Online with BidSync for **Free**. at [www.bidsync.com/the-city-of-miami-gardens](http://www.bidsync.com/the-city-of-miami-gardens)
- **Click on Register For Free in the blue box to get started.**
- **On the Account Information page, select your state, fill in the E-mail and click VERIFY.**
- Vendors can also obtain bids from the City's website <https://www.miamigardens-fl.gov/224/Current-Solicitations-Bids> under **Current Solicitations and Bids**

### SMALL BUSINESS ENTERPRISE (SBE).

- The City of Miami Gardens Small Business Enterprise (SBE) policy applies to all City of Miami Gardens certified SBEs bidding on contracts valued at \$50,000 or below
- City of Miami Gardens certified SBEs will be granted a bid preference of ten percent on eligible contracts..
- SBEs may participate in a city contract only if they are performing a commercially useful function in the contract and are not acting as a broker.

### LOCAL VENDOR PREFERENCE

- Preference shall be awarded to licensed City of Miami Gardens local businesses
- When evaluation percentages are used and when a non-local business is the highest ranked and the ranking of a local proposer is within 10% of the ranking, then the local proposer shall proceed to negotiate.
- When a local business's price is within 10% of the lowest non-local business, then the local business can offer a best and final bid, within five days of bid opening, equal to or lower than the amount of the low bid submitted by the non-local business

### UPCOMING POTENTIAL SOLICITATIONS

- Sidewalk Replacement & Installation -Annual Contract
- Refuse Collection of Leased Containers
- Floodplain and CRS Consulting Services
- Bus Transportation Services
- Elevation Certificates and Land Survey
- Canal Right-Of-Way Landscape Maintenance
- Generator Preventative Maintenance
- Irrigation and Pump System Monitoring Services

**REGISTER WITH BIDSUNC TO BE NOTIFIED OF ACTIVE SOLICITATIONS**





# BROWARD<sup>SM</sup> COLLEGE

**Zaida Riollano**

District Director, Strategic Sourcing,  
[zriollan@broward.edu](mailto:zriollan@broward.edu)  
(954)201-7485

# Doing Business With Broward College

## REGISTRATION

### One-stop Process

Registration & Enrolment in Supplier Diversity Small Business program.

<https://www.broward.edu/about/community/vendor/index.html>

## SUPPLIER DIVERSITY PROGRAM

### Certifications Accepted:

1. Broward County Government – Small Business Division
2. Miami Dade County Government – Department of Business Development
3. Palm Beach County Government – Office of Small Business Assistance
4. School Board of Broward County – Office of Supplier Diversity and Outreach
5. Florida State Minority Supplier Development Council
6. State of Florida – Office of Supplier Diversity
7. Woman Business Enterprise National Council

# Upcoming Opportunities

Project - Title		Current Expiration Date	<b>ESTIMATED</b> Release Date / Due Date
1	<b>Body Worn Cameras and Data Evidence Management System</b>	No existing contract	8/30/2020
2	<b>Child Care Services Providers for CCAMPIS Grant</b>	No existing contract	9/30/2020
3	<b>Health Insurance Broker Services</b>	6/30/2021	10/31/2020
4	<b>HVAC - EMS Collegewide</b>	5/23/2021	9/30/2020
5	<b>HVAC Chiller Service &amp; Maintenance</b>	4/26/2021	Solicitation Due Date September 15, 2020
6	<b>Identity and Access Management Solution</b>	OneLogin	Solicitation Due Date September 8, 2020
7	<b>Plumbing Services</b>	2/15/2021	10/30/2020
8	<b>Print and Graphic Services</b>	6/30/2021	9/15/2020
9	<b>Signage Services</b>	No existing contract	9/30/2020
10	<b>TRIO Upward Bound &amp; EOC College Tours</b>	No existing contract	8/30/2020

Full scope of services will be released via DemandStar.com. Release dates are estimated and may change. For further clarification regarding the above solicitations please contact the Procurement Office at 954-201-7455. For information or questions regarding DemandStar visit, [support@demandstar.com](mailto:support@demandstar.com) or call (206) 940-0305.





**LaRae Floyd**  
**Supplier Diversity Manager**  
**954-473-7580**



## Procurement Process

- All vendors must Register prior to doing business with Broward Health  
<https://vendor.browardhealth.org>
- W9, Conflict of Interest Form (COI), Disclosure Form for Physician Ownership (FOD) (*updated every 180 days*).
- SBE/MBE/WBE Certification from one of BH's approved partners
- INFORMAL BIDS (under \$100K) - Vendor Registration System (VRS)
- Notifications are sent out via VRS (*importance of product code*)
- Quotes/Proposals submitted via VRS by Hard submission deadline
- Subject to 5% Quote Price Tolerance for Certified Diverse Vendors (CDV)
- FORMAL BIDS (over \$100K) - PSC approval required
- RFQ - Based on price. Bidder must meet all pre-established criteria.
- RFP - Qualitative evaluation. Selection committee reviews proposals during public scoring meetings.
- Apply Supplier Diversity Enhancements (*2<sup>nd</sup> Tier/Subcontracting, RFP Scoring, etc.*)

Questions:  
[bids@browardhealth.org](mailto:bids@browardhealth.org)  
[vendorrelations@browardhealth.org](mailto:vendorrelations@browardhealth.org)



## Upcoming Contracting Opportunities

### August 2020

- Time & Materials/Service Agreements for Imaging Equipment (\$9M)
- PCI Compliant Payment Processing System (\$700,000 for 5 yrs)
- Multi-Screen Video Display Wall System (\$150,000)

### September 2020

- Cooler Heater Equipment (\$200,000)
- Treasury Management Services/Banking Services (\$200,000 for 3 yrs)
- Video Management System (\$450,000 for 3 yrs)
- Bi-Directional Antenna (\$3M)
- Cash Management Services (\$170,000 for 3 yrs)

### Contacts:

LaRae Floyd, Supplier Diversity Manager @ 954-473-7580

Diana Gomez, Bids Manager @ 954-473-7289



**Caryn Mautner**  
**Technical Assistance Coordinator**  
**Internal Services Department**





# Miami-Dade County

## SMALL BUSINESS DEVELOPMENT (SBD)

GARY T. HARTFIELD – DIVISION DIRECTOR

### SMALL BUSINESS DEVELOPMENT SERVICES

- **How to Do Business with the County Workshop Series** – Next workshop to be held September 10, 2020 register at <https://mdcsbd.gob2g.com>
- **Project Review and Analysis** review all county contracts to place small business goals and measures on County projects prior to advertisement. View at <http://www.miamidade.gov/smallbusiness/projects-under-review.asp> . 10% of all spending in the County must go to a Small Business Enterprise (SBE) firm

### PROJECTS REVIEWED - TO BE ADVERTISED IN THE NEXT 30 DAYS

Industry	Contract Name	Estimated Value	Trades	Terms	SBE Goal
Const	Push Button Intersection Improvements-South	\$2.6M	Concrete work, Traffic Stripes & Markings, etc.		
Const	DSWM South Dade Landfill Facility Roofing Project	\$69,000	Roofing Contractor		
Const	Metrorail Platform Cabling Replacement	\$1.8M	Electrical contractor		
Const	Helen Sawyer Full Capacity Generator	\$1.1M	General Contractor and Electrical Contractor		
Services	Laundry Services	\$2.4M	Laundry	5 year contract	Set-Aside
Goods	Frozen Fruit Juices	\$415,000	Foods, Juice, Frozen Foods	5 year contract	Set-Aside
Services	Flight Explorer Software Support	\$228,000	Software Maintenance Support		Bid Pref
Services	International Waste Hauling and Disposal	\$18M	Hauling Services and Waste Management		
A & E	3 Projects - Rehabilitation Renovation Services Of ISD Office Buildings	\$3.3M each	Various Architectural and Engineering Trades		18% SBE Goal
A & E	2 Projects - Rehabilitation Services Of ISD Surface Lots/Parking Lots	\$1.65M each	Various Engineering Trades		18% SBE Goal
A & E	Zoo Miami - Hospital Renovation and Expansion	\$800,000	General structural Engineering		5% SBE Goal





# Miami-Dade County

## Strategic Procurement Department

Namita Uppal – Director Of Procurement

### PRE-QUALIFICATION POOL CONTRACTS FOR GOODS & SERVICE INDUSTRY

Through the solicitation for qualifications, potential contractors, suppliers, and vendors, are screened to develop a list/pool of qualified bidders who will then compete through spot market quotations, on an as-needed basis, as determined by the County.

For access to pool contracts visit <http://www.miamidade.gov/procurement/contracts.asp>

Contract Id	Contract Title	Effective Dt.	Expiration Dt.	Contract Amt.	Agent	Agent-Phone-No
<a href="#">rtq-00917</a>	UPHOLSTERY AND REFURBISHING SCV- PREQUAL	01/01/2019	12/31/2028	\$200,000.00	SOSA, KATHERINE	305-375-2851
<a href="#">RTQ-00798</a>	TRUCK SCALE PURCHASE,MAINT. AND REPAIR	09/01/2018	08/31/2028	\$2,370,000.00	Debra Butler	305-375-5663
<a href="#">RTQ-00674</a>	RENTAL TRAILERS,TRUCKS AND VANS	06/01/2018	05/31/2028	\$2,014,000.00	Debra Butler	305-375-5663
<a href="#">rtq-00888</a>	ELECTRICAL & ELECTRONIC COMPONENTS, TOOL	04/01/2019	03/31/2027	\$97,058,000.00	Ruben Mejia	305-375-1291
<a href="#">RTQ-00892</a>	PARK ITEMS FOR RESALE	03/01/2019	02/28/2027	\$6,500,000.00	Pablo Martinez	305-375-4254
<a href="#">RTQ-00880</a>	SPECIAL EVENT EQUIPMENT RENTAL	02/01/2019	01/31/2027	\$5,691,000.00	Pablo Martinez	305-375-4254
<a href="#">RTQ-00866</a>	REFLECTIVE LETTERING, STRIPING & APPLICA	01/01/2019	12/31/2026	\$3,505,000.00	Debra Butler	305-375-5663
<a href="#">RTQ-00867</a>	EMERGENCY PUSH & CLEAR AND DEBRIS REMOVA	12/01/2018	11/30/2026	\$330,500,000.00	Orlando Martinez	305-375-3805
<a href="#">RTQ-00843</a>	FENCE MATERIALS (PRE-QUAL)	11/01/2018	10/31/2026	\$1,663,000.00	Roma Campbell	305-375-3233
<a href="#">rtq-00862</a>	FIRE SUPPRESSION SERVICES	11/01/2018	10/31/2026	\$21,693,000.00	JAMES BOYLE	305-375-5073
<a href="#">RTQ-00580</a>	HYDRAULIC PARTS, SUPPLIES & REPAIR SERVI	08/01/2018	07/31/2026	\$9,937,000.00	Katherine Sosa	305-375-2851
<a href="#">RTQ-00839</a>	INSTALL, REPAIR, & MAINT SVCS FOR NEON	08/01/2018	07/31/2026	\$900,000.00	Mary Hammett	305-375-5471
<a href="#">RTQ-00694</a>	METAL TRASH AND GARBAGE CONTAINERS-PREQ	04/03/2018	04/02/2026	\$1,000,000.00	Roma Campbell	305-375-3233



# MIAMI-DADE COUNTY

## SMALL BUSINESS DEVELOPMENT (SBD)

GARY T. HARTFIELD – DIVISION DIRECTOR

### MIAMI DADE COUNTY CAPITAL DEPARTMENT CONTRACTS

**Capital Departments include:** Water & Sewer (WASD), Seaport (POM), Airport (MIA), Parks & Recreation (PROS), Transit & Public Works (DTPW), and Solid Waste Management (SWM)

Visit each Capital Department website for more details at

<https://www.miamidade.gov/global/navigation/agency-directory-departments.page>

Department	Contract Name	Estimated Value	Trades	SBE Goal
WASD	Municipal Injection Wells	<b>\$55M</b>	Construction	TBD
WASD	Secondary Clarifiers and Return Sludge PS Plant	<b>\$18M</b>	Construction	TBD
WASD	ST-2D – Electrical Distribution Building	<b>\$108M</b>	Various Trades	TBD
MIA	Concourse F Modernization	<b>\$Billion</b>	Various Trades	TBD
MIA	Central Terminal Redevelopment	<b>\$Billion</b>	Various Trades	TBD
MIA	North Terminal D60 Redevelopment	<b>\$Billion</b>	Various Trades	TBD
POM	MSC Cruises – Terminal AA / AAA	<b>\$340M</b>	Various Trades	TBD
POM	Virgin Voyages – Terminal V	<b>\$198M</b>	Various Trades	TBD
POM	South Florida Container Terminal (SFCT) – Phase II Densification	<b>\$105M</b>	Various Trades	TBD





# MIAMI-DADE COUNTY

## SMALL BUSINESS DEVELOPMENT (SBD)

GARY T. HARTFIELD – DIVISION DIRECTOR

**Register to receive Bid Solicitations at [www.BidSync.com](http://www.BidSync.com)**

**Register as a County Vendor at**

**<http://www.miamidade.gov/procurement/vendor-services.asp>**

**Register for SBE Certification at [www.mdcsbd.gob2g.com](http://www.mdcsbd.gob2g.com)**

**View County Contracts at [www.miamidade.gov/procurement](http://www.miamidade.gov/procurement)**

**Contact Small Business Development for more information at**

**[SBDmail@miamidade.gov](mailto:SBDmail@miamidade.gov)**





# MARIBEL FELICIANO

Assistant Director

Broward County Office of Economic and Small  
Business Development (OESBD)

954-357-6400

[mfeliciano@broward.org](mailto:mfeliciano@broward.org)

# Register as a Vendor and Get Certified



**Upcoming Date:  
September 29<sup>th</sup>**

## **Completing Your Local Certification Application Webinar**

**Small Business Enterprise  
(SBE) County Business  
Enterprise (CBE)**



# Current Solicitations with CBE Goals

## Bidsync Projects with CBE Required Participation:

### Bid #PNC2121056P1 - Design of Hallandale Beach Blvd and US-1 Adaptive Traffic Control Systems (Surtax)

Bid ends: September 9<sup>th</sup>  
Budgeted Amount: **\$475,000.00**  
**Goal: 30% CBE Participation**

### Bid #PNC2121131C1 - FLL North Perimeter Road Water Main Improvement

Bid ends: September 9<sup>th</sup>  
Budgeted Amount: **\$5,154,693.00**  
**CBE Reserved**

### Bid #PNC2121405C1 - District 3A Step Area 3A-N

Bid ends: September 9<sup>th</sup>  
Budgeted Amount: **\$1,909,000.00**  
**Goal: 30% CBE Participation**

### Bid #PNC2121645C1 - Utility Analysis Zone 113A

Bid ends: September 30<sup>th</sup>  
Budgeted Amount: **\$15,999,630.00**  
**Goal: 35% CBE Participation**





# Recently Recommended as CBE Reserves

**100% of the project reserved for County Business Enterprise Firms**

<b>Project</b>	<b>Estimated Amount</b>
Janitorial Services - Branch Libraries	\$2,000,000.00
Janitorial Services - BCJC	\$1,700,000.00
Janitorial Services - Large Facilities, Group 1	\$1,000,000.00
Janitorial Services - Large Facilities, Group 3	\$740,000.00
Janitorial Services - Large Facilities, Group 4	\$440,000.00
Janitorial Services - Large Facilities, Group 2	\$650,000.00
Janitorial Services - Port Everglades Facilities	\$275,000.00
Fleet Services #3 - Office and Lounge Renovations	\$449,880.00
QVL - Communications & Marketing - CBE Reserve	\$499,000.00
<b>Total</b>	<b>\$7,753,880.00</b>

**Janitorial projects may be posted by the end of November/early December**  
**Solicitations posted here...**  
**[www.broward.org/purchasing](http://www.broward.org/purchasing)**



# Recently Recommended for Sheltered Market (SBE)

**100% of the project sheltered for Small Business Enterprise Firms**

<b>Project</b>	<b>Estimated Amount</b>
Rat Elimination Services	\$28,676.03
Plantronics Headsets and Accessories	\$60,000.00
Young at Art Museum Kiln Area	\$144,000.00
Boom Truck Rental	\$40,000.00
Stainless Steel Fasteners	\$61,500.00
Flow Control Valves Replacement at District 3	\$150,000.00
Air Conditioning Parts & Supplies - Port Everglades	\$120,000.00
GC West Drive-Thru Demolition & Landscaping	\$225,000.00
Cantilevered Shade Structure at Splash Adventure	\$73,000.00

**Bid solicitations will be posted here in the upcoming months...**

**[www.broward.org/purchasing](http://www.broward.org/purchasing)**



# Recently Recommended with CBE Goals

County Funded Project	Reviewed Amount	CBE Goal
Qualified Vendor List - Communications & Marketing	\$499,000.00	25
Water Conservation Outreach - Conservation Pays	\$1,250,000.00	25
Sidewalk & Drainage Maintenance and Repairs	\$10,000,000.00	15
CB Smith Aquatic Building	\$500,000.00	25
Mills Center Parking Garage Remediation	\$610,000.00	25
Utility Analysis Zone (UAZ) 113A	\$15,999,630.00	35
PSB Fire Alarm and P. A. System Installation	\$1,241,000.00	25
Terminal 1 CBRA Room Improvements	\$17,000,000.00	20
Backflow Prevention Certification and Repair Services	\$550,000.00	25
District 3A Septic Tank Elimination Area 3A-N	\$2,161,336.46	30
Construction of Restroom/Laundry at Easterlin Park Campground	\$650,100.00	30
C1/C2 Sample Road Recharge Line	\$1,106,716.00	30
General Roadway and Bridge Maintenance Contract-Master Agreement	\$16,000,000.00	35
BSO Regional Training Center and Parking Garage	\$34,000,000.00	30
Septage Receiving Facility Operations- Administration Building	\$2,500,000.00	25
WEBSITE, CMS, CRM FOR BROWARD AVIATION, PORT, AND GFLCVB	\$4,000,000.00	25
Government Center East Annex Re-roof & HVAC Improvements	\$1,500,000.00	30
AIRPORT PLANNING CONSULTANT SERVICES	\$10,000,000.00	10
Roofing and Waterproofing Consultant	\$1,158,840.00	25
QVL - Training and Leadership Development Programs	\$275,000.00	25
Professional Security Guard Services for Port Everglades and Aviation	\$31,000,000.00	30
Broward County Supervisor of Elections Facility	\$27,000,000.00	30



**Solicitations will be posted here in the upcoming months...[www.broward.org/purchasing](http://www.broward.org/purchasing)**

# Surtax Projects – 30% CBE Goal on Eligible Projects

FY2020 Municipal Surtax Approved Projects – Cycle 1

**97 Municipal Projects**

**\$65.7M**

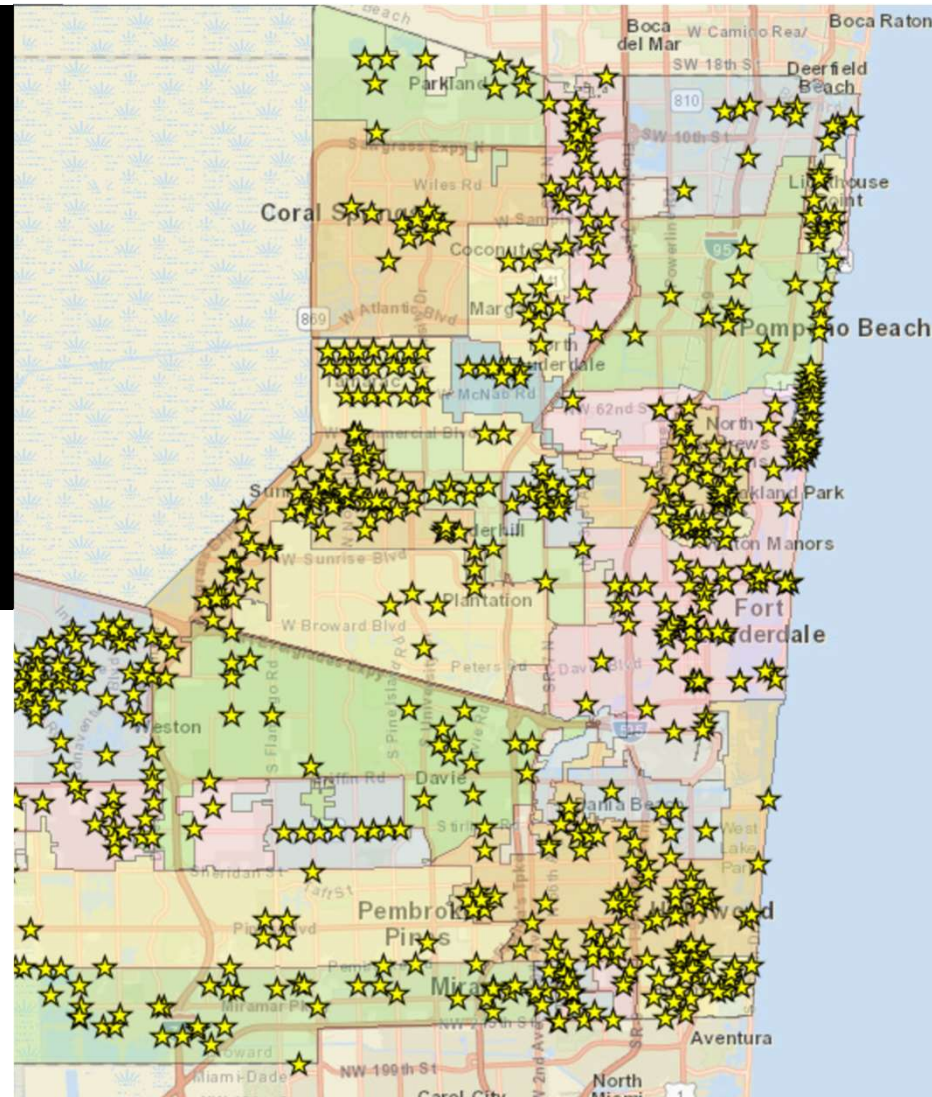
**40 Rehabilitation & Maintenance Projects**

**\$55.5M**

**TOTAL \$121.2M To Municipalities**

## BROWARD COUNTY PROJECT MAP

Proposed Transportation Surtax Project-Based  
Plan



# SURTAX PROJECTS ARE REAL – Get in the Know

PROJECT NAME	AGENCY/MUNICIPALITY	ESTIMATE AMOUNT	GOAL ASSIGNED
BCT High Capacity Transit Corridor Planning and Engineering RFP	Transit	\$10,600,000.00	30%
Construction Inspection Services for Surtax Funded Countywide Transit Bus Stop Infrastructure Program	Transit	\$3,125,000.00	30%
Consulting Services for Lighting and Sidewalk Improvements	Highway Construction and Engineering	\$1,400,000.00	32%
Countywide Intersection Improvements Prioritization Study	Highway Construction and Engineering	\$2,800,000.00	30%
SE Drainage Project	Dania Beach	\$634,805.23	30%
College Avenue Roadway Improvements Phase II	Davie	\$1,000,000.00	40%
South Ocean Drive Bridge Replacement over the Marion River	Fort Lauderdale	\$2,533,216.91	30%
HOLL-064 Industrial Park and Corridor Improvements	Hollywood	\$5,000,000.00	35%



# More MUNICIPAL surtax projects ...

Project Name	Municipality	Estimate Amount	Goal Assigned
College Avenue Phase II Roadway Improvements (CEI)	Davie	\$1,000,000.00	16%
Nova Drive Phase II Roadway Improvement Project	Davie	\$326,000.00	30%
Neighborhood Traffic Calming Program (Kimberly Boulevard and Sidewalk project -ITB# 20-04-398)	North Lauderdale	\$1,998,186.50	40%
Dixie Highway Streetscape Improvements	Pompano Beach	\$24,600,000.00	35%
NW 70th AVE Traffic Calming (TAMA-003)	Tamarac	\$528,902.00	40%

# Get in the know BEFORE SOLICITATION



## HOT TIPS -BEFORE- HOT BIDS

1. WHICH CITIES HAVE PROJECTS THAT MAY USE MY FIRM
2. KNOW WHICH CITIES TO ENGAGE WITH – LEARN THEIR PROCESS
3. SOLICITATION LANGUAGE - PRIMES MUST USE CBEs

### BROWARD COUNTY USES:



\*BidSync may be renamed in September 2020

### MUNICIPALITIES MAY USE: MUNICIPAL PROCUREMENT PORTAL



# Information about Broward County Solicitations...



**Solicitations posted here:**  
**[www.broward.org/purchasing](http://www.broward.org/purchasing)**



**Upcoming Meet and Greets with  
primes and other events:**  
**[www.broward.org/econdev](http://www.broward.org/econdev)**

4  
2  
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[EconDevInfo@broward.org](mailto:EconDevInfo@broward.org)



**THANK YOU!**

