



PRE-PROPOSAL CONFERENCE

RFP-18-33811

Computerized Maintenance Management System (CMMS) SaaS Solution

March 1, 2019, 10:00 AM

Terminal A Conference Room - Side A





Disclaimer

The information contained in this presentation is for informational purposes only

In the event of a discrepancy between the information contained herein and the RFP documents, the RFP documents will take precedence



LDBE Participation Requirements

This RFP has a 20% **Local Disadvantaged Business Enterprise (LDBE)** participation requirement and a 0% Voluntary MBE/WBE goal. Firms located within a 100-mile radius of the Washington, DC zero mile marker and whose 3 year average annual gross receipts, including all affiliates, do not exceed the specified size standards are eligible for LDBE consideration.

LDBE Size Standards:

<u>NAICS Code</u>	<u>Type of Work/Service</u>	<u>LDBE Size Standard</u>
541511	Custom Computer Programming Services	\$27.5 Million
541512	Computer Systems Integrator Services	\$27.5 Million
541513	Computer Systems Support Services	\$27.5 Million
541370	Geographic Information System (GIS)	\$15.0 Million

For any LDBE/MBE/WBE information, including other LDBE size standards, contacts the Department of Supplier Diversity at **703-417-8660**.



LDBE Certification Requirements

- Race- and gender-neutral program
- Small business, organized for profit, that is not dominant in its field
- Average annual gross receipts (based on the firm's last three years), must not exceed the small business size standard
- Must be located within a 100-mile radius of the Washington, DC's Zero Mile Marker
 - As of application date, the business has an established office where the firm's owner, management, or employees are present and conduct the firm's business on a regular and frequent basis

LDBE certification is valid for a period of 3 years
Apply for re-certification 60 days before expiration
Be specific with your NAICS code



Prime Contractor Responsibility

- Firms have to be LDBE certified by MWAA by contract award date
- LDBE Contract participation form (Exhibit D) must be submitted with Proposal
- Successful firm must submit the Letter of intent (Exhibit E) and/or the sample subcontract with the proposal or within 3 days of the request of the contracting Officer
- Successful firm must contact the Department of Supplier Diversity to schedule and complete the mandatory e-Contract Compliance trainings within 30 days from date of award letter. Required trainings include:
 - Introduction to the new System - Learn how to successfully navigate the system
 - Contract Compliance Reporting – Learn how to report subcontractors payments



Exhibit D

METROPOLITAN WASHINGTON AIRPORTS AUTHORITY
CONTRACT PARTICIPATION FORM (ORIGINAL)

Solicitation Number: _____
 Date: _____
 Offeror Name: _____
 Project Name: _____

LDBE Participation Percent Requirement: _____
 Base Contract Price: _____
 Original Contracted LDBE Eligible Participation: _____
 Original Percent Contracted LDBE Eligible Participation: _____

The Offeror shall submit the Contract Participation Form to the Contracting Officer with the offer. Please insert additional rows if needed.

LIST THE PRIME AND ALL FIRST TIER FIRMS PARTICIPATING IN THIS CONTRACT Identify whether firms are "P, S, JV, SP, B, H, MFG, in next column.	TYPE OF FIRM (see below)	FEDERAL TAX ID (also known as Employer Identification Number) nine digit number.	Enter "X" for all that apply				ADDRESS (Number, Street, City, State, ZIP)	DESCRIBE TYPE OF WORK (Electrical, Paving, etc. with notation e.g. "Labor Only", "Material Only", "Complete") Item Number if Applicable, Quantity, Unit Price	AGREED PRICE**** (Base Contract Only)	LDBE ELIGIBLE PERCENTAGE	LDBE ELIGIBLE DOLLARS
			LDBE	MBE	WBE	OTHER					
EX	SAMPLE	S	55-5555555	X	X		12345 Main Street, Washington, DC 20001	Furnish and install Structural Steel	\$985,000.00		
	Prime Contractor or Joint Venture										
P	LDBE and Non-LDBE Subcontractors, Suppliers, etc.										
1											
2											
3											
4											
5											
6											
7											
8											
9											
10											
11											
12											
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21											
TOTAL AGREED PRICE MUST EQUAL BASE CONTRACT PRICE AS SHOWN ON THE PRICE SCHEDULE											

I, _____ (Type or Print Name), a duly authorized representative of _____ (Type or Print Name of Firm or Prime Contractor) certify that the information furnished above is correct and to the best of my knowledge represents the current status of the Firm or Prime Contractor's subcontracts with the listed Subcontractors.

Signature: _____ Title: _____ Date: _____

* TYPE OF FIRM

- P = Prime Contractor (if LDBE, counts at 100%)
- S = Subcontractor (if LDBE, counts at 100%)
- JV = Joint Venture (if LDBE, counts at 100%)
- SP = Stocking Supplier/Distributor (if LDBE, counts at 60%, unless 100% LDBE Requirement)
- B = Broker, Agent, Packager (if LDBE, typically counts at 5%, unless 100% LDBE Requirement)
- H = Hauler (if LDBE, counts at 60%, unless 100% LDBE Requirement)
- MFG = Manufacturer (if LDBE, counts at 100%)

- ** MBE = A certified Minority Business Enterprise (Attach current certification letter, if applicable)
- *** WBE = A certified Women Business Enterprise (Attach current certification letter, if applicable)

(Information regarding MBE/WBE participation will be used for generalized statistical purposes and program analysis.)
 **** AGREED PRICE = For the purpose of this form, only include Base Contract value. Do not include Option Years or Alternates in this form. Post award, LDBE percentage shall be based on the current contract amount, to include any Option Years, Alternates or Modifications, as applicable. Agreed Price for each firm listed is the amount that they are self-performing and cannot include any work being subcontracted.

Exhibit E

METROPOLITAN WASHINGTON AIRPORTS AUTHORITY
LETTER OF INTENT

(Name of Prime Contractor) Contract Number _____
Location _____
Contract Name _____

(Name of 1st Tier Subcontractor (If Applicable))

- A. The undersigned LDBE intends to perform the work associated with this contract as (Check one):
 Individual Partnership Corporation Joint Venture
- B. The undersigned LDBE will perform the work associated with this contract as a (Check all that apply):
 Construction Contractor Stocking Supplier Manufacturer Stocking Distributor
 Broker, Agent, Packager Hauler Service Provider (for non-construction contracts)
- C. The undersigned LDBE will: Perform the following services Supply the following materials, equipment, supplies:

IF AVAILABLE, PLEASE ATTACH A COPY OF THE PROPOSED SCOPE OF WORK AND SUBCONTRACT AGREEMENT FOR THIS SUBCONTRACTOR.

Item Number	Detailed Description Of Scope of Work	Scope of Services (Check One)	Quantity	Unit Price
01	_____	<input type="checkbox"/> Labor Only <input type="checkbox"/> Mat Only <input type="checkbox"/> Complete	_____	_____
02	_____	<input type="checkbox"/> Labor Only <input type="checkbox"/> Mat Only <input type="checkbox"/> Complete	_____	_____
03	_____	<input type="checkbox"/> Labor Only <input type="checkbox"/> Mat Only <input type="checkbox"/> Complete	_____	_____
04	_____	<input type="checkbox"/> Labor Only <input type="checkbox"/> Mat Only <input type="checkbox"/> Complete	_____	_____

Please Attach Additional Sheets if Necessary

- D. Work described above will be performed at the following total price: \$ _____.
- E. Total Contract Amount: \$ _____
- F. Term of Contract Commencement Date: _____ Completion Date: _____
- G. _____% of the dollar value of the subcontract will be performed by (check if applicable):
 Non-LDBE contractors Non-LDBE suppliers.

The undersigned will enter into a subcontract consistent with the above upon execution of a contract between the Prime Contractor and the Authority: (NOTE: SIGNATURES MUST BE DATED)

(Print or Type Name of LDBE Firm) Agreed To _____
(Print or Type Name of Prime Contractor)

By _____
(Print or Type Name and Title) _____
(Print or Type Name and Title)

(Signature) _____
(Date) _____

(Signature) _____
(Date) _____

(Print or Type LDBE's Certification Expiration Date)

FOR MWA A USE ONLY

MWAA DSD Specialist's Approval \$ _____
 (Enter The Amount of Contract Approved for LDBE Participation) _____
 (Signature) _____ (Date) _____

MWAA/DSD 03/2017



Supplier Diversity Management System

- Online contract compliance monitoring
- On-line certification application and renewal
- Real-time monitoring of certification applications in process
- Targeted outreach for contracting opportunities
- Contractor visibility into MWAA directory of certified firms

mwaa.diversitycompliance.com



Supplier Diversity Management System

 [Log In](#)

About the System

Additional information for our users

[Information for Vendors](#)

Upcoming Events & Conferences

See upcoming events and program related information

[Meetings](#)

[Events](#)

Vendor Certification

Search and/or join our database of certified vendors

[Certification Directory](#)

[Apply for Certification](#)

System Training

Learn how to fully utilize our system with a live trainer

[See Online Training Times](#)

Find a ACDBE/DBE Firm

[SBSD ACDBE/DBE Directory](#)



Summary of Solicitation

- Procurement Method: Best Value Trade Off
- The technical merit of the proposal is significantly more important than the price, and price must be fair, reasonable and affordable.
- The Airports Authority may select other than the lowest price proposal if it is determined by value analysis, or technical/cost tradeoffs, that the proposal is most advantageous.
- Price becomes more important as proposals become more technically equivalent.




Summary of Solicitation

- Estimate: Up to \$6,000,000 over 10 years
- Performance Period: Five (5) year base period from go-live date
- Option Years: One (1) five (5) year option, at the discretion of the Airports Authority
- Anticipated Contract Award: Third quarter, 2019
- Contract Type: Fixed unit-price
- Terms and Conditions are not negotiable in any material way. Contractors are encouraged to ask questions or clarifications during the Q&A period

Proposal Requirements

- Proposals are due March 26, 2019 NLT 2:00 PM (EST) at the address identified on the solicitation



Metropolitan Washington Airports Authority Procurement and Contracts Dept., MA-29 2733 Crystal Drive Arlington, VA 22202		1. FOR INFORMATION CALL NAME: Cedric Kinlow TELEPHONE NUMBER: <i>(No Collect Calls)</i> 703-417-8660	
2. SOLICITATION NUMBER RFP-18-33811	3. TYPE OF SOLICITATION REQUEST FOR PROPOSALS (RFP)		4. DATE ISSUED February 14, 2019

- Refer to Section X, Attachment 02, Evaluation Criteria and Proposal Submission Requirements



Proposal Submissions

Part 1 – Representation Package

Submit an original and one (1) copy of the following documents in the Representation Package envelope:

- a. Solicitation Offer and Award
- b. Representations and Certifications (Section IV)
- c. LDBE Certification Exhibits as applicable:
 - Exhibit A, Voluntary Efforts to Obtain MBE/WBE Participation
 - Exhibit F, LDBE Certification Application or proof of certification
 - Exhibit G, Application for Joint Venture Eligibility
 - Exhibit H, Request for Waiver
 - Exhibit I, LDBE Unavailability Certification
- d. Insurance Liability Provision 15, Section VII
- e. Insurance Affidavit, Section X – Attachment 03

The electronic copy of the Representation Package must be submitted in PDF format on the USB Flash Drive within Envelope 4 as part of the Electronic USB Flash Drive Package.



Proposal Submissions

Part 2 – Price Proposal

- Submit an original and one (1) copy of the following documents:
 - Price Schedule, Section III
 - Contract Participation Form, Exhibit D

The electronic copy of the Price Schedule must be submitted in its original Microsoft Excel Format on the USB Flash Drive within Envelope 4 as part of the Electronic USB Flash Drive Package. A PDF copy may be included.



Exhibit D

**METROPOLITAN WASHINGTON AIRPORTS AUTHORITY
CONTRACT PARTICIPATION FORM**

Check One: Original Revised Date: _____ Contract No.: _____

Name of Offeror: _____ Project Name: _____

Original Contracted LDBE Participation: \$ _____ Original Percent Contracted LDBE Participation: _____ %

The Offeror shall submit the Contract Participation Form to the Contracting Officer with the offer. Please attach additional sheets if needed.

EX	SAMPLE	TYPE OF FIRM (see below)	FEDERAL TAX ID (also known as Employer Identification Number) nine digit number.	Enter "X" for all that apply				ADDRESS (Number, Street, City, State, ZIP)	DESCRIBE TYPE OF WORK (Electrical, Paving, etc. with notation e.g. "Labor Only", "Material Only", "Complete") Item Number if Applicable, Quantity, Unit Price	AGREED PRICE
				LDBE	MBE **	WBE ***	OTHER			
		S	55-5555555	X	X			12345 Main Street, Washington, DC 20001	Furnish and install Structural Steel	\$986,000.00
1										
2										
3										
4										
5										
6										
7										
8										
9										
10										
11										
12										
13										
14										
15										
16										
17										
TOTAL AGREED PRICE MUST EQUAL TOTAL OFFERED PRICE:										

I, _____, a duly authorized representative of _____, certify that the above information is true and correct.
(type or print name) (name of firm)

Signature: _____ Date: _____

TYPE OF FIRM

*P = Prime Contractor
S = Subcontractor
JV = Joint Venture

SP = Stocking Supplier/Distributor
B = Broker, Agent, Packager
H = Hauler
MFG = Manufacturer

** MBE = A certified Minority Business Enterprise (Attach current certification letter)
*** WBE = A certified Women Business Enterprise (Attach current certification letter)
(Information regarding MBE/WBE participation will be used for generalized statistical purposes and program analysis.)



Proposal Submissions

Part 3 – Technical Proposal

- Submit an original and nine (9) copies in the Technical Proposal envelope:
 - Do not include any reference to price
 - Submit on typewritten 8 ½ x 11” plain white paper
 - Assemble in a three ring binder or staple. No other binding methods are acceptable
 - Do not exceed fifty (50), double-spaced, single sided pages. Exhibits and samples of previous work are not included in the 50-page limit
 - Address the evaluation criteria in the order they are presented

The electronic copy of the Technical Proposal must be submitted in PDF format on the USB Flash Drive within Envelope 4 as part of the Electronic USB Flash Drive Package.



Proposal Submissions

Part 4 – Electronic Package

- Submit a single USB Flash Drive containing an electronic copy of the following in the Electronic USB Flash Drive Package:
 - PDF of Representation Package
 - Microsoft Excel Format of Price Schedule (PDF may be included)
 - PDF of Technical Proposal



Evaluation Criteria

Criterion 1: Past Performance

Criterion 2: Product Capability

Criterion 3: Integration Experience



Contract Scope

The Airports Authority utilizes three (3) decentralized Computerized Maintenance Management Systems (CMMS) to manage assets. IAD currently uses FM1j Version 6.0.348q (original vendor, Caver Morehead Systems) and DCA uses TMS OnSite version 2012.5.5.22 (Accruent) for facility maintenance management. Both airports use Ron Turley Associates RTA version 7.2 for fleet management.

The SaaS CMMS solution must replace the two (2) existing facility systems with a single solution. The solution must allow Airports Authority to utilize a single interface to manage both IAD and DCA requirements.

The SaaS CMMS solution must have the capability to accept application interfaces with ESRI ArcGIS (version 10.2), Workday (Financial and Inventory Management), and BUILDER SMS (version 3.3.13.5) platforms currently in use at both airports.

The Contractor must provide a SaaS CMMS solution and all related services, to include licensing, data migration, configuration, implementation, training, and maintenance services.

Included in the implementation the Contractor must provide recommendations of industry best practices and principles for facility asset management as it relates to process workflows and data standards along with accompany key performance indicators and measures.



On-Line Resources

- The Pre-Proposal Conference Attendees List and this presentation will be posted to the Airports Authority website
- All questions must be submitted through the Airports Authority website by 3:00 PM March 6, 2019
- Answers to all questions received will be posted on-line, and all registered Planholders will be notified



Planholders List

**PLANHOLDER LIST FOR SOLICITATION RFP-18-33811
COMPUTERIZED MAINTENANCE MANAGEMENT SYSTEM, NATIONAL AND DULLES AIRPORTS**

CONTRACTOR NAME	PRIMARY CONTACT	STREET ADDRESS	CITY, STATE, ZIP	PHONE NUMBER	FAX NUMBER	HOW FIRM INTENDS TO PARTICIPATE IN SOLICITATION				
						PRIME	J.V.	SUB	SUPPL	OTHER
1. ARORA ENGINEERS, INC.	ALEX RALLI	ONE EAST PRATT STREET, SUITE 803	BALTIMORE, MD 21202	301-580-8144		X	X	X	X	
2. ASM RESEARCH, LLC	CARL JOHNSON	4050 LEGATO ROAD	FAIRFAX, VA 22033	571-524-8839		X		X		
3. BLACK FOX, LLC	MARCELLUS WADE	9250 BENDIX ROAD, UNIT 409	COLUMBIA, MD 21045	202-836-1968	410-313-7515	X		X		
4. CGI	KATHLEEN GALVIN	11325 RANDOM HILLS ROAD	FAIRFAX, VA 22030	404-275-3140	703-267-7291	X				
5. CORESPHERE, LLC	RAJ BARTAKKE	10411 MOTOR CITY DRIVE, SUITE 410	BETHESDA, MD 20817	703-980-4953		X		X		
6. DULLESSYSTEMS, INC.	JAYAKUMAR SATAPATHY	42913 VIA VENETO WAY	ASHBURN, VA 20148	571-265-8977		X	X	X		
7. GCR, INC.	STEPHEN BLESSING	2021 LAKESHORE DRIVE, SUITE 500	NEW ORLEANS, LA 70122	720-326-9361	504-304-2525	X				
8. GENESIS CONSULTING PARTNERS, LLC	NICK	5207 HICKORY PARK DRIVE	GLEN ALLEN, VA 23059	804-523-8007		X				
9. GRESHAM SMITH AND PARTNERS	SAM MEHTA	40274 SANTA TERESA COMMON	FREMONT, CA 94539	650-799-1941				X		
10. INFOR	JASON FARROW	12100 SUNSET HILLS ROAD, 3RD FLOOR	RESTON, VA 20190	908-752-1392						
11. INQ, LLC	KIM ANDERSON	1119 TOWLSTON ROAD	MCLEAN, VA 22102	571-766-8326				X		
12. JAALANAI, LLC	ANTHONY JAMES	2200 PENNSYLVANIA AVENUE NW, 4TH FLOOR EAST	WASHINGTON, DC 20037	888-730-0008				X		
13. JRF MANAGEMENT CONSULTING, LLC	JACQUELINE RODRIGUES-FONTES	11623 LEESBOROUGH CIRCLE	SILVER SPRING, MD 20902	301-858-2198	888-287-7809	X	X			X
14. OBSIDIAN GLOBAL, LLC	JOHN MAYO	1010 WISCONSIN AVENUE, SUITE 625	WASHINGTON, DC 20007	202-847-8100		X				
15. OST, INC.	DEVENDRA	1676 INTERNATIONAL DRIVE, SUITE 1100	MCLEAN, VA 22102	703-462-9700		X		X		
16. PEAK TECHNOLOGY SOLUTIONS, INC.	MOHAMMAD TARIQ	1627 K STREET NW, SUITE 400	WASHINGTON, DC 20006	202-776-7196				X		
17. SENTZ CONSULTING, INC.	LLOYD CAVEY	73 EAST FORREST AVENUE, SUITE 140-C	SHREWSBURY, PA 17361	410-441-4343		X	X	X	X	
18. SOFTTHINK SOLUTIONS	DAVID GAMZON	560 HERNDON PARKWAY, SUITE 100A	HERNDON, VA 20170	443-838-7331	703-738-7447	X	X	X		
19. STARBOARD CONSULTING	DICK HUGHES	2170 WEST STATE ROAD 434, SUITE 124	LONGWOOD, FL 32779	407-622-6414	407-622-6417	X		X		
20. STELLAR SERVICES, INC.	CHUCK ROMOSER	70 WEST 36TH STREET, 7TH FLOOR	NEW YORK, NY 10018	609-752-6424	212-432-2848	X				
21. VTECH SOLUTION, INC.	VISHAKHA VADDORIYA	1100 H STREET NW, SUITE 405	WASHINGTON, DC 20005	202-394-5814				X		
22. ZENTECH	JACQUELINE YANG	8300 BOONE BOULEVARD, SUITE 500	VIENNA, VA 22182	703-332-9633				X		



QUESTIONS?



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@Reagan_Airport

@Dulles_Airport

@Dulles_Toll_Road



reaganairport

FlyDulles

dullestollroad

