PRE-PROPOSAL CONFERENCE

RFP 1-17-C069
Airside Snow Removal & Ice Control Services, Dulles Airport
June 20, 2017
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 **100% Local Disadvantaged Business Enterprise (LDBE)** participation requirement. Firms located within a 100-mile radius and whose 3 year average gross receipts, including all affiliates, do not exceed the specified size standards are eligible for consideration.

### LDBE Size Standards:

<table>
<thead>
<tr>
<th>NAICS Code</th>
<th>Type of Work/Service</th>
<th>LDBE Size Standard</th>
</tr>
</thead>
<tbody>
<tr>
<td>237310</td>
<td>Highway, Street &amp; Bridge Construction</td>
<td>$20.5 Million</td>
</tr>
<tr>
<td>238910</td>
<td>Site Preparation Contractors</td>
<td>$15.0 Million</td>
</tr>
<tr>
<td>484220</td>
<td>Hauling/Trucking Services</td>
<td>$27.5 Million</td>
</tr>
<tr>
<td>488490</td>
<td>Snow Removal / Other Support Activities to Transportation</td>
<td>$7.5 Million</td>
</tr>
<tr>
<td>561730</td>
<td>Landscaping Services/Snow Removal</td>
<td>$7.5 Million</td>
</tr>
</tbody>
</table>
LDBE Participation Requirements cont.

For any LDBE/MBE/WBE information, including other LDBE size standards, contacts the Supplier Diversity Department at 703-417-8625
Summary of Solicitation

• Procurement Process: Best Value RFP
  • The technical merit of the proposal is significantly more important than the price, and price must be fair, reasonable and affordable

• Contract Term: Five (5) year base from the effective date of the contract with one (1) five year option period to be exercised at the Authority’s discretion. Each winter season is defined as the period beginning November 1st through April 30th.

• Anticipated Contract Award: October 2017

• Contract Type: Combination firm-fixed/unit-price contract

• Term 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 July 11, 2017 NLT 2:00 PM (EST) at the address identified on the solicitation.

- Proposals shall be submitted in three (3) parts, each in a separate sealed envelope. 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:

- Solicitation Offer and Award Page, Section I
- Representations and Certifications, Section IV
- Special Provisions, Use of Contract by Other Jurisdictions, Section VI
- 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
- Insurance Affidavit, Section X – Attachment 04
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
<table>
<thead>
<tr>
<th>TYPE OF FIRM</th>
<th>FEDERAL TAX ID</th>
<th>ADDRESS</th>
<th>DESCRIBE TYPE OF WORK</th>
<th>AGREED PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>EX SAMPLE</td>
<td>S 55-5555555</td>
<td>12345 Main St, Washington, DC 20001</td>
<td>Furnish and install Structural Steel</td>
<td>$996,000.00</td>
</tr>
</tbody>
</table>

1. ____________________________, a duly authorized representative of ____________________________, certify that the above information is true and correct.

Signature: ____________________________

Date: ____________________________

**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.

Rev. 07/2007

1-17-C069: Airside Snow Removal & Ice Control Services, Dulles Airport
Proposal Submissions

Part 3 – Technical Proposal

• Submit an original and four (4) copies:

  • Do not include any reference to price
  • Submit on typewritten 8 1/2 x 11” plain white paper
  • Assemble in a three ring binder or staple. No other binding methods are acceptable
  • Do not exceed twenty five (25), double-spaced, single sided pages. Exhibits and samples of previous work are not included in the 25-page limit
  • Address the evaluation criteria in the order they are presented
Evaluation Criteria

Criterion 1: Past Performance and Qualifications

Criterion 2: Project Understanding

Criterion 3: Management Plan
Contract Scope

The Contractor shall provide necessary supervision, services, equipment, fuel, supplies and labor necessary to accomplish all snow removal and ice control services required for portions of the airside of Dulles International 24 hours per day, seven (7) days a week, including all holidays, during the Contractual Winter Season - November 1 thru April 30.

Base Services include fixed pricing for up to 10 inches of snow and is adjusted in 4 inch increments per accumulation.
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 June 23, 2017

• Answers to all questions received will be posted on-line, and all registered Planholders will be notified
# Planholders List

**PLANHOLDER LIST FOR SOLICITATION 1-17-C069**  
**AIRSIDE SNOW REMOVAL & ICE CONTROL SERVICES, DULLES AIRPORT**

<table>
<thead>
<tr>
<th>CONTRACTOR NAME</th>
<th>PRIMARY CONTACT</th>
<th>STREET ADDRESS</th>
<th>CITY, STATE, ZIP</th>
<th>PHONE NUMBER</th>
<th>FAX NUMBER</th>
<th>HOW FIRM INTENDS TO PARTICIPATE IN SOLICITATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. ALLIANCE CONSTRUCTION SOLUTIONS, INC.</td>
<td>SAAD DORGHAM</td>
<td>14210 SULLYFIELD CIRCLE, SUITE D</td>
<td>CHANTILLY, VA 20151</td>
<td>703-346-6130</td>
<td>703-755-5210</td>
<td>X</td>
</tr>
<tr>
<td>2. ATLANTIC CONTRACTING &amp; MATERIAL COMPANY, INC.</td>
<td>DANN NASH</td>
<td>9712 DORVAL AVENUE</td>
<td>UPPER MARLBORO, MD 20772</td>
<td>703-872-7647</td>
<td>703-872-7687</td>
<td>X</td>
</tr>
<tr>
<td>3. SNOW SYSTEMS</td>
<td>TREVOR BIEBRACH</td>
<td>600 WOLF COURT</td>
<td>WHEELING, IL 60090</td>
<td>847-687-1478</td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>4. SNOWGO</td>
<td>JEFFREY LIMANOWSKI</td>
<td>P.O. BOX 12148</td>
<td>PENSACOLA, FL 32501</td>
<td>630-276-8729</td>
<td></td>
<td>X</td>
</tr>
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QUESTIONS?