



# Doing Business with the Airports Authority

Engineering Industry Day  
May 16, 2017

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# Agenda

- Introduction to MWAA
- Office of Supply Chain Management
- Procurement & Contracting
- The Airports Authority's Local Disadvantaged Business Enterprise Program
- Sources of Information
- Procurement Planning & Next Steps



# Introduction to MWAA

Ronald Reagan Washington National Airport



1986

Washington Dulles International Airport



1987

Dulles Toll Road



2008

Dulles Corridor Metrorail



2014

## MWAA Created

- The Airports Authority was created with consent of U.S. Congress by Acts of D.C. Council and the Virginia General Assembly

## MWAA Operates DCA & IAD

- MWAA assumed operating responsibility for DCA and IAD under a 50-year lease; subsequently extended through 2067
- MWAA could access bond markets to finance capital development at the airports

## Control of DTR

- VDOT transferred operational and financial control of the Dulles Toll Road to MWAA for a term through 2058 to facilitate funding of a 23-mile Metrorail system extension

## Metrorail

- Metrorail Phase 1 opened for passenger service in July 2014
- Phase 2 will extend service to Dulles Airport and Loudoun County

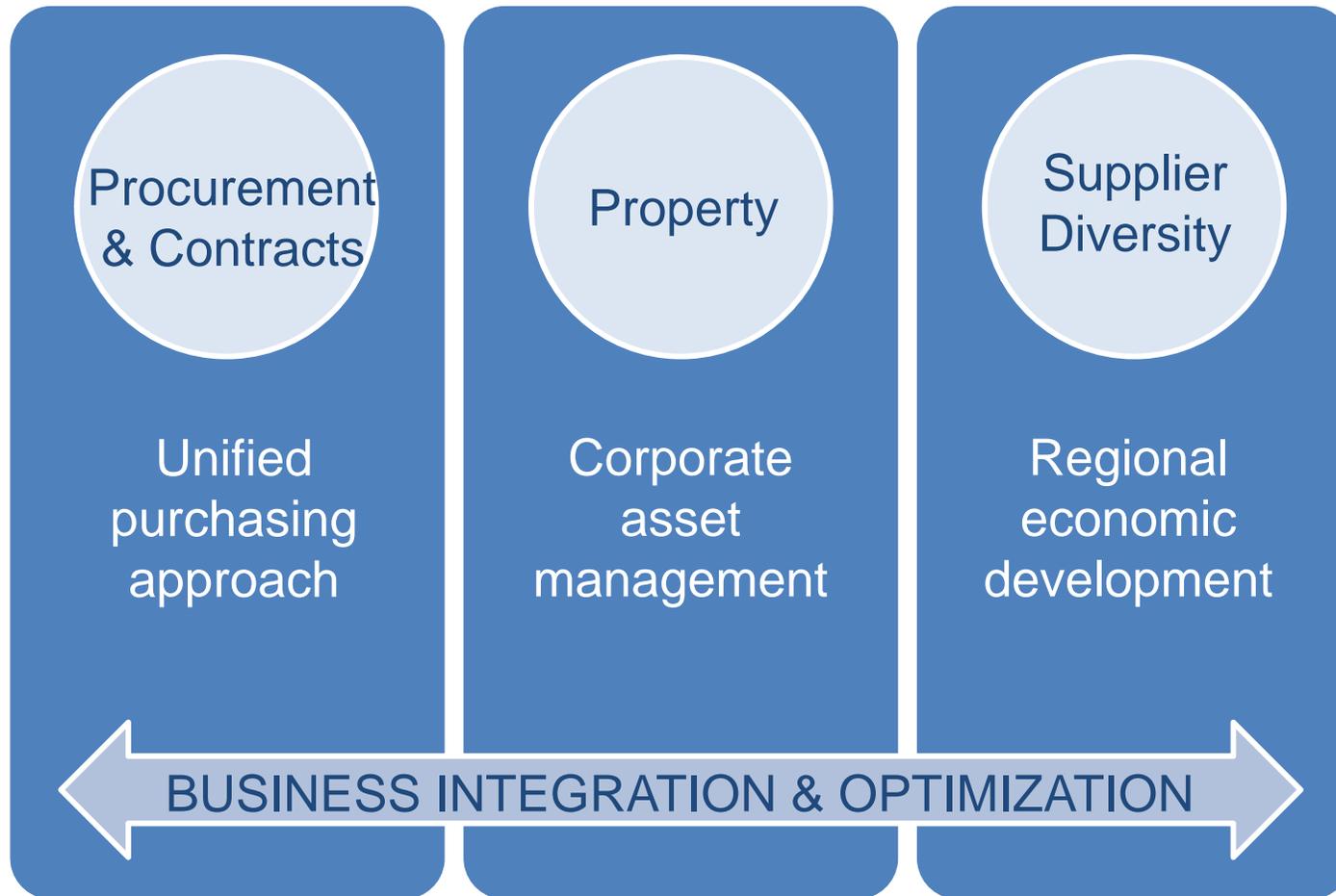


# Airports Authority Procurement Policy

- MWAA is a public body politic and corporate, created by joint legislation between the Commonwealth of Virginia and the District of Columbia
- Metropolitan Washington Airports Act of 1986 authorized the lease of Dulles and Reagan National to MWAA, which states that MWAA:
  - *“shall obtain, to the maximum extent practicable, full and open competition through the use of published competitive procedures”*
- The Board of Directors adopted the Airports Authority Contracting Manual, which sets forth procurement policies and procedures



# Office of Supply Chain Management

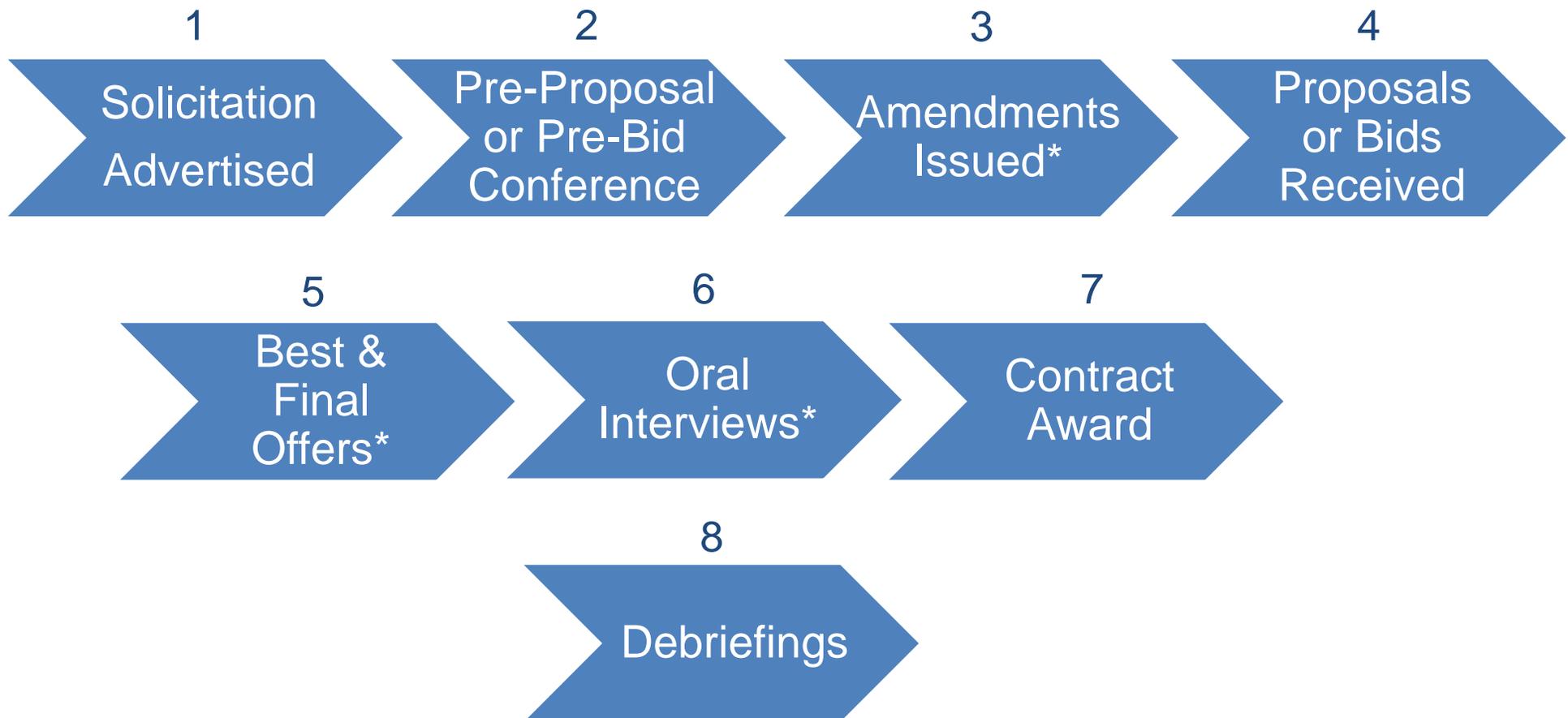




# Department Roles & Responsibilities

<b>Procurement &amp; Contracts</b>	<b>Supplier Diversity</b>
<ul style="list-style-type: none"><li>• Ensure integrity and fairness in the Authority's contracting processes</li><li>• Oversee solicitations, vendor selection, negotiation, award, contract management, and reporting</li></ul>	<ul style="list-style-type: none"><li>• Ensure maximum utilization of small, local, minority and women-owned businesses in MWAA contracting opportunities</li><li>• Conduct small business outreach, certification, pre- and post-award compliance, and report on small business participation</li></ul>

# Airports Authority's Procurement Process



\* Optional; Depending on Solicitation



# Procurement Method for Upcoming Multiple Award Construction Contracts (MACC)

- Multiple Design Build Construction Contracts will be procured through full and open competition using the competitively negotiated “Best Value” procurement method
- This method allows for award to be made to the responsible offeror whose proposal provides for the best overall value to the Airports Authority
- In determining the best value, technical and price are separately evaluated and ranked, and it is not the lowest priced, technically acceptable proposal that may form the basis of award if it is determined that the additional technical merit offered by the proposal provides additional benefits and is worth the additional cost in relation to the other proposals received

The Airports Authority is Committed to  
Providing Full & Open Competition



# Procurement Method for MACC (Continued)

- However, in the “best value” evaluation process, the more the proposals become technically equivalent, the more that price becomes the determining factor
- The solicitation will contain detailed information on the specifics of the content of the Request for Proposal (RFP) to include instructions on proposal submittal, conferences, questions; evaluation criteria; selection process and scope of work
- The opportunity will be posted on the Airports Authority Contracting website at [www.mwaa.com/business/contracting-opportunities](http://www.mwaa.com/business/contracting-opportunities)



# Major Requirements

Successful offerors must:

- Obtain appropriate insurance, in accordance with the solicitation
- Obtain bonding for construction and other contracts, as applicable
- Hold a contractor's license in the state of Virginia (required for all construction contracts\*)
- Receive certification as LDBE, DBE and/or ACDBE prior to contract award date, if applicable

\* *Details available at Department of Professional and Occupational Regulation website:*  
[www.dpor.virginia.gov](http://www.dpor.virginia.gov)



# MWAA's Local Disadvantaged Business Enterprise (LDBE) Program

- Applicable for non-federally funded contract opportunities
- General Board requirements:
  - 20% requirement for Goods & Services Contracts
  - 25% requirement for Construction Contracts
- Certification requirements:
  - Small business, organized for profit
  - 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 Requirement Setting

- DSD reviews all solicitations with an estimated value greater than \$25,000
- LDBE participation requirements are assigned to all solicitations where the scope of work provides viable prime or subcontracting opportunities for LDBEs and where LDBE availability provides projected adequate competition
- DSD reviews LDBE database to determine availability of qualified LDBEs based on solicitation scope

To maximize chances of success, LDBEs should apply for only the NAICS codes that reflect their true capabilities and work experience



# New Supplier Diversity Management System

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

Visit us at [mwaa.diversitycompliance.com](http://mwaa.diversitycompliance.com)



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# Supplier Diversity Management System

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## About the System

Additional information for our users

[Information for Vendors](#)

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See upcoming events and program related information

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## Vendor Certification

Search and/or join our database of certified vendors

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## 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](#)



# Sources of Procurement Information

[www.mwaa.com/contracting](http://www.mwaa.com/contracting)

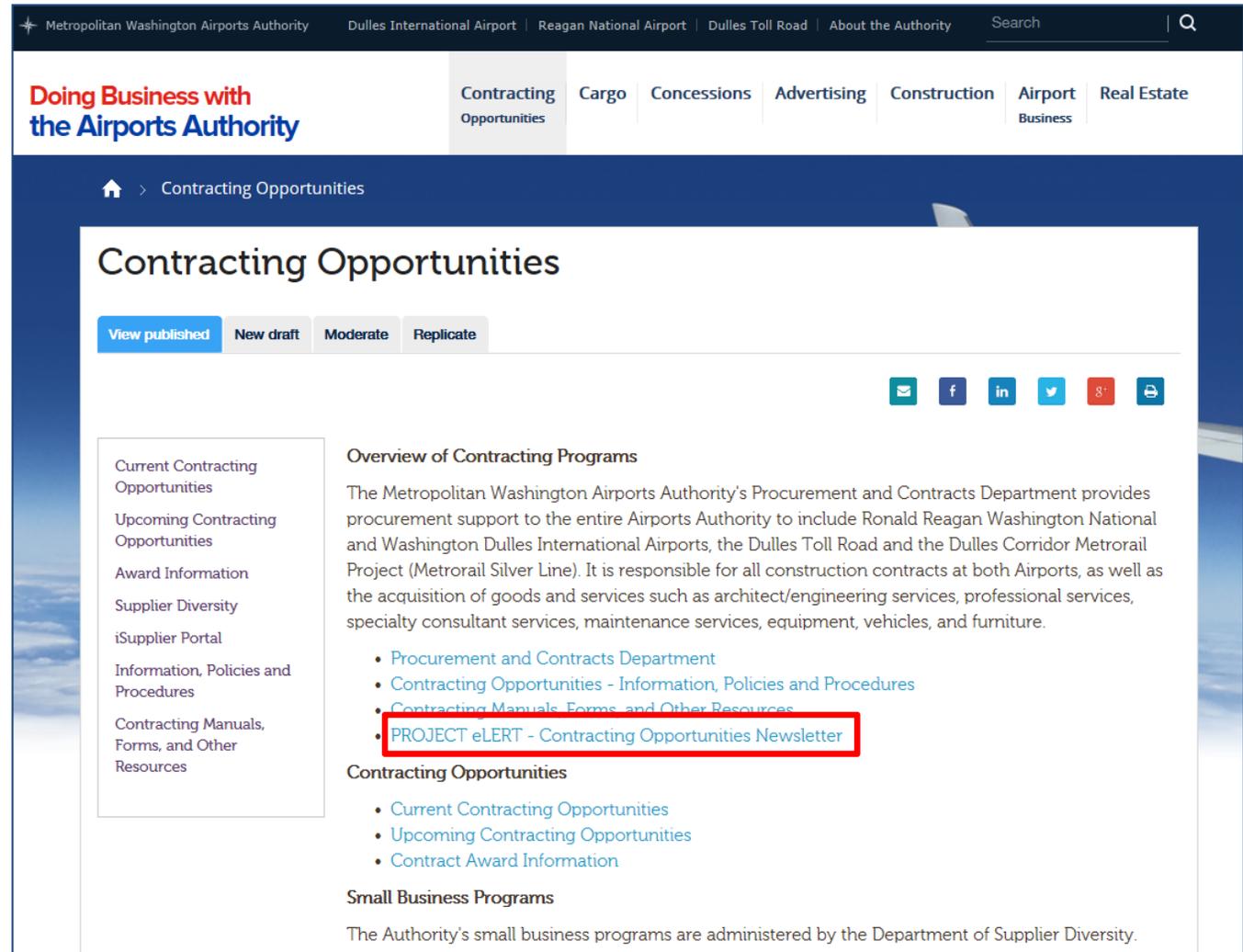
- Overview of Contracting Programs
- Current & Upcoming Contracting Opportunities
- Project eLERT
- Link to Small Business Certification Applications
- Updated Daily

The screenshot shows the 'Contracting Opportunities' page on the Metropolitan Washington Airports Authority website. The page features a navigation bar with links to 'Doing Business with the Airports Authority', 'Contracting Opportunities', 'Cargo', 'Concessions', 'Advertising', 'Construction', 'Airport Business', and 'Real Estate'. Below the navigation bar, there is a breadcrumb trail: 'Home > Contracting Opportunities'. The main heading is 'Contracting Opportunities', followed by tabs for 'View published', 'New draft', 'Moderate', and 'Replicate'. A social media sharing bar includes icons for email, Facebook, LinkedIn, Twitter, and a printer icon. On the left side, there is a sidebar menu with links to 'Current Contracting Opportunities', 'Upcoming Contracting Opportunities', 'Award Information', 'Supplier Diversity', 'iSupplier Portal', 'Information, Policies and Procedures', and 'Contracting Manuals, Forms, and Other Resources'. The main content area is titled 'Overview of Contracting Programs' and contains a paragraph describing the Authority's procurement support. Below this, there is a list of links: 'Procurement and Contracts Department', 'Contracting Opportunities - Information, Policies and Procedures', 'Contracting Manuals, Forms, and Other Resources', and 'PROJECT eLERT - Contracting Opportunities Newsletter'. Further down, there is a section for 'Contracting Opportunities' with links to 'Current Contracting Opportunities', 'Upcoming Contracting Opportunities', and 'Contract Award Information'. At the bottom, there is a section for 'Small Business Programs' with a paragraph stating that the Authority's small business programs are administered by the Department of Supplier Diversity.

# Project eLERT

[www.mwaa.com/business/project-elert](http://www.mwaa.com/business/project-elert)

- Contracting Opportunities Newsletter
- Register Once and Receive Automatic Updates Electronically



Metropolitan Washington Airports Authority | Dulles International Airport | Reagan National Airport | Dulles Toll Road | About the Authority | Search

Doing Business with the Airports Authority | Contracting Opportunities | Cargo | Concessions | Advertising | Construction | Airport Business | Real Estate

Contracting Opportunities

View published | New draft | Moderate | Replicate

Current Contracting Opportunities

Upcoming Contracting Opportunities

Award Information

Supplier Diversity

iSupplier Portal

Information, Policies and Procedures

Contracting Manuals, Forms, and Other Resources

Overview of Contracting Programs

The Metropolitan Washington Airports Authority's Procurement and Contracts Department provides procurement support to the entire Airports Authority to include Ronald Reagan Washington National and Washington Dulles International Airports, the Dulles Toll Road and the Dulles Corridor Metrorail Project (Metrorail Silver Line). It is responsible for all construction contracts at both Airports, as well as the acquisition of goods and services such as architect/engineering services, professional services, specialty consultant services, maintenance services, equipment, vehicles, and furniture.

- Procurement and Contracts Department
- Contracting Opportunities - Information, Policies and Procedures
- Contracting Manuals, Forms, and Other Resources
- **PROJECT eLERT - Contracting Opportunities Newsletter**

Contracting Opportunities

- Current Contracting Opportunities
- Upcoming Contracting Opportunities
- Contract Award Information

Small Business Programs

The Authority's small business programs are administered by the Department of Supplier Diversity.



# Procurement Planning & Next Steps

- MWAA publishes a Quarterly Acquisition Forecast, which:
  - Lists upcoming solicitations
  - Facilitates strategic outreach efforts
  - Provides businesses the opportunity to plan and compete
- MWAA's tentative timeline for MACC procurement:
  - Advertise MACC procurement in mid-June
  - Award contracts in Fall 2017
  - Commence work following contract award

[www.mwaa.com/contracting](http://www.mwaa.com/contracting)



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