



Doing Business with the Airports Authority

Office of Technology Procurement Forecast / Opportunities

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Introduction to Office of Technology

- We serve as a strategic partner to our business counterparts in order to deliver technology solutions to improve customer experience while streamlining costs, enhancing revenue opportunities, and developing our workforce at the Airports Authority.
- The Office of Technology has embarked upon a multi-year strategic roadmap to consolidate, standardize and modernize our underlying technology infrastructure in order to more efficiently and effectively enable airport innovation.



Stabilize
(short term needs)



Standardize
(intermediate goals)



Innovate
(long term vision)



Technology Support Areas

- LifeCycle (SDLC) - Professional services to assist at any phase of the System Development Lifecycle
- Hardware - Purchase of employee workstations and peripherals, network equipment, datacenter related hardware.
- Software – Operational and business applications
- Integrated Solutions – Combined hardware/application solutions
- Networking - Professional services, networking equipment
- Telecommunications - Professional services, various integrated solutions
- Cloud / SaaS - Various operational and business applications
- Service Desk - Professional services, service mgmt applications

Upcoming IT Opportunities

- Digital Innovation and Transformation Services (DITS)
- Secondary Datacenter
- Enterprise Asset Management / Work Order Management Solution
- Network Modernization
- Digital Display Systems
- Cyber Security
- Software Compliance

Upcoming IT Opportunities (continued)

- Public Safety Systems Refresh
- IT Governance
- Audio Visual Support
- And others

Current and upcoming contracting opportunities
can be viewed at:
www.mwaa.com/contracting



Some Tips to Compete

- Know Your Competition
- Partner with Vendors
- Remember the Past (prior awards; staying engaged)
- Well-written Proposals
- Watch for 'Request for Information' (RFI)
- Insurance Requirements
- Ask Good Questions
- Get technical certifications!

Post-Award; Superior Contract Management

- Kick-Off meetings
- Appropriate technical resources provided at contract start
- Compliance with deliverable requirements
- Project Management
 - Reasonable schedules
 - Risk and issue management
- Understanding Airports Authority contract management roles and responsibilities



Roles and Responsibilities

- **CO (Contracting Officer)** - ensure that the Authority's contractual authority is properly exercised, via certain exclusive actions. (Contract Owner)
- **COTR (Contracting Officer Technical Representative)** - verify the contractor's progress, ensure performing the work in compliance with the scope of work. (delegated responsibilities, training requirement)
- **PM (Project Manager)** – day-to-day management of the contractor's progress and to ensure performing the work in compliance with the contract scope of work, technical specifications, and schedule.
- **Technical / Management Staff** – day-to day operations, working with contractors

Tips for Success

- Engage with the Department of Supplier Diversity to become certified as a Local Disadvantaged Business.
- Visit the MWAA Contracting Opportunity website frequently.
- Register at mwaa.com/contracting for Project eLERT to receive alerts on current and future opportunities.



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