



# Cabling and Equipment for Network Refresh Information Session

April 30, 2018



METROPOLITAN  
WASHINGTON  
AIRPORTS AUTHORITY



# Agenda

- Purpose
- Intro to MWAA & the Office of Supply Chain Management
- Procurement & Contracting
- Contract Requirements
- Department of Supplier Diversity
- Q&A



# Purpose

- To provide an overview of the Airports Authority Network Refresh related solicitations to potential LDBE contract participants.
  - Network Refresh Cabling Installation
  - Network Refresh Equipment
- To educate and empower the potential LDBE contract participants with the knowledge and tools required to successfully compete, win and perform.
  - Joint Venture Agreements
  - Teaming/subcontract
- The resulting contracts will support the Airports Authority effort to modernize and upgrade its network infrastructure.



# 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



# 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 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



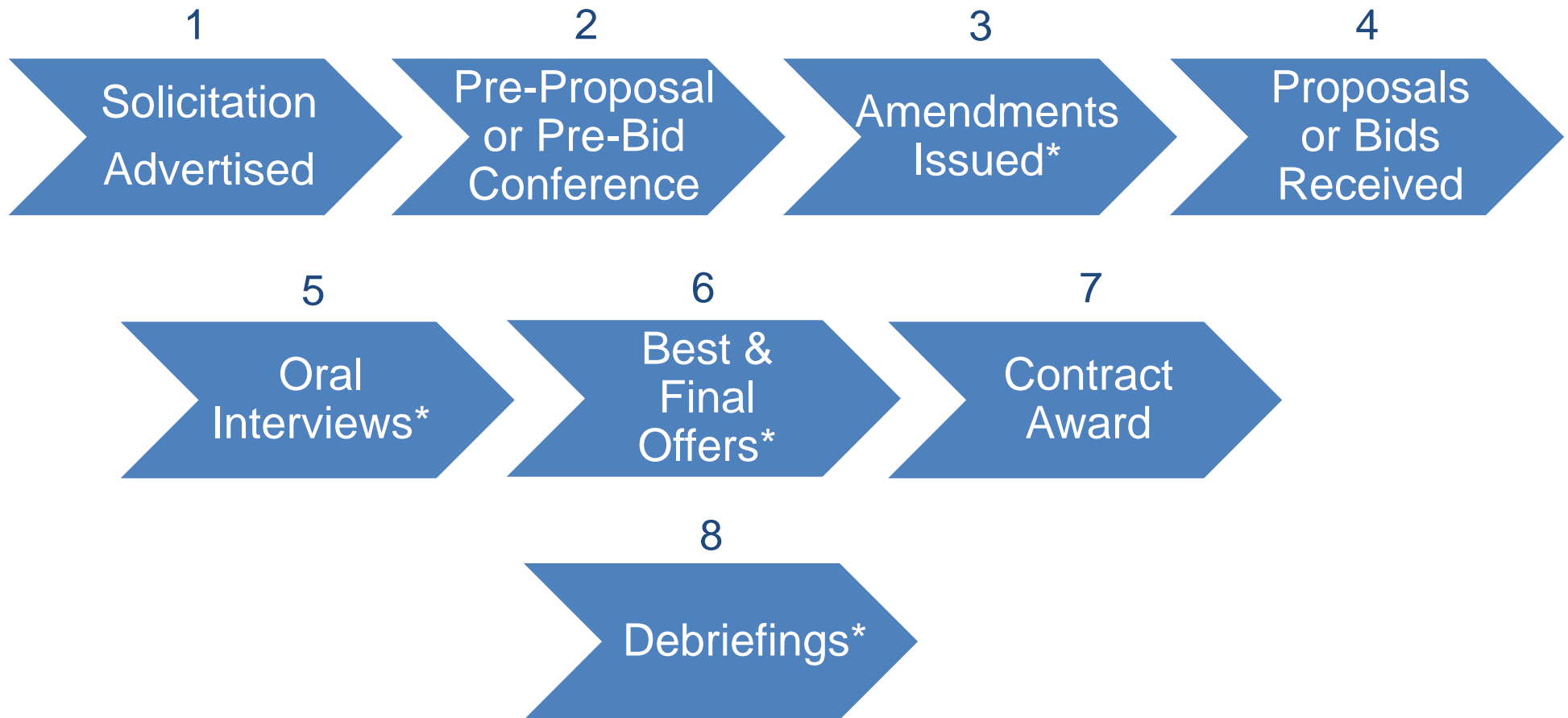
# Solicitation Types

- Invitation for Bid (Equipment)
  - (est. \$10 - \$15M over 5 years)
- Two-Step Invitation for Bid (Cabling)
  - (est. \$3 - \$5M over 5 years)

The Airports Authority is Committed to  
Providing Full & Open Competition



# Airports Authority's Procurement Process



\* Optional; Depending on Solicitation





# Major Requirements of the Solicitation

Successful offerors must:

- Obtain appropriate insurance, in accordance with the solicitation
- Bonding may be required for construction depending on task issue, or as applicable
- If there is construction will need a contractor's license in the state of Virginia (required for all construction contracts\*)
- Receive certification as **LDBE** prior to contract award date

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



# Contract Requirements (Equipment)

- The selected firm will provide the Airports Authority the ability to acquire CISCO network equipment such as:
  - Routers
  - Switches
  - Access points
  - Network security devices and its associated software licensing



# Contract Requirements (Cabling)

- The selected firm will provide all necessary supervision, labor, administrative support, tools, parts, materials, supplies, equipment and transportation necessary to perform cabling installation services needed for the network infrastructure modernization project.
- The required cabling will be installed in various areas that cover more than 6 million square footage of Washington Dulles International Airport and Ronald Reagan Washington National Airport.
- Resources required:
  - Staff (Network Engineers, Technicians)
  - Cabling and Installation Components (fiber, Cat6, racks, etc.)
- Over the term of the contract the selected contractor will be issued task orders to install cabling throughout the Airports' campuses.



# Contract Requirements (Cabling, con't)

- The enterprise network buildout is expected to be completed in a 2 year base term focused on campus core networks, VOIP and corporate networks. Option years may be utilized for building out local networks for priority applications.

## PHASE A: Campus Buildout & VOIP

Campus Core Networks

VOIP & Other Corporate Capabilities

## PHASE B: Refresh of Select Airport Systems

IAD Baggage Handling System

IAD vMUSE

IAD MUFIDS



# Contract Requirements (Cabling, con't)

## Compliance Requirements

- IT/Operations: Must comply with Airport Authority's Technology Standards.
- Security: Must comply the Airport Authority's Technology Security Standards.
- Change Management: Must comply with Airport Authority's Change Management Policy and Procedures in regards to Installation and Testing.
- Building/Construction Engineering: Must comply with Airports Authority's standards on Building and Construction Engineering, taking into account construction constraints on historical buildings.
  - » Design Manual. Design must incorporate the Airports Authority design manual requirements: <http://www.mwaa.com/business/airports-authority-design-manual>.
  - » Drawings. Airports Authority Operations Departments and Maintenance & Engineering departments for both airports have reviewed, confirmed and approved CAD/GIS drawings, which are in conformance with the Airports Authority design manual.
  - » Permits: The Contractor must secure the issuance of Airports Authority building permits and work permits necessary to complete the implementation of the design.



# Contract Requirements; Cabling Challenges

## Challenges:

- Badging – Substantial lead times
- Working across organizations (IT, Airport Operations, Maintenance/Engineering)
- Features unique to airport – Historic Terminal A, On-Going DCA construction posing logistical challenges
  - Working in operational environment 24x7x365
  - Must consider safety of passengers and other airport staff
- Insurance / Bonding/ Risk Management
- Code Compliance



# Future Work

Future work may be added upon the DCA Terminal B/C Redevelopment Completion (Project Journey):

- Late 2021 or early 2022 two new checkpoints (160,000 square feet est.)
- Mid 2022 new gate concourse (Pier E – 230,000 square feet est.)

For more information on Project Journey, please visit  
<http://www.turner-dcaprojects.com/>



## Basis of Award (Equipment)

- Competition will be achieved through an Invitation for Bid procurement. This solicitation may result in the award of one or more contracts.
- The proposed solicitation will request priced bids for different categories of network equipment, including routers, switches, access points, and network security devices and associated software.
- The contract award(s) will be recommended to the bidder(s) who offer(s) the most competitive pricing for one, all or a combination of categories of equipment.

•





# Evaluation (Cabling)

- Full and open competition will be achieved by issuing a Two-Step Invitation for Bid (IFB).
- Step One: Technical proposals are first evaluated against the following criteria to determine whether they are technically acceptable:
  - Experience and Past Performance
  - Staffing Plan
- Step Two: Only those offerors who submit acceptable technical proposals will be invited to submit priced bids. The contract award will be recommended to the Offeror that provides a technically acceptable proposal at the lowest responsive price.



# Keys to an Effective Proposal

- Be Innovative
- Understand the Requirement
- Demonstrate Firm's Capability to Perform
  - Experience
  - Resources
  - Ability to Subcontract
- Provide Current and Relevant References
- Conduct Market Research (Know your Competition)
- Identify partners for joint venture
- Estimate Costs Realistically
- Follow the Submission Requirements & Perform Quality Control





# Common Mistakes in Proposal Preparation

- Recycled Proposals
- Off-the-shelf / Non-customized
- Inexperience
- Outdated References
- Pricing Not Reflective of the Requirement or Market Conditions
- Unorganized Presentation



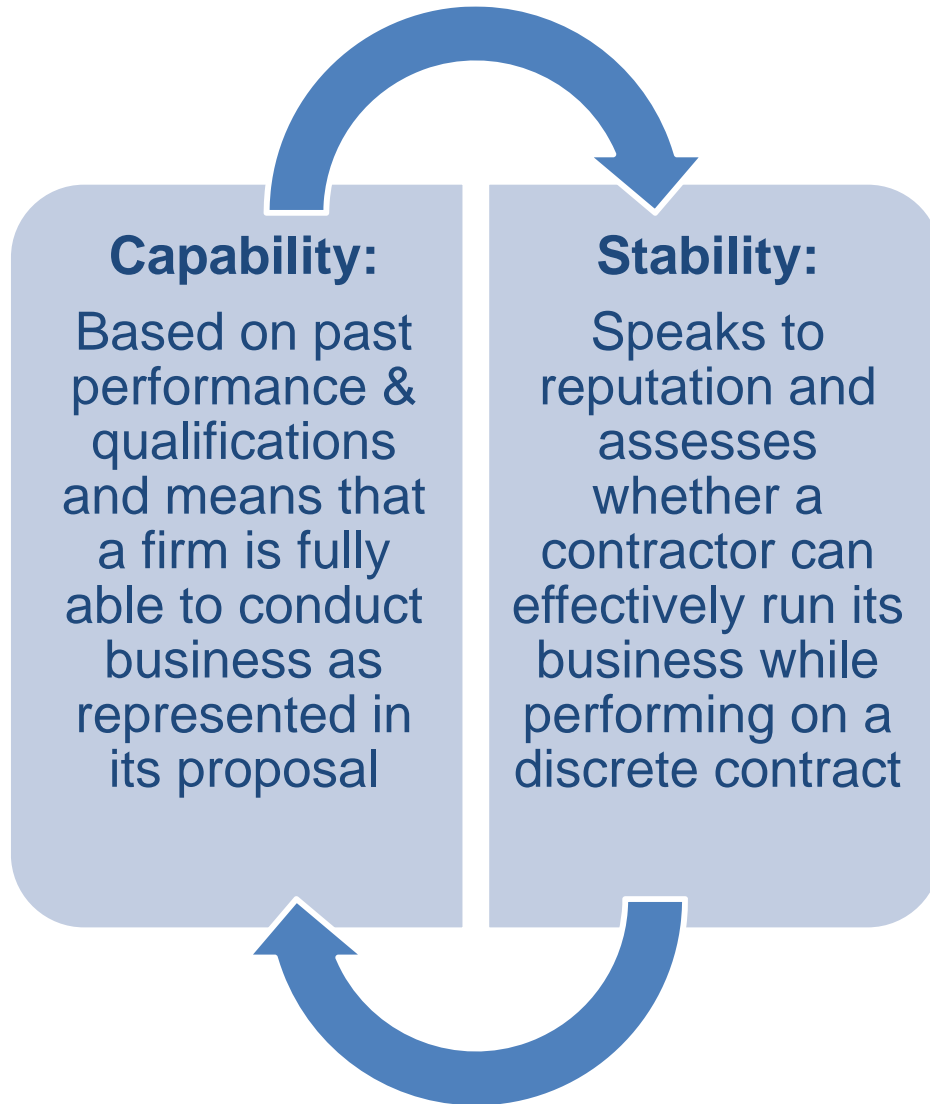


# Successful Performance

- Contract award is the first of many steps to profitable and successful performance
- Know the players and their roles/responsibilities
- Request a post-award conference to:
  - Meet with the project owner and confirm understanding of expectations
  - Establish protocol – for communications, contract requirements, billing, payments, etc.
  - Seek clarification on anything that is important to your ability to successfully perform
- Owner is primarily interested in Capability and Stability



# Capability & Stability



These characteristics manifest as soon as the job gets started, so:

- Have a solid project schedule and budget – and monitor both *closely*
- Have quality and adequate resources to perform the activities – estimates should be taken into consideration not only the cost but manpower, equipment, and materials
- Anticipate and remain adaptable to contract changes and manage budget accordingly – contractor may have to fund the initial work
- Have a solid subcontract plan – and manage those resources to minimize risk



# Department of Supplier Diversity

- Established in 1989 under Board Resolution No. 89-19
- Mission: *Promote and ensure regional economic development through the maximum utilization of small, local, minority and women-owned businesses in MWAA Contracting Opportunities*
- Implement three Small Business Programs:
  - MWAA Local Disadvantaged Business Enterprise (LDBE)
  - Federal Disadvantaged Business (DBE)
  - Airport Concession Disadvantaged Business Enterprise (ACDBE)
- Responsible for strategic outreach, certification, pre- and post- award contract compliance and reporting



# MWAA LDBE Program

- Certification available to: small businesses located within 100-mile radius of Washington, DC's Zero Mile Marker with an average of 3 years annual gross receipt under US small business size standard
- DSD reviews all solicitations with an estimated value  $\geq$  \$25,000 to assign LDBE participation requirements where:
  - Scope of work provides viable prime or subcontracting opportunities for LDBEs, and
  - LDBE availability provides projected adequate competition

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



# LDBE Contract Requirement

The Department of Supplier Diversity established a **100% Local Disadvantaged Business Enterprise (LDBE)** participation requirement for both solicitations.

100% Requirement means:

- The prime contractor must be an LDBE.
- Any and all subcontractors must be LDBEs.
- If entering into a Joint Venture, all parties must be LDBEs.

There is no reciprocity, equivalent, or substitution for LDBE certification.

- To apply for certification, please visit [www.mwaa.diversitycompliance.com](http://www.mwaa.diversitycompliance.com)
- If your firm is not currently LDBE-certified, you may still submit a proposal as long as the firm obtains certification by the time of award.





# 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
- Web-based contract compliance monitoring and reporting

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



[OUR MAIN SITE](#)

[CONTACT SUPPORT](#)

# 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

[Events and Meetings](#)

## 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](#)

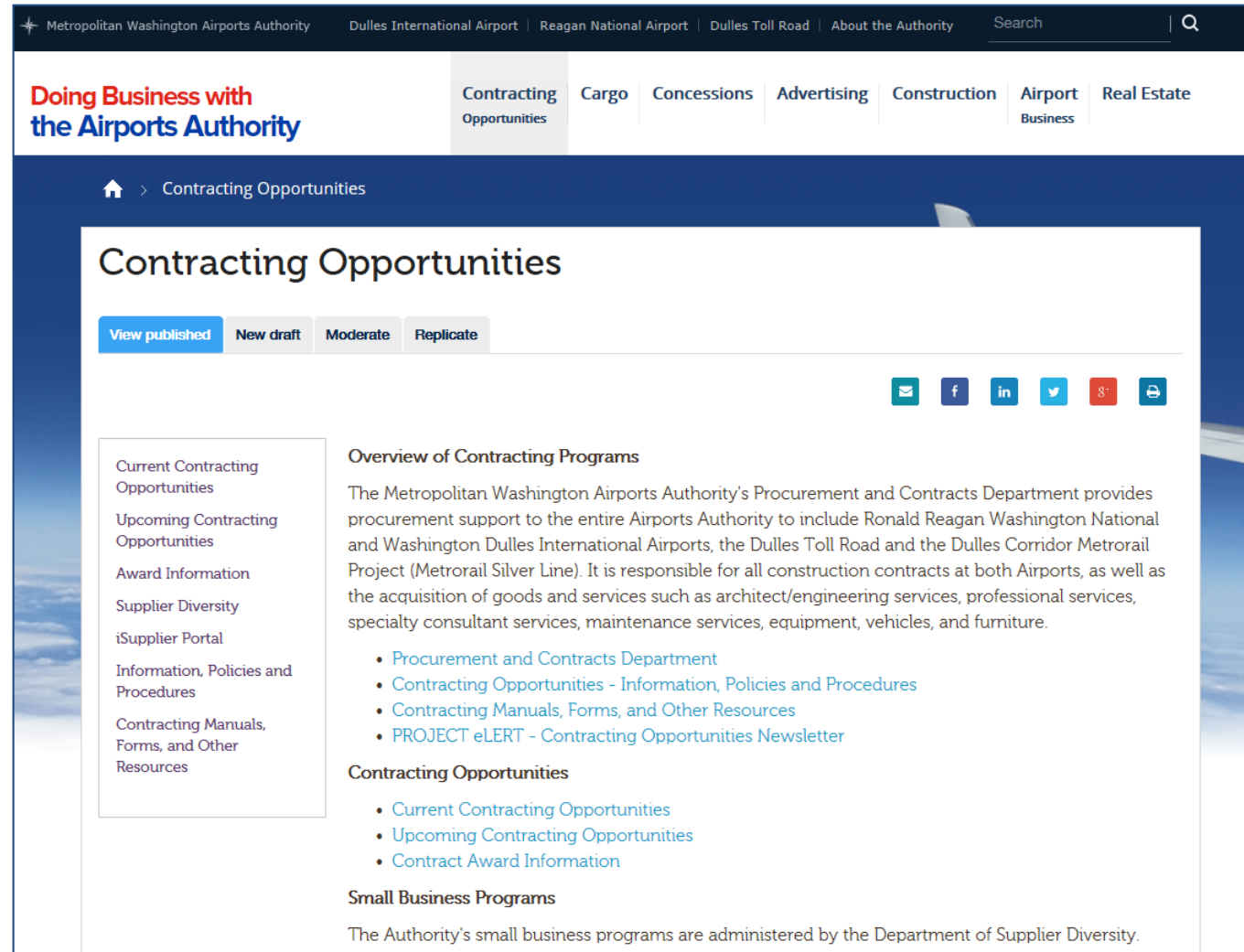
## Find a ACDBE/DBE Firm

[SBSD ACDBE/DBE Directory](#)

# 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.



# Questions & Answers





METROPOLITAN  
WASHINGTON  
AIRPORTS AUTHORITY

**MWAA.COM**



@Reagan\_Airport

@Dulles\_Airport

@Dulles\_Toll\_Road



reaganairport

FlyDulles

dullestollroad

