



**Massachusetts Bay
Transportation Authority**

Supplier Diversity Program

Procurement & Logistics &
Capital Programs
December 8th, 2022

Agenda

Introduction

Arlyn Zuniga, Director of Vendor Management

Welcome Remarks

Steve Poftak, General Manager

Jabes Rojas, Assistant General Manager for Diversity, Equity & Inclusion

Julian Tynes, Assistant Secretary for Office of Diversity and Civil Rights

Procurement

Arlyn Zuniga, Director of Vendor Management

Fairmarkit

Jules Konjoian, Sr. Director for Supplier Service

Capital Programs

Gideon Guilman, Deputy Chief of Capital Programs Strategy & Innovation

Sean McDonnell, Director of Construction Procurement

Cheryl Guidod, Director of Professional Services Contracts

Supplier Diversity Office

Katherine Thomas, Training and Policy Coordinator

Q&A

Monica Pontes, Supplier Diversity Outreach Coordinator



Welcome Remarks

Steve Poftak,
General Manager of MBTA

Jabes Rojas,
Assistant General Manager for Diversity, Equity & Inclusion

Julian Tynes,
Assistant Secretary Office of Diversity and Civil Rights



Procurement & Supplier Diversity



Procurement & Logistics - Supplier Diversity Program

STATE FUNDS SUPPLIER DIVERSITY PROGRAM GOALS

- Establish 25% supplier diversity criteria weight to RFPs in selection process
- Implement a Supplier Diversity Affidavit to ensure compliance from Primes
- Track all Supplier Diversity Programs (SDP) commitments on awarded

SUPPLIER DIVERSITY FY2022 ACCOMPLISHMENTS

- Outreach letter sent to approximately 4,120 vendors and gathered feedback received from 142 vendors to help inform building a successful supplier diversity program.
- Developed a Supplier Diversity Dashboard to track diversity commitments from awarded.
- Successfully implemented a formal Supplier Diversity program for all Nonfederal RFPs >\$250k and use 25% supplier diversity criteria weight in selection process to intentionally attract more diverse firms.

Projects Awarded to Diverse Vendors:

OL SS Huntington Ave Paint Markings

SONET Professional Services

Smart Bus Mobile Equip Maintenance

Digital Strategy, Innovation & PMIS Advancement



Procurement & Logistics – Upcoming RFPs

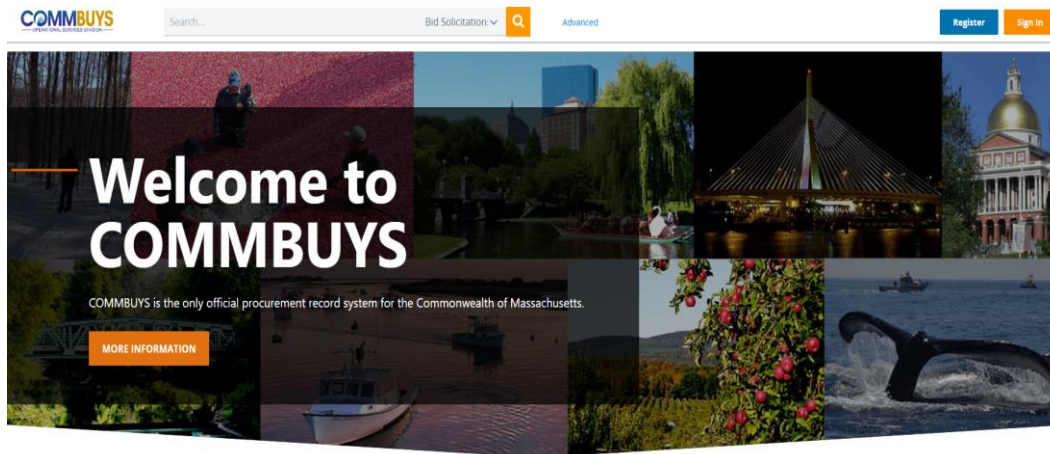
Professional Services	Bid Opening Date
RFP 168-22 Workforce Assessment	12/06/2022 14:00:00
RFP# 104F-21 Shuttle Bus Services - November 2022	12/20/2022 14:00:00
RFP 165-22 Data Center	01/06/2023 14:00:00
RFP# 146-22 The RIDE- Paratransit Transportation Management Software	01/09/2023 14:00:00
Paratransit Optimization	12/19/2022 12:00:00
RFP 177-22 SASE Readiness Consultant	12/08/2022 14:00:00
Paratransit Optimization	12/19/2022 12:00:00



How to Find P&L Procurements

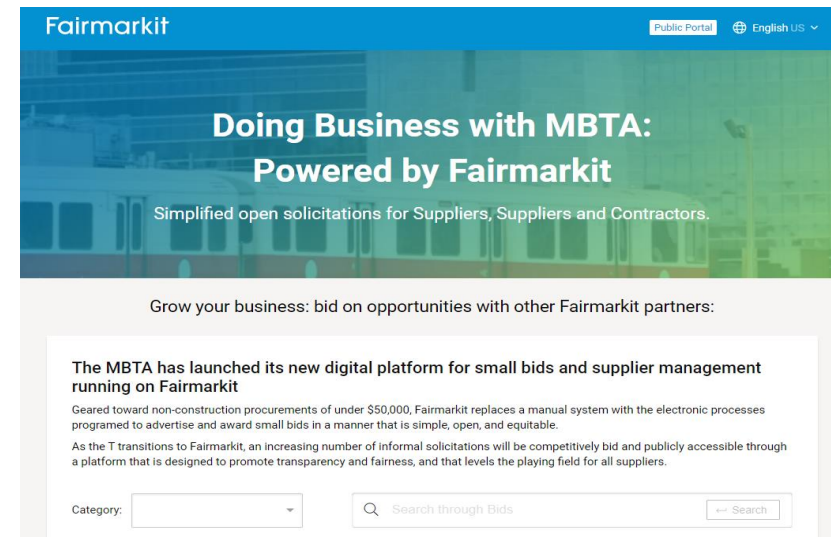
COMMBUYS

The State's online procurement platform, links public purchasers in search of products and services with vendors who can provide them. Most RFPs >\$250k can be found posted on the COMMBUYS platform.



Fairmarkit

A sourcing platform that empowers organizations to more efficiently purchase the goods and services they need. Solicitations for <\$250k for goods, mainly comprising of Inventory materials, can be found posted here.



Fairmarkit



Fairmarkit Introductory Overview

Fairmarkit



We created Fairmarkit to make enterprise procurement fair.

- Fair to buyers
- Fair to salespeople
- Fair to big enterprises
- Fair to small and diverse businesses
- Fair to all of our employees

This is our **purpose**.

The “**why**” we exist.

The **reason** our north star is to revolutionize the way all organizations buy and sell.



Fairmarkit enables suppliers to easily access more business from both existing and new enterprise customers

FREE PLATFORM

- No fee for suppliers to participate in quoting events

ACCESS TO MORE BUSINESS

- Ability to be recommended for all relevant business opportunities within existing and new customer relationships
- Access to immediately participate in open quoting opportunities on the Fairmarkit marketplace

EASE OF USE

- Incredibly simple user interface to manage and submit quotes
- Flexibility and control over where quotes are routed to
- Dedicated white glove support team for suppliers

Supplier Success Objectives

- Enable fast, super simple quoting process for sales representatives
- Ensure RFx opportunities are relevant (right offerings) and complete (enough information to quote)
- Introduce rich, automated capabilities for supplier sales teams to easily manage multiple buyers to actively quote and access new opportunities

Powered by:

1. Product catalog data
2. Accurate sales contact email & number
3. Strong alliances between Supplier and Fairmarkit

Capital Programs & Supplier Diversity



Capital Programs - Supplier Diversity Program

SUPPLIER DIVERSITY PROGRAM GOALS

- Create a level playing field for diverse firms to participate in MBTA contracting opportunities.
- Stimulate the local economy in the Massachusetts construction and professional services industry.

SUPPLIER DIVERSITY FY2022 ACCOMPLISHMENTS

- Outreach to >1600+ small and diverse vendors
- Developed a Supplier Diversity Dashboard to track diversity commitments
- Successfully implemented a formal Supplier Diversity program for Nonfederal RFPs with 25% supplier diversity criteria weight in the selection process and external training on the process to ACEC.

Recently Awarded Contracts with Diverse Vendor Commitments

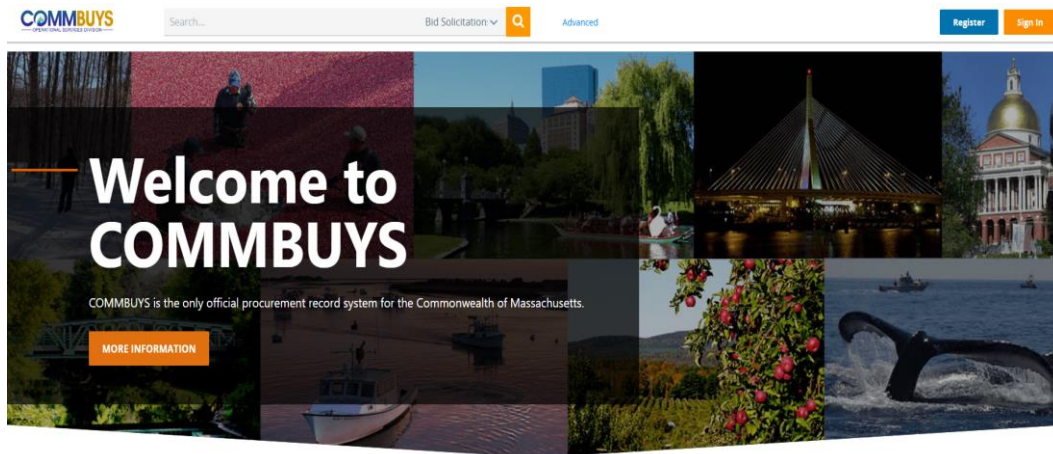
- RL/OL PMCM
- Red/Blue Connector
- DBE Performance Management Services



How to Find Capital Programs Procurements

COMMBUYS

The State's online procurement platform, links public purchasers in search of products and services with vendors who can provide them.



Central Register

Link:

<https://www.sec.state.ma.us/spr/sprcentral/infosubmit.htm>

MBTA Web Page

Link:

https://bc.mbta.com/business_center/bidding_solicitations/current_solicitations/#design-build

Local & Minority Newspapers

- Sampan AACA
- Banner Publications
- City of Boston Procurement
- El Mundo
- Boston Herald
- Boston Globe



MBTA Web Page – Business Center

The screenshot displays a web browser window with the URL https://bc.mbta.com/business_center/bidding_solicitations/company_profile/Default.asp?action=add. The browser's address bar shows the page title "T Intranet" and the current page "MBTA > Business Center > B...". The browser's toolbar includes icons for back, forward, search, and other functions. The page content features the MBTA logo and the text "Massachusetts Bay Transportation Authority" in the top left, and the date "02 Wednesday November 2022" in the top right. A large banner with the text "Business Center" is positioned below the header. The main content area is titled "Business Center -> Bidding and Solicitations > Company Profile > Add Company Profile". On the left side, there is a vertical navigation menu with the following items: Advertising, Filming, Sampling, Real Estate, Subway Performers Program, Bidding and Solicitations (highlighted), DBE Program, Innovation Proposals, and FORMS. The main content area contains a "Add New Company Profile" section with the following text: "Registration on this form allows you to be aware of MBTA's [Materials Management](#) and [Design and Construction](#) procurement opportunities. If you wish to update your payment contact information, please contact the Accounts Payable Department (10 Park Plaza Boston, MA 02116 | Fax: (617) 222-3389). Please ensure that your contact information, including email address, remains current." Below this text, there is a note: "Please ensure that your contact information, including email address, remains current." and a warning: "All text input must be in English. Fields with an asterisk (*) are required." The form fields are: Business Name*, Contact Name*, Address*, City*, State* (with a dropdown menu set to "Massachusetts" and a note "If not within United States, enter county or region:"), Zip Code*, Phone Number* (with a note "e.g. 123-123-1234"), Fax Number, and E-mail*. On the right side of the form, there is a box titled "Company Registration" with the text: "Materials Mgmt Invitations for Bid", "Const & Prof Services Bids", and "Bid Appeals". The browser's status bar at the bottom right shows "125%".



Capital Programs – Upcoming RFPs

Construction

The screenshot shows a web browser window displaying the MBTA Business Center page for 'Future Construction Contract Bid Solicitations'. The page includes a navigation menu on the left, a main content area with a title and introductory text, and two tables listing bid solicitations for 2022 and 2023. A 'Related Links' box is also present.

Future Construction Contract Bid Solicitations

The T is constantly working to upgrade facilities to better support riders.

All future and current solicitations are posted to our web site and are constantly updated to reflect the most recent information. You can find the summary for upcoming solicitations by clicking on a link below.

BID YEAR 2022

TITLE	CONTRACT NUMBER	ADV. DATE	BID DATE	TYPE OF WORK	ENGINEER'S ESTIMATE
Station Standpipe Repair- Tufts Medical & Andrew Stations	R16CN01	10/26/2022	12/01/2022	Improvements	\$4,676,143
Demolition On-Call, Systemwide - SBE	S99CN01	11/02/2022	12/31/2022	Improvements	\$1,250,000

BID YEAR 2023

TITLE	CONTRACT NUMBER	ADV. DATE	BID DATE	TYPE OF WORK	ENGINEER'S ESTIMATE
South Elm Street Bridge	H64CN01	11/16/2022	01/05/2023	Bridges	\$10,500,000
D Branch Platform Accessibility	TBD	12/07/2022	01/19/2023	Improvements	\$9,000,000
Systemwide Asphalt Repairs 2 - SBE	R90CN03	12/14/2022	01/31/2023	Improvements	\$1,000,000
Lynn Parking Garage Demolition	TBD	12/14/2022	01/26/2023	Improvements	\$18,000,000
Long Wharf Emergency Egress & Maverick Communication Room	S03CN09	12/14/2022	01/19/2023	Improvements	\$10,800,000
Blue Line Communication Rooms	TBD	02/15/2023	03/09/2023	Improvements	\$6,000,000
Newton Highlands	TBD	02/15/2023	04/06/2023	Improvements	\$18,000,000
Back Bay Station Ventilation, Power, Concourse	TBD	03/08/2023	04/27/2023	Improvements	\$43,000,000
Hydrant Replacements - SBE	TBD	03/29/2023	04/30/2023	Improvements	\$500,000
East Street Bridge-Dedham	B91CN14	04/12/2023	05/25/2023	Improvements	\$15,000,000
Hynes Station	TBD	04/19/2023	06/08/2023	Improvements	\$87,000,000
DXT/Park Street Vertical Improvements	TBD	05/10/2023	06/29/2023	Improvements	\$55,000,000
AFC 2.0 Site Installation Commuter Rail On-Call	Z90CN01	05/17/2023	06/29/2023	Improvements	\$25,000,000

Last Updated: 10/17/2022

Capital Programs – Upcoming RFPs

Professional Services

Contract Number	Project Description	Advertise Date	Anticipated Advertisement Date
SWAPS02	Technical Support Services for System-Wide Accessibility	TBD	December 2022
TBA	Systemwide Culvert Inspection and Load Rating	TBD	December 2022
TBA	OCE/Architectural and Engineering Services	TBD	December 2022
TBA	Systemwide Bridge and Structure Design	TBD	December 2022
TBA	Systemwide Tunnel Inspection	TBD	December 2022
TBA	Urgent Structural Inspection & Design	TBD	January 2023
TBA	Suffolk Downs Station Improvements - Final Design	TBD	January 2023
TBA	Environmental Management & Compliance Services on a Task Order Basis	TBD	January 2023



Supplier Diversity Office





An Overview of SDO Certifications & Programs

Commonwealth of Massachusetts
Supplier Diversity Office (SDO)



Katherine Thomas
Training and Policy Coordinator

SDO's Mission



To promote diversity, equity and inclusion in State contracting by:

- 1** Certifying small Massachusetts-based businesses and certain diverse businesses
- 2** Connecting these companies with business opportunities and resources



Supplier Diversity Program (SDP) Executive Order 599



Goal: Increased participation of diverse businesses

Purchasing: Use diverse businesses to the extent possible based on contract terms, departmental policies, laws and regulations.

Open-Market Procurements (>\$250K/year): Require prime bidders and contractors to maintain partnerships with diverse businesses.

SDP Evaluation: Evaluation must be at least 25% of total evaluation criteria.



BENCHMARK GOALS

MBE = 8%

WBE = 14%

Veteran = 3%

Eligible Certification Categories

- MBE: Minority-Owned Business Enterprise
- WBE: Women-Owned Business Enterprise
- VBE: Veteran Business Enterprise
- SDVOBE: Service-Disabled Veteran-Owned Business Enterprises
- DOBE: Disability-Owned Business Enterprise
- LGBTBE: Lesbian, Gay, Bisexual, Transgender Business Enterprise

The program applies to Massachusetts Executive Agencies as well as entities that participate voluntarily. For more information, visit: www.mass.gov/sdp.

Supplier Diversity Office Certification Program



U.S. Citizen or lawful Permanent Resident who independently controls the managerial, financial, legal, and operational expertise of the ongoing business

Based on at least 51% ownership

SDO Certification Categories

- Minority Owned Business Enterprise (MBE)
- Women Owned Business Enterprise (WBE)
- Veteran Business Enterprise (VBE)
- Minority Non-profit Organization (M/NPO)*
- Women Non-profit Organization (W/NPO)*
- Portuguese Owned Business Enterprise (PBE)**

Recognized Third-party Certifications

- Service-Disabled Veteran Owned Business Enterprises (SDVOBE)
- Disability Owned Business Enterprise (DOBE)
- Lesbian, Gay, Bisexual, Transgender Business Enterprise (LGBTBE)

**based on the majority of board and voting body membership
**only for programs funded by state transportation bond statutes*

Recognized Organizations



- Visit <https://www.vetbiz.va.gov/> for more information
- Verification application- no fee
- Federal **VBE** certification
- **SDVOBE**

US Department of Veterans Affairs



- Visit www.disabilityin.org for more information
- Application Fee waived for MA based firms
- **SDVOBE and DOBE**

Disability: IN (formerly USBLN)



- Visit www.nglcc.org for more information
- Application Fee waived for MA based firms
- **LGBTBE**

• National LGBT Chamber of Commerce

Prime vendors can count spending with businesses certified by these organizations toward their Supplier Diversity Program (SDP) spending commitments.



SDO Resources

SDO Resources



SDO Directory of Certified Businesses

Where potential partners are found



[HOME](#)
[WORKSHOP/EVENT SESSIONS](#)
[DIRECTORY OF CERTIFIED BUSINESSES](#)
[COMMBUYS](#)

Directory of Certified Businesses

Search the Directory

[Search the Directory →](#)
[Download the Directory →](#)
[MassPort Directory →](#)

Search Filters

Business Type All Business Enterprise (for-profit) Non-Profit Organization

Certification Type Match Any Match All

Certification Agency Match Any Match All

ACDBE - Airport Concession-DBE
 PBE - Portuguese Business Enterprise
 VBE - Veteran Business Enterprise
 SBPP - Small Business Purchasing Program
 LGBTBE - Lesbian Gay Bisexual Transgender Enterprise

SDO - Supplier Diversity Office - State
 UCP - MassDOT Office
 COB - City of Boston
 WBENC - Women's Business Enterprise National Council
 NMSDC - National Minority Supplier Development

NAICS Code and Description
Keywords

[+ Advanced Search...](#)

Sort Results By
Sort Order Ascending Descending

Output Type On Screen As Pdf Export to Excel

Search Results - 63 Businesses found

Business Type	Certification Type	Certification Agency	NAICS Code	Keywords	Business Name	Certification Date
All	VBE	SDO	[Any]	None	[Any]	[Any]
Client ID	Region	City or Town	County	Product Code	Distance Search	Sorting
[Any]	All	All	All	All	[Any]	Company Name Ascending

Adjust Filters Page 1 of 3 Rows 25 per Page

Company Name	City/Town, State	Certification Summary	Expand
Adema & Hudson Construction Company	West Springfield, MA	VBE, VBE (Supplier Diversity Office - SDO)	Expand
Armeda, LLC	Vienna, VA	VBE, VBE (Supplier Diversity Office - SDO)	Expand
BBL Home Improvement, LLC	Methuen, MA	VBE, VBE (Supplier Diversity Office - SDO)	Expand
Bountiful Provisions, LLC	Boston, MA	VBE, VBE (Supplier Diversity Office - SDO)	Expand
Brigg Family Enterprises, LLC	Stockbridge, GA	VBE, VBE (Supplier Diversity Office - SDO)	Expand
Subways Underground Utility Locating, LLC	Randolph, MA	VBE, VBE (Supplier Diversity Office - SDO) DBE (SDO+MassDOT Office)	Expand



SDO Training – FREE Virtual Sessions



Pre-Certification Webinars



12/15/2022 from 10: 00 AM to 12:00 PM



1/26/2023 from 10: 00 AM to 12:00 PM



Supplier Diversity Hub: *Serving All SDO Stakeholders*



Provide users with a suite of tools to implement SDO programs

- ❑ Facilitate connections between prime contractors, diverse businesses and buyers
- ❑ Streamline agency procurement plans and notices to diverse and small businesses

Contact Information



Our Website

www.mass.gov/sdo

Supplier Diversity Program

- Website: www.diversitycertification.mass.gov/
- SDP Help Desk: sdp@mass.gov

SDO Certification Help Desk

- Phone: 617-502-8843
- Email: Webmaster.SDO@mass.gov

Small Business Purchasing Program

- Phone: 617-502-8851
- Email: sbpp@mass.gov

Q & A

