



Welcome To  
**2023** Tap Into  
**BUSINESS**



# Tap Into Business

Engineering and Construction

**Theon Grojean, Caville Stanbury-Woolery, John Mitchell**

**May 30, 2023**

# Agenda

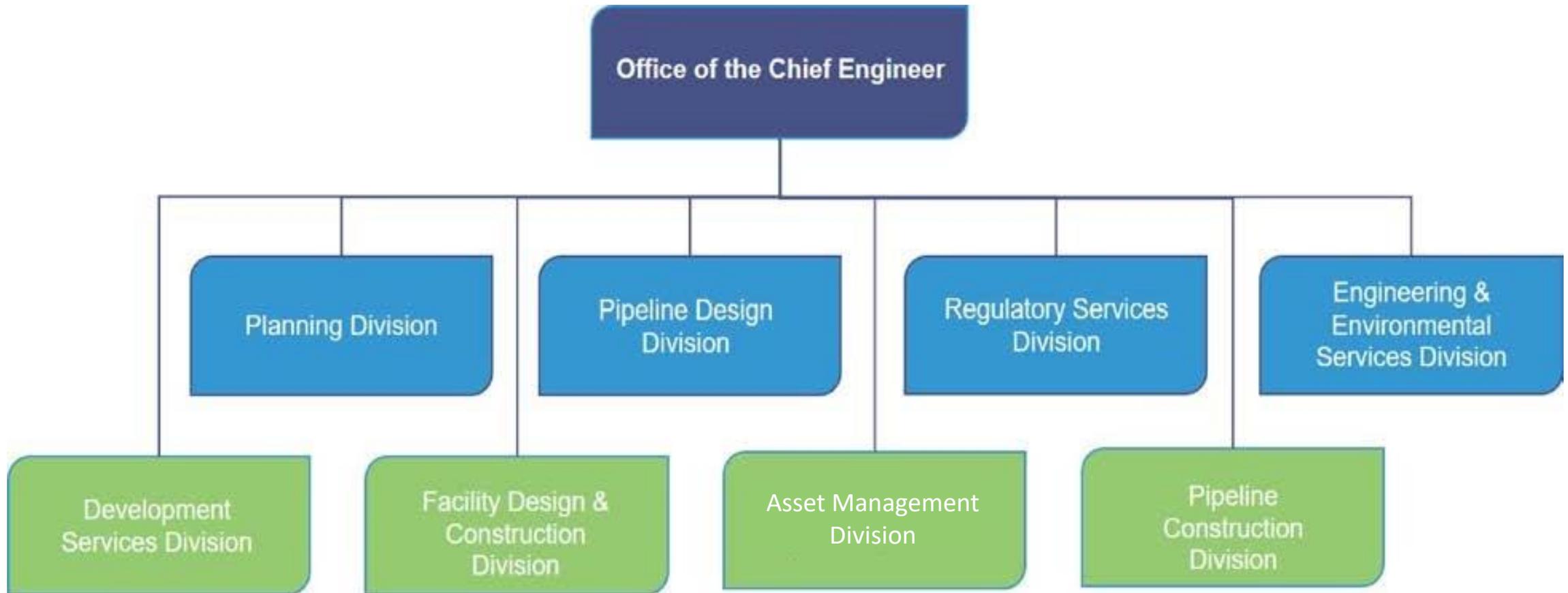
- Department Overview
- Upcoming Projects/Solicitations
- Current Challenges
- Successful Partnerships
- Key Success Factors for Vendors

# Engineering and Construction Department Overview

## Mission Statement

Provide engineering and regulatory expertise to plan, design, and build necessary infrastructure as well as operational support for delivering safe water and wastewater services in a timely, cost-effective, and environmentally sound manner.

# Engineering and Construction Overview



# Facility Design and Construction

Manages a variety of projects involving the planning, design and construction of new, expanded or improved facilities and major pipelines that help ensure reliable service for current and future customers. The Division provides engineering and construction administration for the expansion and modification of water, wastewater, biosolids and support facilities.

# Upcoming Projects for Facility Design & Construction



Solicitation Description	Estimated Solicitation Date	Estimated Contract Value Range
Anacostia No. 2 WWPS Bar Screens Upgrade	FY 23 Q4	\$15M - \$20M
General Design & Engineering Services BOA	FY 24 Q1	\$10M - \$15M
Pumpkin Hill WWPS Upgrade	FY 24 Q1	\$3M - \$5M
Western Branch WRRF SS-6 Decommission	FY 24 Q2	\$2M - \$3M
Western Branch WRRF Potable Water System Upgrades	FY 24 Q2	\$5M - \$10M
Anacostia II WWPS Electrical Upgrades	FY 24 Q2	\$20M - \$50M
North Woodside Standpipe Storage Facility Rehabilitation	FY 24 Q2	\$5M - \$10M
Andrews Elevated Water Storage Facility Rehabilitation	FY 24 Q3	\$5M - \$10M
Piscataway WRRF Train 1 and 2 480V Blowers	FY 24 Q3	\$15M - \$20M
Facilities Master Planning BOA Services	FY 24 Q3	\$10M - \$15M

# Current Challenges

Long lead time for medium and high voltage electrical gear, particularly transformers and switchgear. Innovative procurement and contracting strategies to help mitigate this.

Compliance with Buy American Steel Act.

# Pipeline Design Division

Comprised of three sections – Relocations, Water, and Sewer – working together to manage WSSC Water’s existing water and sewer pipeline systems. The Water and Sewer Infrastructure Sections plan and manage the design of water and sewer main rehabilitation projects and provides technical support for WSSC’s construction teams. The Relocations Section evaluates impacts on the Commission’s pipeline infrastructure due to construction and related activities performed by other governmental agencies, utilities, and private homeowners.

# Upcoming Solicitations for Pipeline Design

Solicitation Description	Estimated Solicitation Date	Estimated Contract Value Range
102-Inch Anacostia Trunk Sewer Replacement and Rehabilitation	FY 24 Q2	\$2M - \$3M
Water and Sewer Engineering Services BOA	FY 24 Q2	\$75M - \$100M
Sewer Management Program	FY 24 Q2	\$15M - \$20M
Sewer Environmental Services	FY 24 Q3	\$5M - \$10M
Staff Augmentation Services	FY 24 Q3	\$10M - \$15M

# Pipeline Construction Division

Provides quality contract management and inspection of all pipeline work including Bid Projects, Service Extension and Connection Permits, and State and County Relocation and Adjustment Contracts for water supply distribution, wastewater collection pipeline systems, rehabilitation of existing sewer and water mains, renewed and new sewer and water house connections and water mains to existing private residences, as well as paving and landscaping contracts in the Sanitary District.

# Upcoming Solicitations for Pipeline Construction

Solicitation Description	Estimated Solicitation Date	Estimated Contract Value Range
Inspection Services Contract IC2024A24	FY 24 Q3	\$8M - \$13M
Water Main Replacement IDIQ (Prequalification)	FY 24 Q3	\$30M - \$50M
Water Main Replacement IDIQ (Ind. Projects)	FY 24 Q1,Q2	\$50M - \$65M
Sewer Roads Rehabilitation IDIQ	FY 24 Q1	\$30M - \$60M

# Pipeline Construction Division (PCD) Inspection Services Contract IC2024A24\*



**Project Overview:** Provide staff augmentation to the pipeline construction division of WSSC for services including but not limited to, Inspection of water and sewer pipeline construction, administrative support, paving inspection, and compaction inspection. In addition, services that may be needed include miscellaneous items such as design review, assistance in the assessment of community impacts/complaints (e.g. noise and vibration monitoring, structural inspection, etc.)

**Project Spend Portfolio:** Two Year Base Term with two Two-year option Terms, estimated \$8M –13M for the 2-year base term

**Project's Estimated Solicitation Date:** FY24 Q3

**Project's Anticipated Start Date:** FY25 Q1

**Where is work to be performed:** Various locations throughout Montgomery and Prince George's Counties

\* Anticipated Job Number

# Pipeline Construction Division (PCD) Water Main Rehabilitation Prequalification

**Project Overview:** Proposed solicitation to prequalify contractors to construct water main replacement project for mains less than 16" in diameter. Each project will be bid individually to prequalified contractors and anticipate award to the low bid within 90 days.

**Project Spend Portfolio:** 5 Year maximum prequalification period. Firms will renew interest annually and new firms may be added during an annual open period. Expect to advertise between \$30M - \$50M per year through this prequalification process.

**Prequalification Estimated Solicitation Date:** FY24 Q3

**Prequalification Anticipated Start Date:** FY24 Q4

**Where is work to be performed:** Various locations throughout Montgomery and Prince George's Counties

**Current Status:** Awaiting Internal Approval

# Pipeline Construction Division (PCD) Water Main Rehabilitation – Individual Projects



**Project Overview:** Individual bids for construction of water main replacement projects where the main to be replaced is less than 16”. These projects would be bid independently until the prequalification process is adopted.

**Project Spend Portfolio:** \$50M - \$65M bid through this calendar year.

Project ID and Name	Estimated Days	Projected Start Date
BR6060A16 – Audrey WMR	411	FY24 Q1
BR6634A19 – Cabin Branch Rd WMR	600	FY24 Q1
BR6508A18 - Goucher Dr WMR	500	FY24 Q1
BR6479A18 - Locris Dr WMR	690	FY24 Q1
BR6315A17 - Montgomery Knolls WMR	590	FY24 Q1
BR6712A19 - Tanglewood Rd Phase 2 WMR	721	FY24 Q1
BR6711A19 - Tanglewood Rd Phase 1 WMR	410	FY24 Q1

Project ID and Name	Estimated Days	Projected Start Date
BR6445A18 - Powhatan WMR	385	FY24 Q2
BR6472A18 - Cantrell Rd WMR	410	FY24 Q2
BR6475A18 - Lemontree Ln WMR	520	FY24 Q2
BR6459A18 - Leisure Drive WMR	610	FY24 Q2
BR6707A19 - Maple Ridge Road WMR	460	FY24 Q2
BR7029A21 - Locust Avenue Water Main Replacement	510	FY24 Q2
BR6951A20 - Thornberry Drive WMR	350	FY24 Q2
BR6294A17 - Simmons Ln WMR	328	FY24 Q2
BR6501A18 - Shadetree Ln WMR	470	FY24 Q2
BI5589B13 - Sligo Creek WM lining 24"	200	FY24 Q2

# Pipeline Construction Division (PCD)

## Sewer Roads Rehabilitation IDIQ

**Project Overview:** Provide construction services for the repair, rehabilitation, and replacement Commission service area of Montgomery and Prince George's County. Work will include sewer lining, pipe bursting, sewer replacement, manhole lining, manhole repair, lateral lining, lateral replacement and other similar work. Work will focus on assets that are within the public roadway but may include some work in green space. The contract will also include provisions for work on private property and installation of new sewer mains to address underserved communities. The Commission will be funding projects with state and federal funding and will require compliance with applicable requirements such as Davis Bacon Wage Rates, the American Iron and Steel Act and the Build America/Buy American Act.

**Project Spend Portfolio:** 4 Year Base Term, \$30M - \$60M/year in the program. Task orders bid among selected contractors. Since the task orders are competitively bid, no contractor is guaranteed any of the advertised work.

**Project's Estimated Solicitation Date:** FY24 Q1

**Project's Anticipated Start Date:** FY24 Q4

**Where is work to be performed:** Various locations throughout Montgomery and Prince George's Counties.

# Current Challenges

## Permitting Acquisition

## Supply Chain Issues

- Long lead times for DIP (is easing now)
- Move to contractor-supplied materials on most projects
- Large valves and fittings have increased lead times
- Pritec Coated pipe continues to have long lead times
- Small items: meter setters, some corporation stops have longer lead times

## Sewer Roads – MDE Funded Projects

- Increased time between Bid and Award

## Sewer and Water Projects with MDE or Federal Funding

- American Iron and Steel certifications requirements must be highlighted in the Contract
- Build-America, Buy-American Act (BABAA) to be part of specific water and sewer projects
- Design documents should include a list of materials subject to these provisions. Verify named manufacturers meet these requirements

# Successful Partnerships

- Understand WSSC Water's business
- Register in the Supplier Portal
- Read solicitations carefully
- Attend pre-proposals and ask questions
- Submit questions to Procurement in a timely manner
- Submit completed proposals in a timely manner
- Add value through innovation, cost reduction, etc., when responding to a RFP
- Include Lessons Learned in your RFP
- Be patient – Nothing is promised. Success takes time
- If unsuccessful on an RFP, request a debriefing; IFBs are lowest bid so there is no debriefing available

# Key Success Factors for Vendors

- Familiarity with contract and established procedures for various items such as how to request change orders and under what circumstances they may be approved.
- QA/QC of deliverables is a MUST.
- Knowing WSSC Water design standards.
- Prompt attention to issues raised in design.
- Prompt review of submittals.
- Responsiveness to field issues and requests for information during construction.
- Pay attention to permit requirements that impact construction.
- Proactively identify what is needed for AIS and BABAA compliance (as necessary).
- Monitor Subcontractor Payment Verification in the WSSC Water supplier portal.
- Provide QA review of progress estimates before submitting them to WSSC.
- Communication that is timely and accurate.



# Tap Into Business

Utility Services Department

**Jorge A. Rodriguez, P.E., Acting Director**

**May 30, 2023**

# Agenda

- Department Overview
- WSSC Water System Overview
- Upcoming Projects/Solicitations
- Participating in the Solicitation Process
- Keys to Successful Partnerships

# Department Overview

The Utility Services Department is responsible for maintaining the water/wastewater infrastructure, protecting the environment and delivering total customer satisfaction to our customers.

## Utility Services is comprised of many divisions, and they are:

- Water/Wastewater Systems Assessment Division
- Four (4) Maintenance Facilities located in Prince George's and Montgomery Counties
- Meter Services Division
- Emergency Services Center
- Pipeline Infrastructure and Strategic Planning Division
- Learning and Development Division

***“Utility Services, a Step Beyond Customer Service”***

## Utility Services Department Team:

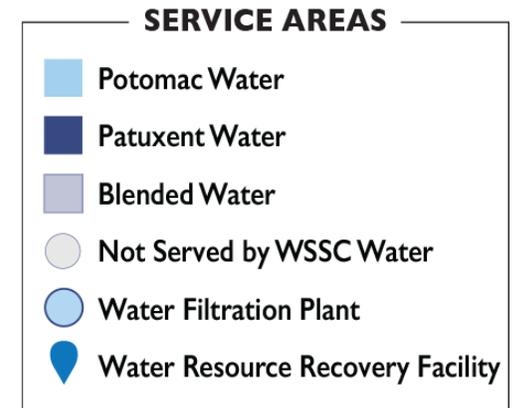
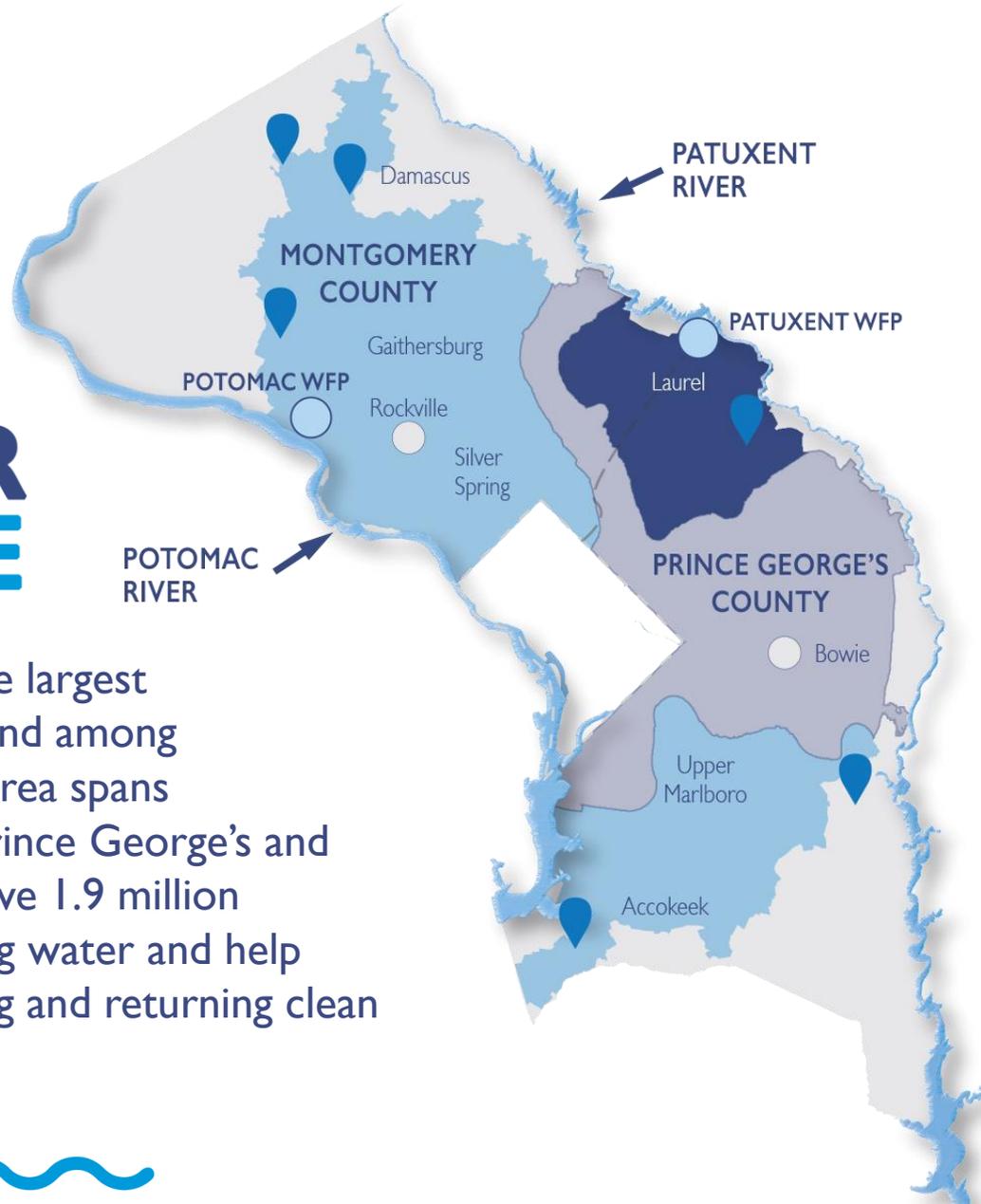
- Jorge A. Rodriguez, P.E., Acting Director
- Wesley McBride, Acting Deputy Director

**105** years & counting  
No drinking water quality violations... ever!



# WSSC WATER AT A GLANCE

Established in 1918, WSSC Water is the largest water/wastewater utility in Maryland and among the largest in the nation. Our service area spans approximately 1,000 square miles in Prince George's and Montgomery counties. We proudly serve 1.9 million residents with safe and reliable drinking water and help protect the Chesapeake Bay by treating and returning clean water back to Maryland waterways.





**162,000,000** GALLONS OF WATER PER DAY  
DELIVERED TO 1.9 MILLION RESIDENTS



**3** RESERVOIRS



**2** WATER FILTRATION PLANTS



**60** WATER TANKS



**55** PUMPING STATIONS



**6** WATER RESOURCE RECOVERY FACILITIES



**1,630** EMPLOYEES



Our drinking water system spans  
**5,800+ miles**



Our wastewater system spans  
**5,600+ miles**



**500,000** WATER QUALITY TESTS PER YEAR



**504,800** METERS IN OUR SYSTEM



**2.25** MILLION METER READS PER YEAR



# TEAM H<sub>2</sub>O



**\$5.3 MILLION** FINANCIAL ASSISTANCE TO 12,345 CUSTOMERS SINCE THE PANDEMIC BEGAN.  
(WSSC WATER, FEDERAL, AND STATE PROGRAMS)

**17,343** RESIDENTS ENROLLED IN OUR CUSTOMER ASSISTANCE PROGRAM IN FY 2022.  
(\$1.8 MILLION BENEFIT TO ENROLLEES)

**\$1.6 BILLION** FY2024 PROPOSED BUDGET

# Upcoming Projects for Utility Services

- Cleaning and Closed-Circuit Television (CCTV) Inspection Services
- Pipe Armoring Construction Services
- Sanitary Sewer Evaluation Survey
- Metallic Watermain Inspection Services
- Industrial Vacuum Services
- General Inspection Services
- Lateral Inspection Services

# Cleaning and Closed-Circuit Television Inspection Services

**Project Overview:** Retain contractors to perform Cleaning and Closed-Circuit Television (CCTV) Inspection of existing sanitary sewer mains located in residential areas, heavy traffic areas, wooded rights-of-ways and running along or near streams within Prince George's and Montgomery Counties on an as-needed basis. CCTV Inspection shall include, but is not limited to, the provision of cleaning operations and closed-circuit television monitoring operations for various size sewer mains.

**Project Spend Portfolio:** Three Year Base Term with One - Two-year option Term, estimated amt TBD, multiple awardees

**Project's Estimated Solicitation Date:** FY23 Q4

**Project's Anticipated Start Date:** FY24 Q2

**Where is work to be performed:** Various locations throughout Montgomery and Prince George's Counties

# Pipe Armoring Construction Services

**Project Overview:** Retain contractors to provide construction services for exposed water and wastewater asset protection in environmentally sensitive areas within the Washington Suburban Sanitary Commission District. A substantial portion of the work will be associated with stream restoration, water and wastewater exposed asset protection and construction of temporary access roads.

**Project Spend Portfolio:** Three Year Base Term with One –Two-year option Term, estimated amt TBD

**Project's Estimated Solicitation Date:** FY23 Q4

**Project's Anticipated Start Date:** FY24 Q2

**Where is work to be performed:** Various locations throughout Montgomery and Prince George's Counties

# Metallic Watermain Inspection Services

**Project Overview:** Retain contractors to perform the inspection of metallic watermains (6 inch to 96 inch in diameter) within the Washington Suburban Sanitary Commission water distribution and transmission systems. The contractors shall provide pipe inspection services on an as-needed basis. The contractors shall use innovative invasive/non-invasive technologies, which will provide reports for assessing the condition of lined and unlined metallic water mains. The proposed technology or combination of technologies must be capable of providing the following: leak detection, pressure monitoring, air/gas pocket detection, pipe wall assessment, corrosion detection, structural integrity and soil and material analysis.

**Project Spend Portfolio:** Three Year Base Term with One –Two-year option Term, estimated amt TBD

**Project's Estimated Solicitation Date:** FY24 Q1

**Project's Anticipated Start Date:** FY24 Q2

**Where is work to be performed:** Various locations throughout Montgomery and Prince George's Counties

# Sanitary Sewer Evaluation Survey

**Project Overview:** Retain consultants to provide sanitary sewer evaluation surveys, including flow monitoring, I/I analysis, I/I source detection, hydraulic modeling, data management, GIS sewer rehabilitation design, and community outreach for various locations in Prince George's and Montgomery Counties on an as needed basis.

**Project Spend Portfolio:** Three Year Base Term with One –Two-year option Term, estimated amt TBD

**Project's Estimated Solicitation Date:** FY24 Q1

**Project's Anticipated Start Date:** FY24 Q2

**Where is work to be performed:** Various locations throughout Montgomery and Prince George's Counties

# Industrial Vacuum Services

**Project Overview:** Retain contractor to provide Industrial Vacuum Services to remove semi-liquid and dry material, such as sludge, grit, and rags. The contractor shall use vertical lifts to 30 feet from a variety of tanks, manholes, and underground structures, in addition to transporting liquid and semi-liquid material on state and county roads from remote pumping stations back to a wastewater treatment plant.

**Project Spend Portfolio:** Three Year Base Term with One - Two-year option Term, estimated amt TBD

**Project's Estimated Solicitation Date:** FY24 Q1

**Project's Anticipated Start Date:** FY24 Q2

**Where is work to be performed:** Various locations throughout Montgomery and Prince George's Counties

# General Inspection Services

**Project Overview:** Retain contractor to provide personnel to perform inspection and inspection data review services for existing sanitary sewers located in designated areas of the Commission's Wastewater Collection System within Montgomery and Prince George's Counties on an as needed basis.

**Project Spend Portfolio:** Three Year Base Term with One - Two-year option Term, estimated amt TBD

**Project's Estimated Solicitation Date:** FY24 Q1

**Project's Anticipated Start Date:** FY24 Q3

**Where is work to be performed:** Various locations throughout Montgomery and Prince George's Counties

# Lateral Inspection Services

**Project Overview:** Retain contractors to perform Cleaning and Closed-Circuit Television (CCTV) Inspection, tap cutting, and locating of existing sanitary sewer laterals and mains (laterals) located in various locations in Montgomery and Prince George's Counties, Maryland, on an as needed basis. Lateral inspections shall include, but not be limited to, CCTV monitoring operations for various size sewer laterals, cleaning and inspection of sewer mains, and collection of GPS coordinates for sewer lateral clean-outs. The contractor is required to perform all inspections using National Association of Sewer Companies (NASSCO) standards.

**Project Spend Portfolio:** Three Year Base Term with One - Two-year option Term, estimated amt TBD

**Project's Estimated Solicitation Date:** FY24 Q1

**Project's Anticipated Start Date:** FY24 Q3

**Where is work to be performed:** Various locations throughout Montgomery and Prince George's Counties

# Participating in the Solicitation Process

- Understand WSSC Water's business
- Register in the Supplier Portal
- Read solicitations carefully
- Attend pre-proposal meetings and ask questions
- Submit questions to Procurement in a timely manner
- Submit completed proposals in a timely manner
- Add value through innovation, cost reduction, etc...when responding to an RFP
- Be patient – Nothing is promised. Success takes time

# Keys to Successful Partnerships

- Familiarity with the following:
  - WSSC Water Procurement Regulations
  - MBE/SLBE Goals
  - Contract Management and Administration
  - WSSC Water, Local, State and Federal Regulations
- QA/QC All Submittals
- Respond promptly to any issues
- Contact the Procurement Office at [askprocurement@wsscwater.com](mailto:askprocurement@wsscwater.com)



# Tap Into Business

Department of General Services

**Frederick Lees, Division Manager, Sustainability and Support Services**

**May 30, 2023**

# Agenda

- Division Overview
- Upcoming Projects/Solicitations

# Sustainability and Support Services Division

The Sustainability and Support Services Division is responsible for managing workspace planning, real estate, office services including reprographic and mail services, records management, energy management and building rehabilitation/reconfiguration design and construction management for the Commission. In this capacity SSSD optimizes space utilization, and provides facility planning for sustainable and green design and construction.

# Upcoming Projects for Sustainability and Support Services Division

Project Name	Estimated Advertisement Date	Estimated Contract Value Range
Temple Hills Depot Renovation	FY24 Q1	\$3M - \$5M
RGH Switchgear & Generator Replacement	FY24 Q2	\$10M - \$15M
Seneca Modular Center Power Feed	FY24 Q2	\$1M - \$2M
Temple Hills New Jet Truck Garage	FY24 Q2	\$1M - \$2M

# Temple Hills Depot Renovation

This project involves the renovation of the Temple Hills Depot including new glazing, HVAC, electrical upgrades and new interior finishes

# RGH – Switchgear and Generator Replacement

This project will replace and upgrade electrical assets at the Richard G. Hocevar (RGH) Building that have reached the end of their useful lives, thereby enhancing existing conditions and reliability of the building systems.

The work includes the following:

- Replacement of the primary 13.2 kV switchgear and associated equipment that supply power to the building; and
- Replacement of the emergency generators.

# Temple Hills Jet Truck Garage

This project involves the construction of a new modular jet truck garage at the Temple Hills Depot

# Seneca Modular Power Feed

This project will provide a redundant power feed to the Seneca modular data center

# Uniform Supply Contract

- Provide uniforms to individuals as well as potential bulk purchases
- FY23 uniform expenditures were approximately \$550,000
- Approximately 800 employees will receive uniforms
- Bulk purchases of T-shirts, polos and jackets included
- Estimated RFP advertisement date: FY 2024, Q2
- One year base term with multiple option years



**Questions?**