



Welcome To
2023 Tap Into
BUSINESS



Tap Into Business at WSSC Water

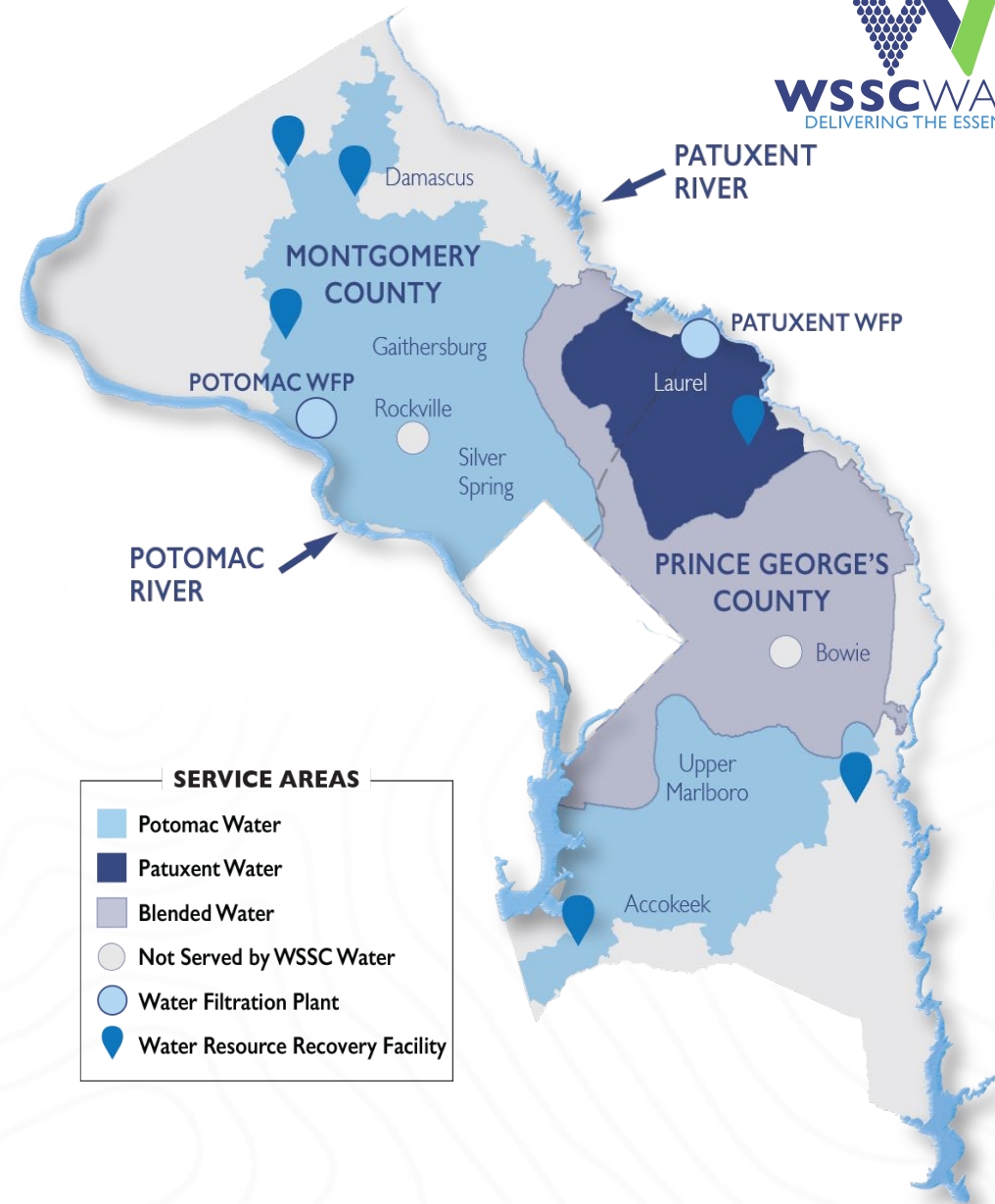
Caprecia Poole-Williams, Chief Procurement Officer

December 7, 2023

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.

105 years of no drinking water quality violations, ever.



WSSC Water's Procurement Office and Office of Supplier Diversity & Inclusion



WSSC Water's Procurement Office is a team of procurement professionals who purchase goods and services in a transparent, fair and cost-effective manner. The team establishes positive business relationships with suppliers and drives equitable competition for qualified suppliers and contractors who compete for WSSC Water contracts.

The Office of Supplier Diversity & Inclusion administers WSSC Water's Minority and Small Local Business Enterprise Programs. These programs continue to respond to the urgent need to eliminate barriers to succeed in public contracting and aligns with our focus on prioritizing Diversity, Equity, Inclusion and Environmental Justice.

FY 2023 Procurement by the Numbers

By the Numbers	Category
\$552M	Procurement Spend
239	Contracts Awarded
730	Requisition Received
450	Purchase Orders Issued
162	Solicitations Advertised
15,200	P-Card Transactions
\$10.2 M	P-Card Spend
Our Commitment: “Continuous Improvement”	



What Do We Buy

The following list provides examples of the goods and services that Procurement purchases on behalf of the End-Using Departments in support of our clean water mission.

GOODS	SERVICES
Chemicals	Construction Services
Office Supplies	Water & Wastewater Asset Assessments
Pipes, Valves, and Fittings	Facility Maintenance and Rehab
IT Equipment	IT Consulting Services
Vehicles	A&E Consulting Services
Various Meters	CCTV and Inspection Services
Laboratory Supplies	Temporary Field Personnel
MRO Goods	Cleaning & Restoration

How We Buy

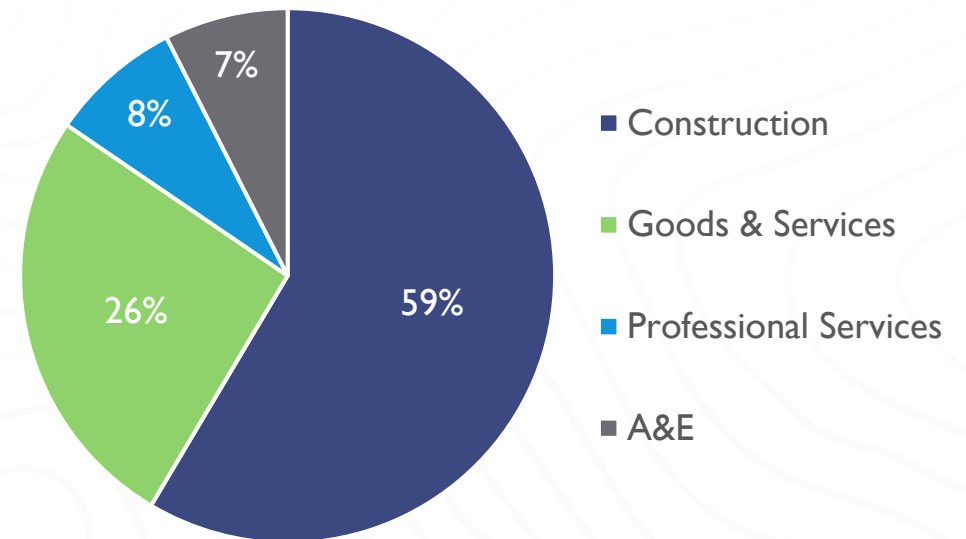
The dollar values below represent thresholds at which goods or services are procured via P-Cards, small purchases and solicitations.

Name	Threshold (\$)	Basis of Award	Examples
Micro/Purchase Card	<\$5,000	N/A	<ul style="list-style-type: none">• Books• Training Materials
Small Purchases	\$5,001 - \$100,000	Lowest Price	<ul style="list-style-type: none">• Small Tools & Equipment• Small Repair Services
Invitation for Bid (IFB)	>\$100,000	Lowest Price	<ul style="list-style-type: none">• Water Main Replacement• Hauling Services
Multi-Step (IFB)	>\$100,000	Technical Acceptance followed by Lowest Price	<ul style="list-style-type: none">• Polymer Chemical Testing
Request For Proposal (RFP)	>\$100,000	Most Advantageous	<ul style="list-style-type: none">• Consulting Services• Electrical Upgrades

FY 2023 Spend by Department

Department	Spend
Engineering & Construction	\$352,173,754.78
Production	\$50,930,045.18
Information Technology	\$43,092,838.65
Utility Services	\$41,731,535.67
General Services	\$26,001,063.07
Warehouse	\$21,409,723.68
Customer Service	\$3,373,287.59
Finance	\$2,743,843.41
Police & Homeland Security Office	\$1,669,791.65
Corporate Secretary	\$1,605,461.10
Human Resources	\$1,380,776.37
Asset Management	\$1,006,668.28
Other Departments	\$5,369,259.53
Total	\$551,764,780.93

Request Type	Spend
Construction	\$322,975,023.10
Goods and Services	\$143,442,417.22
Professional Services	\$44,033,651.97
Architectural Engineering	\$41,313,688.64
Grand Total	\$551,764,780.93



Tips to Succeed in the Solicitation Process

Pay Attention to Detail

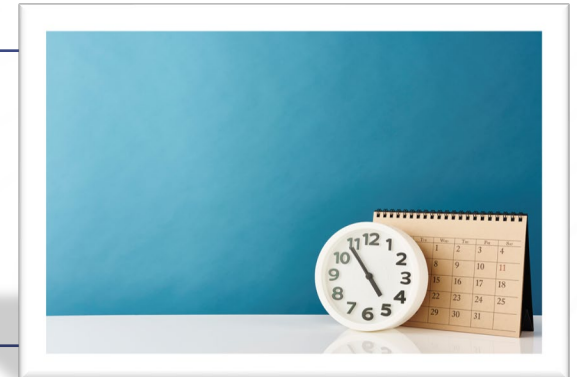
- Understand solicitation requirements
- Ensure you meet the minimum requirements
- Do not make assumptions

Spend Your Time Wisely

- Read the solicitation in its entirety early & seek clarification
- Attend pre-proposal conference
- Submit completed response on time

Put Effort Into Your Response

- Tailor responses to specific RFP requirements
- Address evaluation criteria directly
- Emphasize your company's value proposition
- Proofread before final submission



FAQs to the WSSC Water Bid Process



Question	Answer
How do I get notified about upcoming contract opportunities?	To receive e-mail notifications on contract opportunities, suppliers must register in the WSSC Water Supplier Portal. You will need to identify the North American Industry Classification System codes for the goods and services you wish to receive notifications.
How do I meet primes?	<ol style="list-style-type: none"><li data-bbox="1210 664 1872 706">1. Attend network meetings/sessions<li data-bbox="1210 714 2038 756">2. View registered suppliers on wsscwater.com<li data-bbox="1210 763 2191 806">3. Ask for sign-in sheets from pre-proposal conferences
How do I know if there is a pre-proposal conference?	There are 2 ways to know: <ol style="list-style-type: none"><li data-bbox="1210 949 2051 992">1. From the posted abstract on wsscwater.com<li data-bbox="1210 999 2076 1042">2. On the solicitation itself in the Supplier Portal
Can I request a debriefing for an IFB? RFP?	You may request a debriefing a Request for Proposal.

Upcoming Solicitations



Solicitation Description	Department	Estimated Contract Range
Bill Presentment Services Consolidation	Customer Service	\$7 Million - \$9 Million
Uniforms (Commission-Wide)	General Services	\$500,000 - \$700,000
Off the Lot Vehicle Purchases	General Services	\$8 Million - \$9 Million
RTV Kubota Equipment Parts and Services	General Services	\$300,000 - \$350,000
Residential Positive Displacement Meters (5/8 th - 2")	General Services	\$25 Million - \$30 Million
Felling Trailer and Equipment Accessories	General Services	\$100,000 - \$500,000
Andrews Elevated Water Storage Facility Rehabilitation	Engineering & Construction	\$5 Million - \$6 Million

Solicitation Description	Department	Estimated Contract Range
Damascus Town Center Wastewater Pumping Station	Engineering & Construction	\$5.5 Million - \$7 Million
Water Main Replacement (Small Diameter)	Engineering & Construction	\$15 Million - \$25 Million
Database Management Services	Information Technology	\$100,000 - \$250,000
Computing Devices, Parts, and Associated Services	Information Technology	\$2 Million - \$3 Million
IT Service Desk Tier I Managed Service	Information Technology	\$1 Million - \$2 Million
Customer Service Utility System Upgrade	Information Technology	\$2.5 Million - \$3.5 Million
DC Water Blue Plains Biosolids Hauling & Management	Production	\$14 Million - \$15 Million

This list is not exhaustive and is subject to change



FLEET SERVICES LUNCH & LEARN



Join us for a lunchtime presentation to learn about contracting opportunities at WSSC Water and network with other local small businesses. Space is limited; scan the QR code to register by **January 22nd** to reserve your spot.

For more information, contact Fleet Services at 301-206-4280 or tanya.minerve@wsscwater.com



tanya.minerve@wsscwater.com

Event Details

Date:

Wednesday, Jan. 24

Time:

12 PM to 2 PM

Location:

WSSC Water
Anacostia Depot
3500 Kenilworth
Avenue

Hyattsville, MD 20781

