



Let's Do Business

Business Outreach & Program Services





TxDOT spent nearly
\$6.1 billion in FY 2008



Vendors need to know . . .

- What we purchase
- What we require
- Where we notify
- Who to contact
- What we offer



What TxDOT purchases

- ☞ 4 Primary Industries
 - Goods & Services
 - Construction
 - Maintenance (*Building Facilities*)
 - Professional Services



Goods & Services

- Computers and related supplies
- Office supplies
- Printing
- Janitorial
- Right-of-Way appraisals
- etc.

Professional Services

- Engineering
- Architectural
- Surveyors



Construction

- Construction/Roadway Materials & Supplies
- Heavy highway construction services & Sub-contracting
- Hauling & Other construction services

Maintenance

- Highway maintenance
- Roadside rest areas
- Facility maintenance




Bidder's Questionnaire

- Required by TxDOT
- For maintenance and construction projects
- No financial statement is required

Pre-Qualification

- Required by TxDOT
- For maintenance and construction projects
- Requires audited financial statement



How can I find out about upcoming procurement opportunities?

- ➔ Internet sites – TxDOT site, other state agencies
- ➔ BOP newsletter - *Roadlines*
- ➔ Liaison Committee meetings
- ➔ Economic Opportunity Forums – Comptrollers site
- ➔ Centralized Master Bidder's List (CMBL)
- ➔ Electronic State Business Daily



Internet sites

- ☞ Texas Department of Transportation
 - www.dot.state.tx.us/
- ☞ General Services Commission
 - www.gsc.state.tx.us/
- ☞ Texas Department of Economic Development/Texas Marketplace
 - www.texas-one.org/



Internet sites (cont'd.)

- ☞ U. S. Small Business Administration
 - www.sbaonline.sba.gov/
- ☞ U.S. Department of Commerce
 - www.doc.gov/
- ☞ U.S. Chamber of Commerce
 - www.uschamber.org/



TxDOT Certification Programs

- Federal Disadvantaged Business Enterprise (DBE) Program for the U.S. Department of Transportation (USDOT) [90 days]
TxDOT Certification Program
- State Historically Underutilized Businesses (HUB) Program for the Texas General Services Commission (GSC) [30-45 days]
- TxDOT Small Business Enterprise (SBE) Program for state-funded highway construction or maintenance projects [30 days]
- Design Division pre-certification of Prof. Services (Eng., Arch., Surv.) [60 days]



Technical Assistance Program

- Provides free training to certified DBEs
- Designed to complement and/or enhance business skills
- Gives small businesses a competitive edge when proposing and/or performing on TxDOT projects
- Categories of training include: construction, bonding, accounting/cash flow, business law/EEO, business management/marketing, computer, safety requirements



LINC

- Mentor/Protégé Program
- Prepares small businesses to bid and to perform on contracts, as sub-contractors or prime contractors



Small Business Briefings

- Two-day Conferences
- Contract & Networking Opportunities
- Training & Education Workshops



American Recovery and Reinvestment (Stimulus Program)

- \$1.2 Billion in construction projects and \$500 million in maintenance projects
- http://www.txdot.gov/project_information/stimulus/default.htm
- 12.54% DBE goal – each project!



Contact Us

Business Outreach & Program Services *(BOP)*

For additional assistance/questions,
please contact:

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“BOP means business”