Relationships and Opportunities Advancing Diversity (ROAD) Program

Informational Session
Tuesday, July 30, 2019

Moses Aito, CPPB
Director of Business Diversity
2020 – 2022 ROAD Program Informational Session

1. Overview of Program
2. Application Process
3. Evaluation & Selection Process
4. Frequently Asked Questions
5. Schedule
BUILDING THE FOUNDATION

Education and training are the most powerful tools for helping businesses prepare for the bidding process. Our success at NTTA relies upon quality partnerships and relationships with the contractors and subcontractors who work on our projects. That’s why NTTA created the ROAD program in 2008 using a mentor/protégé model to help smaller businesses grow. The program is overseen by NTTA’s Business Diversity Advisory Council and is monitored by our Business Diversity staff. It is governed by a voluntary agreement between the prime contractor and subcontractor during the two-year term.

DIRECTOR’S MESSAGE TO OUR STAKEHOLDERS

At North Texas Tollway Authority, we design our business diversity programs to target and strengthen D/M/WBE firms, so they can successfully compete for contracts with NTTA.

NTTA developed the Relationships & Opportunities Advancing Diversity (ROAD) program nearly 10 years ago with a mentor/protégé model to help broaden and level the playing field for diverse firms. Participants adopt best practices during months of learning and partnering with industry leaders. Since the program began, 40 teams have graduated from the program, and many former protégés have become mentors. That’s a model of success.

As we all know, fostering diversity and inclusion is a challenge, and progress can be slow. The ROAD program has proven to be a winning recipe. So many firms who have graduated from the program are now qualified and prepared to respond successfully to the many contracting opportunities in the North Texas region and beyond. In that way, we all win.

The future is bright.

Moses Alto,
Director of Business Diversity
## Purpose of the ROAD Program

NTTA’s two-year voluntary ROAD Program, seeks to promote and facilitate relationships between prime and consultants to foster opportunities for D/M/WBEs to participate in large contracts.

## How Does the Program Work

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<tr>
<th>Prime contractors serve as mentors, working directly with a selected consultant firm to develop a plan for building capacity.</th>
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<td>The program exposes consultant firms to major aspects of business that are relevant to their firms.</td>
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<td>Consultant firm gains access to resources and training outlined in the capacity-building plan.</td>
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<td>Consultant firm also participate in seminars, workshops and networking events, which provide networking opportunities with the most competitive firms in the industry.</td>
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<td>Quarterly and annual reporting to indicate the status of their progress toward the goals of the capacity-building plan.</td>
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ROAD Program Objectives

1. Partnership for expanded business operations
2. Develop the consultants’ bidding capabilities
3. Expose consultants’ to larger & complex contracts
4. Provide guidance for innovation and best practices
2018-2020 ROAD Program Timeline

**ROAD Program Launches**
Planning begins to develop a mentor/protégé program that allows participants to fully engage in business relationships without the promise of contract.

**First ROAD Participants**
NTTA’s Business Diversity staff introduces its first ROAD participants: five prime contractors and five subcontractors.

**Second ROAD Class**
The second ROAD class consists of 11 teams, including four returning prime contractors: Atkins Inc., HDR Engineering, HNTB Corporation and Jacobs Engineering Group, Inc.

**Third ROAD Class**
14 teams participate in the third ROAD class. Several prime contractor firms return to mentor a wide variety of protégé businesses.

**Fourth ROAD Class**
The fourth ROAD class enrolls nine pairings. Several prime contractors return as mentors, demonstrating their commitment to the ROAD program’s mission.

**Fifth ROAD Class**
Nine teams enroll in the fifth ROAD class. Since the start of the program, 88 firms have now participated in the program.

**Future ROAD Participants**
Are you the next ROAD participant?
“I would recommend the NTTA’s ROAD program to any firm looking for growth.....The program provides a basic platform to help jump-start relationships, that are typically not organic. It worked!” Evalynn Williams, President/CEO, Dikita
"I think the greatest benefit the program provides is a safe place to try new things....I have been delighted to watch our former consultants grow, achieve and succeed; and it is very gratifying to know that as a mentor, in some small way, we have helped make that possible,"

Tony Kimmey,
Practice Manager, Burns & McDonnell

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<tr>
<th>Prime</th>
<th>Consultant</th>
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<td>Atkins, Inc</td>
<td>Ibarra Consulting Engineers, Inc</td>
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<tr>
<td>Brown &amp; Gay Engineers, (BGE) Inc</td>
<td>Metropolitan Infrastructure, PLLC</td>
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<tr>
<td>Burns &amp; McDonnell Engineering, Co, Inc, Inc</td>
<td>Civil and Associates, Inc</td>
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<td>CDM Smith</td>
<td>Baez Consulting, LLC</td>
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<tr>
<td>Dannenbaum Engineering Corporation</td>
<td>Targus Environmental, LLC</td>
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<tr>
<td>HDR Engineering, Inc</td>
<td>Alliance Geotechnical Group, Inc</td>
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<tr>
<td>HNTB Corporation</td>
<td>MV Engineering</td>
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<tr>
<td>Locke Lord, LLP</td>
<td>Chen Malin, LLP</td>
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<td>Michael Baker International</td>
<td>KIT Professionals, Inc</td>
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Application Process & Checklist

- 2020 – 2022 ROAD Program Application
- D/M/WBE Certification for consultants
- Completed Company Profile
Eligibility Requirements – Primes(Mentor)

- Possess at least three years experience in a prime role as an approved contractor in transportation or related industries

- Demonstrate a commitment to assisting the consultant firm with all aspects of business development

- Possess good business character

- Not appear on the federal list of debarred or suspended contractors

- Impart value to a consultant firm from practical experience gained or through its general knowledge of government contracting
Eligibility Requirements - Consultants (Protégé)

- Possess at least two years experience in transportation or related industries
- Be open to assistance in all aspects of the ROAD Program
- Possess good business character
- Not appear on the federal list of debarred or suspended contractor
- Be a certified D/M/WBE by an entity recognized by the NTTA

Accepted DBE Certification Agencies

Accepted M/WBE Certifications
Company Profile Documentation

- Brief Cover Letter
- Completed and fully executed 2020–2022 ROAD Program Application Page
- Firm Qualifications including description, organization, history and background
- Two Project References including contact information and project scope performed
- Company at Glance – staff information

- Company profile must include all the required documentation
- Please refer to the ROAD Program Application for the page limits
Submittal Guidelines

1. Completed Application and Company Profile
   - One original hardcopy (stamped as original) and one hard copy
   - Electronic submittal

2. Application Due Date
   - September 17, 2019 at 2:00 p.m. Central Time (standard or daylight savings time as applicable)

Delivery
   - Electronic copy emailed to: businessdiversity@ntta.org
   - Hard copies to:
     Director of Business Diversity
     NTTA ROAD Program
     North Texas Tollway Authority
     5900 W. Plano Parkway, Suite 100
     Plano, Texas 75093
Submittal Guidelines

• Late submittals will not be opened nor returned to the submitting firm/individual

• NTTA will require strict compliance with the sealing, marking and timely delivery of all submittals

• NTTA is not responsible for delays caused by the U.S. Postal Service, Courier Services, the internal mail delivery system of the NTTA, or, any other delivery means used by Respondent
Evaluation and Selection Process

- Selection is contingent upon the successful negotiation of the ROAD partnerships.

- A copy of the ROAD Program overview, application and informational session presentation will be available on the ROAD Program webpage on NTTA’s website after August 1, 2019.

- The Authority reserves the right to reject any and all Application and Company Profile, to waive any irregularities in any submissions, to request clarification or additional information from any institution and to effect any agreement with one or more institutions, as the Authority may determine to be in its best interest. All materials submitted in response to this Request become the property of the Authority and will not be returned. The Authority will not reimburse institutions for any costs or expenses associated with the preparation or submittal of any response to this Request.
Frequently Asked Questions (FAQ)

What certification agencies does the NTTA recognize?

• Dallas/Fort Worth Minority Supplier Development Council (DFWMSDC)
• North Central Texas Regional Certification Agency (NCTRCA)
• Women’s Business Council Southwest
• TxDOT DBE Certification
• Texas Unified Certification Program (DBE):
  o City of Houston | City of Austin | Corpus Christi Regional Trans. Auth.
  o North Central Texas Certification Agency | South Central Texas Certification Agency
• SBA 8(a) Program

I am applying as a consultant to the program, and my firm is currently not certified by one of the certifying agencies recognized by NTTA, am I able to apply?

• No, a consultant must be certified by an entity recognized by NTTA at the time of application submittal.
Frequently Asked Questions (FAQ)

What happens to my firm’s documentation if I miss the September 17th deadline for submission into the (2020-2022) ROAD Class?

• Applications and Company Profiles will be accepted until 2:00 p.m. central time on September 17, 2019.
• Documentation submitted after this date and time will NOT be opened nor returned to the submitting firm/individual and shall be deemed non-responsive.

What happens to my documents if I fail to adhere to NTTA’s Application and Company Profile submittal guidelines?

• Applications and Company Profiles submitted without adhering to the Company Profile submittal guidelines will be deemed non-responsive.

If I have participated in NTTA’s ROAD program previously, am I eligible to re-apply to the current ROAD Program class?

• Once a consultant has commenced a relationship with a prime firm as a participant in NTTA’s ROAD program, the consultant cannot re-apply as a consultant. However, the consultant firm may apply as a prime.
• Unless a prime participant is debarred from the ROAD program by NTTA, primes may re-enroll in the ROAD program with a different consultant with the approval of BDD and the oversight committee.
### Frequently Asked Questions (FAQ)

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<tr>
<th>Question</th>
<th>Answer</th>
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<tr>
<td>If I have provided an application to the previous ROAD program, will I be required to submit a new application and company profile for consideration for this new class?</td>
<td>• Yes, all applicants who wish to be considered for the 2020-2022 ROAD Program, must apply and submit the required documentations by the due date.</td>
</tr>
<tr>
<td>How and when will I be notified regarding my company’s submittal?</td>
<td>• Applicants who submit the required documentation by the due date of September 17, 2019 at 2:00PM will receive an email acknowledging receipt of their firm’s submittal no later than October 14, 2019.</td>
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</tbody>
</table>
| If my firm is not selected for the 2020-2022 ROAD program, when is the next opportunity for entry? | • Once the 2020-2022 ROAD program commences, the next opportunity for enrollment will be at the conclusion of the 2020-2022 program.  
• *New applications* will be available during the *summer of 2021*. |
If I have additional questions regarding the ROAD Program, who should I contact and when will I receive a response to my inquiries?

• Questions about the ROAD Program must be directed in writing, via e-mail to the Director of Business Diversity at: businessdiversity@ntta.org, no later than 4:00 p.m. on September 9, 2019.
• Questions will be answered in the order that they were received.

Inquiries and Questions Deadline!

Questions about the ROAD program or this request for application and company profile submittal should be directed in writing only, via e-mail to the Director of Business Diversity at businessdiversity@ntta.org by no later than 4:00 p.m. on September 9, 2019.

OFFICIAL TIME CLOCK: The time stamp device in the customer reception lobby is the official time clock used for the purpose of the due date and time of the Application and Company Profile. Any discrepancies between this official time clock and any other time keeping devices are not the responsibility of the NTTA.
Schedule

1. ROAD Application Open: August 1, 2019
2. Deadline to submit Questions to BDD at 4:00 p.m., September 9, 2019
3. Application & Documents Due at 2:00 p.m., September 17, 2019
4. Application Receipt Notification: October 14, 2019
5. Selection Process Completed: November – December, 2019
   (Team Formation & Notifications of Acceptance or Denial)
6. Class Inauguration by NTTA Board: January 2020
7. Finalize Team Agreements & Implement ROAD Program: January – March 2020
Getting Connected

Second Wednesday Business Chats

- Learn about NTTA upcoming procurement opportunities
- Find out how to register as a vendor
- Meet NTTA stakeholders
- Get to know NTTA

Business Chat Sessions:
Second Wednesday of every month
10 a.m – 11 a.m.
NTTA Boardroom
5900 West Plano Parkway
Plano, Texas 75093
North Texas Tollway Authority

Our Mission

- Provide a safe and reliable toll road system
- Increase value and mobility options for customers
- Operate the Authority in a businesslike manner
- Protect our bondholders
- Partner to meet our region’s growing need for transportation infrastructure