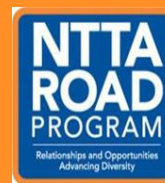


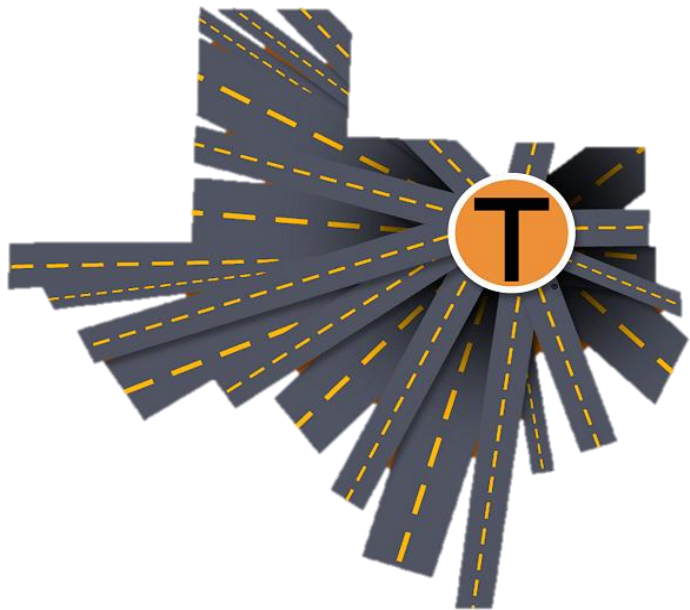
# Relationships and Opportunities Advancing Diversity (ROAD) Program

Informational Session  
Tuesday, July 30, 2019

Moses Aito, CPPB  
Director of Business Diversity



# 2020 – 2022 ROAD Program Informational Session



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# The ROAD To ROAD

## 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/MWBE 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 Aito,  
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

Prime contractors serve as mentors, working directly with a selected consultant firm to develop a plan for building capacity.

The program exposes consultant firms to major aspects of business that are relevant to their firms.

Consultant firm gains access to resources and training outlined in the capacity-building plan.

Consultant firm also participate in seminars, workshops and networking events, which provide networking opportunities with the most competitive firms in the industry.

Quarterly and annual reporting to indicate the status of their progress toward the goals of the capacity-building plan.

## ROAD Program Objectives



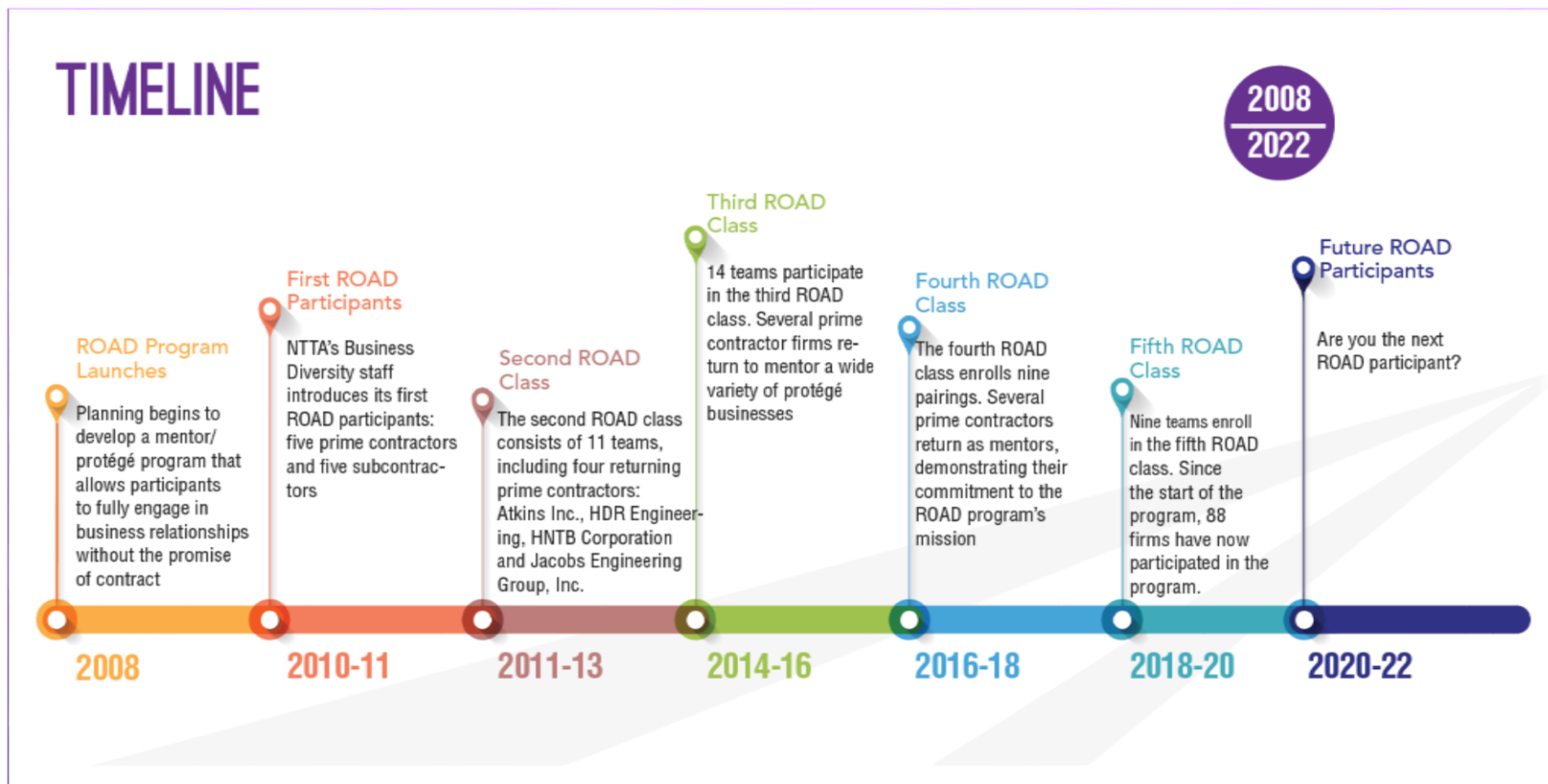
Partnership for expanded business operations

Develop the consultants' bidding capabilities

Expose consultants' to larger & complex contracts

Provide guidance for innovation and best practices

# 2018- 2020 ROAD Program Timeline



# ROAD Program Highlights



2016 – 2018 ROAD Graduation

## NTTA'S "ROAD" TO SUCCESS

Over the past eight years, the North Texas Tollway Authority (NTTA) has hosted more than 80 participants in its Relationships and Opportunities Advancing Diversity (ROAD) program.

NTTA brings together prime contractors (mentors) and consultants (protégés) to help increase the participation of disadvantaged, minority-owned, and woman-owned business enterprises (D/M/WBEs). The overall goal is to help consultants effectively compete for future contracting opportunities in North Texas.

Prime contractors and consultants are paired throughout the two-year program to help guide them to future success.

This program gives D/M/WBEs access to larger companies whose staff experience provides protégés companies the tools they need for their growth. Among the key aspects of the ROAD program is providing greater access to resources, products and services provided by prime contractors.

These mentors also commit to exposing the consultant to important aspects of the business relevant to their firm. This can include business development, technical and managerial proficiency, human resource development, management strategies, marketing and project management.

Some consultants have gone on to "pay it forward" by becoming mentors in later classes, the ideal growth path of a ROAD program participant.

During the program, consultants will participate in seminars, workshops and networking events that expose them to firms in the industry and forge business connections within the North Texas community.

If you are interested in becoming a part of our ROAD program, contact us today at [businessdiversity@ntta.org](mailto:businessdiversity@ntta.org) or visit us at [ntta.org](http://ntta.org).

Congratulations to all of our ROAD Participants who have made this program a success!

### Here's how we connect with the North Texas business community:

- Business Chat Sessions**  
Informal setting for mentors to meet and share information with key decision makers at NTTA.
- ROAD Program**  
A two-year voluntary mentor-protégé program for D/M/WBEs.
- BDAC**  
Business Diversity Advisory Council advises NTTA and identifies and recommends inclusion business experienced in contracting.
- OSP**  
Cooperative Inclusion Plan is a partnership and comprehensive approach to accelerating the role of D/M/WBEs and HUBs in highway contracting.
- VOE**  
Quarterly Vendor Outreach Symposiums – Traveling road show and a networking connect for prospective vendors.

ROAD program participants grow stronger together

ROAD Program feature – *Who's Who in Black Dallas*

"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

# 2018- 2020 ROAD Program Highlights



ROAD Program Mixers

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

"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

# 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

# Submission 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)

3

## Delivery

- Electronic copy emailed to: [businessdiversity@ntta.org](mailto: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):
  - City of Houston | City of Austin | Corpus Christi Regional Trans. Auth.
  - 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 17<sup>th</sup> 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)

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?

- 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.

How and when will I be notified regarding my company's submittal?

- 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.

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*.

# Frequently Asked Questions (FAQ)

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](mailto: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](mailto: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

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## 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