Doing Business with CDOT
Who is CDOT?

- **CDOT** is responsible for 9,146 miles of highway (23,061 lane miles) and 3,447 bridges
- One of the largest state government agencies with an annual budget of $1.2 billion
- Primarily “horizontal” highway construction and maintenance
- Approximately $450M spent annually on highway construction projects and $115M on design and engineering
- New Responsible Acceleration of Maintenance and Partnerships (**RAMP**) program is adding $300 million per year and 10,500 jobs over five years on projects in rural and urban areas of the state

Mission

“To provide the best multi-modal transportation system for Colorado that most effectively and safely moves people, goods, and information.”
Who is CDOT?

More than roads and bridges...

• Aeronautics support for local airports
• Grants for rural transit and rail systems
• Transportation safety programs
• Funding for municipal roadway projects
• Co-projects with other transportation agencies
• Rail interconnectivity future
Where CDOT Works

Transportation Regions
What CDOT Buys

There are 3 primary categories in which CDOT makes purchases

• Purchasing professional services, goods, and supplies
• Contracting for highway construction projects
• Contracting of design and engineering consultant services

CDOT also purchases other low-cost and special services

• General purchases of less than $25,000
• Emergency maintenance services
Goods & Services

Goods and services for operations such as:

– Janitorial supplies and services
– Office supplies
– Heavy tow service
– Trailer mounted variable message signs
– Professional services
– Facilities design/construction

• Colorado Vendor Self-Service System (VSS)
• CDOT now using CDOT Supplier Self-Service Portal (SSP)
• State Price Agreements (BIDS)
• No registration fee but must be registered to bid
Finding Opportunities

• CDOT Purchasing Department [website](https://www.codot.gov/purchasing)
• Rocky Mountain [ePurchasing](https://www.epurchasing.com)
• Colorado [BIDS](https://www.colorado.gov/pd/bids) (Price Agreements)

3% statewide Service Disabled Veteran (SDVOSB) goal
  - Only applies to CDOT professional services, goods and supplies - does not apply to highway design or construction
Highway Construction

Contracts to construct, improve, repair, and maintain roads, bridges and other transportation facilities

• Projects range in size from small preventative maintenance work to multi-year, multi-million dollar highway construction

• CDOT terms these vendors “contractors” or “bidders”

• CDOT hires only prime contractors and the prime contractor hires all other firms, including subcontractors, material suppliers, truckers, fabricators and manufacturers

• Prime contractors must be prequalified by CDOT

• Small business path to entry is typically through subcontracting
Solicitations

Invitation for Bid (IFB)

• Advertised in bid notices and on the CDOT website
• Online bid submission using Bid Express (BIDX) System
• Plans available through BIDX and CDOT
• Sealed competitive bid opening
• Award based upon lowest responsive and responsible bid

Bid tabulations posted on CDOT’s website
Finding Opportunities

- **Advertisements** ("Ad Notice") of open solicitations
- "**Go Sheet**" of upcoming projects
- **Prequalified prime contractor directory**
- **Plan holders listing**
- **Bid tabulations** and cost data
- **BIDX** lettings and small business network
- **isqft** third party system used by primes
- Regional CDOT Project Engineers
- Regional Civil Rights Managers
- Pre-bid conferences and industry events
- DBE and ESB project goals and outreach
Types of contracted services are diverse and include:

- Design & Engineering
- Inspection
- Surveying
- Environmental
- Construction Management
- Intelligent Transportation Systems
- Traffic Studies

CDOT terms these vendors “professional service consultants” for design & engineering projects.

Does NOT include professional services from attorneys, accountants, insurance agents, information technology, etc.
Solicitations

Request for Statement of Interest or Invitation for Consultant Services

• Advertised in design notices on the CDOT website and CDOT Supplier Portal
• Project specific (PS) or Non-project specific (NPS)
• Licensed prime consultants and subs must be prequalified by CDOT prior to proposal due date
• Submit of a Statement of Interest (SOI) through the CDOT Supplier Portal
• Scoring form and a tally of points used to compare vendors
• Award based upon most qualified (price not a factor)
Finding Opportunities

- Teaming and subcontracting
- Prequalified prime consultant directory
- Regional CDOT Project Engineers
- Industry associations and events
- Advertised projects and upcoming consultant service needs
- Innovative contracting project websites
- Projects in the environmental stage

Note: When you see a request for consultant services listed publically, it is probably too late to be in a position to compete for the work. Make sure to establish your teaming role with the prime and/or Project Engineer before the project is released.
CDOT Contracting Opportunities

CDOT Supplier Self-Service Portal
- Janitorial supplies
- Office supplies
- Heavy tow service
- Variable message signs
- Parts and maintenance
- Equipment and machinery
- Professional services
- Information technology
- Geotechnical services
- Environmental mitigation
- Construction management

CDOT Contracts and Market Analysis
- Highway maintenance
- Project materials
- Site prep and cleanup
- Professional services
- Public information
- Traffic studies
- Planning
- Traffic control
- Trucking
- Painting and striping
- Asphalt paving
- Electrical installation
- Masonry
- Concrete
- Excavation
- Dirt work
- Landscaping
- Erosion control
Disadvantaged Business Enterprise (DBE)

Federally-Mandated Program
• U.S. DOT program administered by individual state DOT’s
• Federal statute 49 CFR Part 26
• Helps disadvantaged businesses compete for transportation contracts

Qualifications
• Small for-profit business concern
• 51% owned and controlled by socially and economically disadvantaged individual(s)
• Most minority and all women owners presumed to be disadvantaged
• SBA business size standard by NAICS
• Maximum 3-year average revenue of $23.98M and
• Personal net worth cap of $1.32M
Colorado DBE UCP

• Statewide Unified Certification Program (UCP) eliminating the need to obtain DBE certification from multiple agencies
• Online application through B2G system
• Certifying agencies
  – The Colorado Department of Transportation (CDOT)
  – City and County of Denver (CCD)
• Participating USDOT federal agencies
  – FHWA
  – FAA
  – FTA
• Recognized by 50 state and local agencies
  – Municipalities
  – Regional airports
Why Get Certified?

• Levels the playing field for disadvantaged businesses

• Listed publicly in the Colorado UCP DBE Directory (coloradodbe.org)

• Project specific goals set on federally-funded projects as percentage of total project value (0 - 15+ percent)

• Prime contractors actively seek DBE firms to meet goals

• Provides a competitive advantage for subcontractors to promote small business growth

• Support services such as training, counseling, technical assistance, and free BidX accounts
Examples of DBE Firms

Firms include but not limited to:

- **Construction**
  Asphalt, concrete, electrical, HVAC, masonry, roofing

- **Professional services**
  Architects, researchers, project managers, engineers, surveyors

- **Goods and Services**
  Caterers, promotional materials, glass, janitorial supplies
<table>
<thead>
<tr>
<th>Phase One</th>
<th>Phase Two</th>
<th>Phase Three</th>
</tr>
</thead>
<tbody>
<tr>
<td>Review Application</td>
<td>Schedule Site Visit</td>
<td>Internal Review</td>
</tr>
<tr>
<td>Verify Documents</td>
<td>Site Visit Conducted</td>
<td>Decision</td>
</tr>
</tbody>
</table>

- **Certification Process**

- **Phase One**: Review Application → Verify Documents
- **Phase Two**: Schedule Site Visit → Site Visit Conducted
- **Phase Three**: Internal Review → Decision

Currently 90-120 days if application packet is COMPLETE.
Emerging Small Business (ESB)

State-Funded Program
• Race and gender-neutral emerging small business program
• Online application and mandatory orientation
• Specific to CDOT only - does NOT apply to other local agencies

Qualifications
• Small for-profit business concern
• 50% of SBA business size standard for NAICS
• Maximum 3-year average revenue of $11.99M
• Must provide services in a CDOT eligible area of work
• May also be a DBE certified firm
• Levels the playing field for all small businesses
• ESB goals on large design-build projects
• Prime contractors receive incentives for meeting goals on CDOT projects or may be sanctioned
  – Financial reward .5% - 1% of construction project cost
  – Past performance scoring points on proposals for using ESB firms
• Limited competition for ESB Restricted projects
• Listed publicly in the CDOT ESB Directory (coloradoesb.org)
• Support services such as training, counseling, and technical assistance, and free BidX accounts

Why Get Certified?

Currently 90 days if application packet is COMPLETE
SMALL BUSINESS SUPPORT SERVICES
Program Services

Free Services Provided:

• One-on-one consulting
• Workshops and training
• One-stop website (connect2dot.org)
• Monthly newsletter
• Free Bid Express accounts
• Project notifications
• Networking and project events
• Tuition reimbursement and/or scholarships
• Industry partnerships
CDOT Civil Rights & Business Resource Center (CRBRC)

- CDOT small business specialists
- Client referrals to the SBDC
- Certification assistance
- Small business collaborative forums

CDOT Region Civil Rights Managers (RCRM)

- Local CDOT representative in each of the 5 CDOT Regions
- Set DBE and ESB goals on projects
- Provide support for local OJT initiatives
- Assist subcontractors with project-related issues
- Coordinate local outreach and project events
Get Started Today!

1. Do your homework
2. Get certified
3. Get prequalified (if bidding as a prime)
4. Get your other ducks in a row (licenses, insurance, bonding)
5. Identify key contacts
6. Network and team with prime contractors
7. Attend industry events, forums and meetings
8. Leverage free SBDC and Connect2DOT resources
9. Schedule a consulting session with an industry expert
10. Bid with knowledge and insight
11. Be persistent!
QUESTIONS?

Cathy Kramer
Program Manager
P: 720-624-6728
cathy.kramer@state.co.us
www.connect2dot.org