









submit a proposal - this has only occurred when someone at City knows us/our skills. how can you help us get in front of Project Managers to share our experiences so we are top of mind when they are in need of services?
Not sure.
Nothing that I can think of at the moment.
The three obstacles I face, as a sole proprietor, are (1) the cost and effort to register as small WMBE, (2) concerns over security and privacy by releasing my personal financial information (because as an unincorporated business and sole proprietorship, all my information is personal, and (3) cost to obtain and maintain Seattle's required amounts of general and professional liability insurance, include vehicle insurance, even though I work from home, do not provide engineering, architectural, or design services, go "on site" during construction, or
A more centralized RFP and bidding process
Understanding of how procurement acquires services from firms using existing contracting vehicles or master services agreements/blank purchase agreements.
I'm not really sure.
We are often faced with high-inclusion numbers with no follow through. Since we are a minority-owned professional services firm that supports construction we are often named on proposals and part of inclusion plans but then rarely used, particularly since many services are "on-call." It is not so much of technical assistance for us, but rigor to the process. If WMBEs are named for scopes we need to somehow ensure that work is coming out in such a way that WMBE scopes are utilized and that we get the work we have worked hard to get. This translates to technical assistance for the various departments in the City understanding how to plan
Provide TAS in different languages for Non-English speaking minorities.
Again, the City of Seattle RFP solicitation process is much more opaque than say King County or State of Washington. Those entities clearly announce when opportunities exist, permitting firms to chose to respond or not. In our experience with the City of Seattle, we were contacted directly regarding opportunities...which suggests there were opportunities we were NOT contacted regarding. All opportunities above a certain
n/a
Need more guidance and help on expanding and growing our business with City.
If Technical Assistance could support SDOT in awarding more set-asides or M/W/DBE required-prime contracts, that would be fantastic. Evaluate the work, and assess how it could be delivered. Smaller contracts may also be an option. Even though the roster is structured in this way, there is little given out. Then, when there are such contracts for M/W/DBEs, have pre-RFP meet and greets with the PMs to start relationship building. Last, review how the self-certification is working. I am aware of firms that are not Small/M/W/D that are on the roster due to
Helping mwbes understand the safe and effective to complain when the needed.
Explain the Seattle ice.. Seattle nice world
Explain how to compete in different delivery methods e.g. DB vis D-B-B