

AZ UTRACS

Enhancements Implemented on 03/12/2018

The majority of the changes were done to the registration page, which were mostly cosmetic. However, there is one new feature that is designed to make DBE's stand out to primes and highlight their capabilities.

- An ACDBE tab was added to the "Who are you?" section, this is also available under the "Tasks by User Role" section on the Tools/Resources dropdown menu.
- The AZ UTRACS number was added to the upper right hand side of the firm registration form.
- Primary roles were added as a drop down menu for the primary and secondary users. This will allow BECO to more effectively communicate with firms and direct emails to the appropriate personnel regarding ADOT contract requirements, AZ UTRACS enhancements, bidding opportunities, among other important communications.
- The sections on the registration form that will be visible from the Public Firm Profile are now highlighted in orange.
- The "Save Work Categories" buttons have been eliminated and they now auto-save instead.
- A specialized "Equipment" section was added to make DBEs stand out to Primes. There they can list any and all specialized equipment they may own or can use. This will be visible on their Public Profile and will soon be added to the search.

Future Enhancements

- Solicitation Form
- ADOT Courses Taken and other minor firm profile changes (such as adding the DBA name on the firm profile)

1234 TEST TEST test

Firm Information

Firm Name	1234 TEST TEST test
Firm Website	www.azdot.gov/business/contract
Firm Address	Test Test Phoenix, Arizona 85029
Firm County Location	Maricopa
Firm Work Territory	View Map
Primary Contact	Marissa Eschledge
Firm Phone	602-712-3273
Firm Email	marisedge@azdot.gov
Secondary Contact	Marissa Concepcion
Secondary Phone	602-712-3273
Secondary Email	marisadg@azdot.gov

ADOT Courses Completed

   



Business Engagement and Compliance

Location: 1801 W. Jefferson Street, Suite 101, Phoenix, AZ 85007

LUNCH & LEARN



SAVE THE DATE!!! ADOT BECO Supportive Services' Learning Series

Bring a lunch and join your colleagues to improve the bottom line of your business.

JANUARY 25, 2018	Future Technology for Bidding: Intro to SmartBid Software <i>Presented by: Karla Purtell, Subcontracts Manager, Kiewit Infrastructure West Co.</i>
FEBRUARY 22, 2018	Managing Contract Compliance <i>Presented by: Cedric Johnson, JD Contract Compliance Manager Arizona Department of Transportation (ADOT) Engineering Consultants Section</i>
MARCH 29, 2018	Access to Capital <i>Panelists: Teresa Miranda – Prestamos CDFI, LLC, Ralph Gonzales – Capital Active Funding AZ Inc., Martin Montes de Oca – Accion, Craig Norton- Small Business Administration (SBA)</i>
APRIL 26, 2018	Procurement: DBE and SBC Support <i>Presented by: Christine Fruitman, CPPO, CPPB Deputy Chief Procurement Officer, ADOT Procurement Group</i>
MAY 24, 2018	Estimating and Bidding <i>Presented by: Jose Diaz, Project Manager, Hensel Phelps</i>
JUNE 21, 2018	Bonding: Basics for Financial Understanding <i>Presented by: Patrick Hedges, Partner, Constructors Bonding, Inc.</i>

For questions, call or email DBE Supportive Services 602-712-7761 or DBESupportiveServices@azdot.gov



BUSINESS DEVELOPMENT PROGRAM



ADOT now accepting applications for its **5th** DBE Business Development Program class launching Q2-2018!

Whether you are brand new or still in the early stage of your business, the new ADOT DBE Business Development Program has something for you!

What does it include?

Expert Workshops

Workshop sessions will be at the core of the program. See other side for more information:

- Workshops delivered by subject matter experts in an interactive, hands-on format.
- First phase of workshops designed around business skills building and second phase of workshops around industry topics.
- A selection of workshops targeting specific tiers of businesses based on industry and business experience/history.

Peer Advisory Groups

Your classmates become your peer advisory group during and after the program.

Business Planning

During the last phase of the program, you will build your business model canvas or one page business plan along with a financial forecast.

Coaching & Mentoring

Each participant will be assigned a business coach to help build and complete your business plan.

Prime Interactions

Several workshops include opportunities to hear from Primes about how to build and manage relationships. You also will have the opportunity to meet with other Primes to get questions answered.

Special Materials

As a participant, you will be given a variety of materials ranging from books to software templates to leadership assessments and an online lead source directory.

Subject Matter Expert Assistance

Masters level participants will be provided six hours of consulting time with subject matter experts including marketing, sales management, legal and more.

Public Relations

Throughout the year, ADOT will publicize the program and highlight its participants throughout the state.

Sales Video

As a graduate, you will receive a professionally filmed and edited marketing video..

Alumni from Class One reported in the first year after the program:

- 69 new ADOT projects
- 72 new projects with other government agencies
- 114 new private industry projects
- Total new projects valued at almost \$7M
- Hired new staff, obtained new loans and built bonding capacity

What graduates are saying about the program:

“The program gave me the tools to improve business practices and strengthen our business foundation”

“It will help you take your business to the next level”

“This is the way to improve your business all around”

Contact DBE Supportive Services at 602-712-7761 today for more information, to enroll or to get on the list for our 6th class starting in Q3-2018.

<https://www.azdot.gov/business/business-engagement-and-compliance/supportive-services-program/dbe-business-development-program>



Program Workshop Topics

All of our workshops are focused on providing high-quality education and interaction with subject matter experts. You will receive lots of materials and useful tools to help grow your business and expert advice to get you started during each session. The sessions are also moderated by a leading Arizona business consultant there to help you with your questions. PaceSetters and Masters participants are welcome to attend any workshop in the New & Emerging track.

SUBJECT	TITLE	TYPE	DESCRIPTION
Business Planning	One Page Business Plan or Business Model Canvas	Workshop	Learn from a certified trainer the process and tools related to creating your One Page Business Plan or Business Model Canvas. Your trainer will review all the basic concepts and you will also receive a workbook and software. In addition, your trainer will help you dive a little deeper on your related sales forecast and market understanding. We spend five weeks building your plan and forecast with expert one-on-one help for you.
Capital	Lending	Panel Discussion	Meet area lenders and learn about the lending process. Also meet representatives from the SBDC who can guide you through the process.
Finance	Profit Management Principles	Workshop	A brief review of some basics followed by a discussion on how to turn your financial knowledge and tools into powerful strategic weapons for planning.
HR	HR Management Today	Workshop	New rules, new regulations, new, new, new! Hear from the Valley's leading authority on HR about the challenges and opportunities in building and managing your team the right way. This workshop includes a free take-home 90+ page guide loaded with tips and tools.
HR/Finance	Understanding Taxes	Workshop	Discuss changing state and federal tax laws with representatives from the ADOR and IRS. Also get great tax-savings tips from an author on the subject of tax savings and management.
Industry	Project Prospecting	Panel Discussion	Finding projects is critical to your success. Learn about web resources, free one-on-one help and receive a multi-page guide to dozens of lead sites.
Industry	Estimating/Preparing Your Proposal	Panel Discussion	Do you estimate or guess-timate your project bids? What should you include? How do you convey all you want to when preparing your estimate? Hear from Prime management responsible for reviewing bids and estimates. What are they looking for and how do they evaluate your submission?
Industry	Primes Relationships	Panel Discussion	You need what? Talk with our prime panel about the various paperwork associated with/ expected when you work successfully on a project. Understand how to exceed your partner's expectations thereby building your relationship and reputation on the way to becoming a preferred partner.
Industry	Developing Relationships	Workshop	Hear directly from OSHA representatives and Primes about the importance of safety programs and OSHA compliance. Get your questions answered on this important topic.
Industry	Prime Appointments	One-on-One Appointments	Your chance to meet one-on-one with a local Prime contractor or consultant and learn directly from them about their strategies and perspectives when it comes to sub-contractors. A truly unique opportunity.
Industry	Risk Management	Workshop	Hear from ADOT representatives and subject matter experts on the subject of risk management and insurance.
Law	Contract Law Basics for Non-attorneys	Workshop	Who really needs to know more about negotiations and contracts? Types of contracts with which you might work every year include: ADOT, sub-contractor, employee, vendors, online terms and conditions, rental or sales and more. Learn the basics on contracts from one of the Valley's leading small business attorneys.
Marketing	Building a Powerful Brand	Workshop	Target audience, problem statements, competition, unique selling propositions – what is your brand and how does your target audience perceive you? Learn from a Valley branding expert how to build the brand you want and to influence people's perception of you and your company.
Marketing	Digital Marketing	Workshop	Workshop with a local expert designed to help you evaluate your website design and digital marketing strategy. With this new knowledge you will be able turn your non-performing web activity into a sales development tool.
Marketing	A Video Starring You	Video	Attend a workshop on pitching your business via video followed by a free video pitch recorded for you by our professional videographer. ADOT will use it and you will get a copy for you to use!



SR 202 South Mountain Freeway Contract Opportunities

Bid Package:

Drainage – Cast in Place Catch Basins

Anticipated Bid Issue Date:

April 17, 2018

Anticipated Bid Due Date:

May 1, 2018

Package Work Schedule:

May 2018 – September 2019

If your firm provides these services, email opportunities@c202p.com to be added to our bidder's list for this package. Enter *Drainage – Cast in Place Catch Basins Bid Package* in the subject line.

Scope of work includes:

Supply all Labor, Equipment and Materials for installation for Cast in Place Catch Basins. Frames and grates are to be included with each Catch Basin. This package is subject to Buy America.

PROJECT DESCRIPTION

Project Owner:

Arizona Department of Transportation

Project Name:

SR 202L (South Mountain Freeway)

I-10 (Maricopa Freeway) –
I-10 (Papago Freeway)

Public Private Partnership (P3)

Design-Build-Maintain Contract

Project Number:

202 MA 054 H882701 C

Project Substantial Completion Date:

November 2019

DBE Goals:

16.45% Professional Services, 10.93%
Construction, 6.08% Capital Asset
Replacement Work