



# Tap Into Business

General Services Department

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June 26, 2024

# Agenda

- Upcoming Solicitations Overview
- Key Success Factors For Vendors
- Q&A
- Networking

# What Do We Buy –General Services Department



The following list provides examples of the goods and services that we buy to support our clean water mission.

<b>GOODS</b>	<b>SERVICES</b>
Small Valves	General Contracting Service
Meter Spools	Elevator Replacement
Meter Accessories	Fuel Tank Inspection, Testing
Top Soil	Energy Consulting Services
Hoses	Refuse Removal Services
Fuel Dispensing Pumps	Overhead Door Repairs
	HVAC PM and Service
	Upfitting of Vehicles and Equipment

# Upcoming Solicitations –Fleet Services Division



Solicitation Name	Estimated Date	Value
Fuel Dispensing Pumps	9/1/2024	\$950K-\$1.5M
Fuel Tanks inspection, testing, services	9/1/2024	\$200K-\$400K
After Market Parts and Services	9/1/2024	\$350K-\$550K
Equipment Machinery and Construction	9/1/2024	\$1.2M- \$1.5M
Upfitting of Vehicles and Equipment	9/1/2024	\$1.2M-\$1.5M

# Upcoming Solicitations –Facility Services Division



Solicitation Name	Estimated Date	Value
General Contracting Services	1/1/2025	\$500K - \$1M
Fire Sprinkler Services	1/1/2025	\$100k - \$300K
Refuse Removal Services	3/25/2025	\$100k - \$300K
Overhead Door Repairs	4/8/2025	\$200K - \$450K
Fire Extinguisher Services	6/29/2025	\$100k - \$300K
HVAC PM and Service	8/31/2025	\$500K - \$1M

# Upcoming Solicitations – Sustainability and Support Services Division



Solicitation Name	Estimated Date	Value
Elevator Replacement	1/1/2025	\$900K- \$1.3M
Commission Wide Uniforms	6/1/2025	\$900K- \$1M
Blazer Unit	6/30/2024	\$550K - \$700K
Energy Consulting Services / New	7/1/2025	\$2M - \$3M
Jet Truck at Temple Hills	7/30/2024	\$1.3M - 1.7M
Switch Gear / RGH	7/30/2024	\$11M - \$14M
Pump Optimization Study	11/1/2024	\$500K - \$1M
Reliability Study	10/1/2024	\$300K - \$400K

# Upcoming Solicitations – Materials Management Division



Solicitation Name	Estimated Date	Value
Small Valves	5/5/2025	\$360K-\$600K
Meter Setters	11/1/2024	\$1,200,000.00
Meter Spools	9/1/2024	\$2.5 - \$3M
Meter Accessories	12/1/2024	\$300K - \$500K
Top Soil	8/1/2025	\$400K - \$500k
Hoses	5/1/2025	\$400K - \$500K

# Key Success Factors for Vendors

- Reliable, cooperative, and responsive.
- Understands and meets its obligations under the contract.
- Consistent in quality, delivery, and reliability.
- Clear and concise communication in a timely manner.
- Utilizing qualified personnel.
- Prompt review of submittals.
- Responsiveness to field issues and requests for information during construction.
- Monitor Subcontractor Payment Verification in the WSSC supplier portal.
- Value for money is realized and service delivery continues to be satisfactory.
- Communication that is timely and accurate.





**Questions?**

