



DTP NEWSLETTER



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T.E.A.M. Business

To Engage Another Minority Business

By Felicia Bell and Nicole Conner, DTP DBE Team

It's often true that large contracts are awarded to large companies because they have the capacity and the resources to perform the work. However, when it comes to being more competitive in terms of winning work, small minority businesses tend to overlook an extremely valuable resource – other small minority businesses. Sure, it's great to be a prime contractor and self-perform the work, but don't miss out on great and profitable opportunities that can be made available by partnering with other small businesses.

Have you seen an opportunity on the Dulles Corridor Metrorail Project but think it's beyond the capabilities of your company? Don't give up. Your options do not end there! "T.E.A.M." with other DBEs. Not only does working together increase your chance of being a successful bidder, but it's also a great tactical move to gain credibility which can lead to more subcontracts opportunities from prime contractors in the future.

CONTACT US:

For further information on DBE opportunities with Dulles Transit Partners:

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www.dullestransitpartners.com

Main number: (703) 852-5900

Project Website (MWAA):

www.dullesmetro.com

(703) 572-0500

Bid Opportunities:

www.dullestransitpartners.com/pages/bidopportunities

SAVE THE DATE:



Bid Development Workshop
Wednesday, June 24
11:00 a.m. - 1:30 p.m

DTP Project Office
1595 Spring Hill Road
Vienna, VA
1st Floor Auditorium

This workshop will cover key points in responding to a Request for Proposal (RFP) for construction subcontractors and construction material suppliers.

RSVP Deadline: June 19, 2009

Don't bypass reading the bidders' list on our website, and take advantage of lower-tier subcontracting opportunities. The major contracts that have been awarded are posted weekly in the DTP Procurement Alert, which goes out every Wednesday. Many of the larger players are looking to partner with DBEs in order to achieve their contract goals that contribute to the overall project goal.

DTP has a DBE team that can help with matchmaking both large and small businesses to partner together to contribute to a 10 percent project goal. In February, DTP held its first subcontractor outreach event in Virginia, followed by another subcontractor outreach in May at the Washington Convention Center. These events are beneficial not only to the DBEs in our community, but also to the larger companies looking to meet the DBE goals which are included as a part of all major subcontracts.

Though DTP will not hold any outreach events in July and August, look for a full schedule of outreach events beginning in September. Stay up-to-date with our weekly Procurement Alerts, and visit our website often.

If you are interested in bidding on an upcoming project, or finding lower-tier subcontracting opportunities, visit the DTP website, www.DullesTransitPartners.com, click on "Bid Opportunities," then follow the directions for listing your company's information.

Guide to Partnering with Another Small Business

Joining forces with a complementary business – a win-win situation

By Elaine Grant
Business.com
Tuesday, June 16, 2009

When you're growing a small business, partnering with another can give you a big boost. Choose the right partner and you can both grow exponentially! Partnering with another business can help you:

1. Access an entirely new pool of customers.
2. Generate more word of mouth.
3. Share marketing and advertising costs.
4. Control facilities and operations costs by sharing space, shipping costs, and other expenses.

Here are the most effective solutions for partnering with another small business:

Choose a partner with similar interests

An architect teams up with an interior designer and together they generate more and better leads for new projects. Other typical complementary relationships include real estate agents and banks or mortgage brokers; business brokers and valuation companies; apparel and footwear companies who cater to the same customers.

Know what you want to get from the partnership

You can create a joint venture or alliance for any number of reasons: To cross-promote your products; to develop new technology together;

to share costs; or for a distribution partner to resell a manufacturer's products. While some good partnerships occur from an "aha" moment that occurs on the fly, it's worthwhile to set goals before kicking off an alliance.

Get it in writing

While very small businesses often handle partnerships informally, if you're partnering with a business that's bigger than yours, sign a partnership, joint venture or strategic alliance agreement that clearly spells out expectations.

Watch out for common obstacles

While partnerships offer tremendous rewards, they can be risky. Becoming aware of potential obstacles can help you avoid them.

Tips & Tactics

Helpful advice for making the most of this Guide

- Start with a single project and measure the results before engaging in a more comprehensive partnership.
- Determine where your biggest opportunities are for growing revenue or shrinking costs, and figure out a joint venture that attacks that challenge. For instance, two companies that both import from a similar geographic area might partner to fill a container and thus control shipping costs.

Sharing space with another company?

- Consider sharing marketing materials and also promoting your office partner's company to your customers.

Featured DBE

Circle Safety & Health Consultants

Are you trying to win a bid with Dulles Corridor Metrorail Project, but can't meet the health and safety requirements?

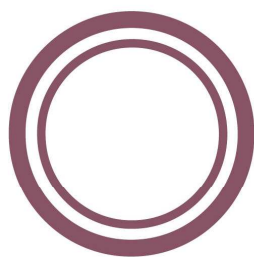
Written safety programs, training, and other required safety records help win bids and contracts! Circle Safety & Health Consultants, LLC can help you meet safety and health requirements with confidence. Circle Safety is a 100 percent WBE, SBE, DBE occupational safety and health consulting firm and its goal is to help you move "from compliance to excellence."

Circle Safety provides a full range of services which include Safety and Health Program evaluation, development and implementation; Safety and Health Training, including OSHA 10/30 hour Construction and General Industry; Site Auditing/Inspections; IH monitoring; and OSHA Recordkeeping assistance.

Circle's consultants combine strong technical and legal knowledge with decades of OSHA experience at the field and administrative levels. Its team includes management specialists, educators and trainers, technical writers and occupational safety and health subject experts.

Maintaining close ties with regulators ensures that Circle Safety is on the leading edge in new and pending developments in OSH regulations and policies. Its expert consulting and training services have been utilized by government entities, construction, manufacturing, health care, attorneys and trade associations.

Make sure that you can check YES, with confidence, in the safety and health sections of those bid proposals. Your attention to safety and health grabs *their* attention!



Circle Safety & Health Consultants

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Frequently Asked Questions

- Q:** How can I do business on the Dulles Corridor Metrorail Project?
A: Visit our website at www.dullestransitpartners.com and review the bid opportunities section. This list is updated every two weeks with upcoming packages and deadlines.
- Q:** When is DTP having another Contractor Outreach session?
A: Wednesday, June 24, Bid Development Workshop (Limited space available. RSVP by June 19!)
- Q:** When is the Dulles Corridor Metrorail Project starting Construction?
A: Construction of Phase 1 began in March 2009, and is scheduled to be completed in mid-2013.

Questions or comments, please write to dbe.program@DullesTransitPartners.com