

How to become a Vendor for....

NOLA PUBLIC
SCHOOLS

EVERY CHILD. EVERY SCHOOL. EVERY DAY.



Topics for Discussion



Procurement Tips and Requirements



Procurement Forecast



Unadvertised Business Opportunities



DBE Program Summary

Tips for Successful Procurement...

The purpose of this section is to provide a general overview for successfully competing and conducting business with the NOLA Public Schools (NPS). All open bid and proposal opportunities are available in real-time on our website (<https://nolapublicschools.com/community/business-resources/solicitations>). NPS contracting and purchasing practices will comply with all applicable Board Policies, Federal Laws and Louisiana State Laws, as amended and set forth in Louisiana Revised Statute Title 38, and other statutes with specific references.

- The Purchasing Department is committed to providing customer support and improvements; by streamlining the procurement process, based upon “best practices”, expanding online capabilities, enhancing communications and maintaining transparency in all transactions.
- Check **weekly** for open bids and proposals, and other communications online. Please read and follow Invitations to Bids, Requests for Proposals and Request for Qualifications instructions carefully.
- When submitting a bid/proposal, carefully read all instructions and provide only the information requested. Failure to submit all information requested in an Invitation to Bid and/or adding information not requested on a Bid Form, shall render a bid/proposal non-responsive and rejected.

Note: The most common reason that bids or proposals are *rejected* result from:

- A lack of submitting required information or documentation requested in the Invitation to Bid or Instructions to Bidders;
- Adding information or exceptions to a bid that is not requested;
- Failure to acknowledge addendums;
- Failure to properly complete or submit required forms and/or required documents;
- Failure to adhere to the DBE Provisions; and,
- Not in “Good Standing” or “Inactive” with Louisiana Secretary of State’s Office.



Procurement Requirements...

Equipment, Materials & Supplies are obtained by competitive bid and awarded to the lowest responsive and responsible bidder. Movables include: materials, supplies, commodities, equipment, vehicles, software, communications devices and systems, unattached fixtures, and similar items.

MATERIALS SUPPLIES COMMODITIES			
	< \$10,000	\$10,000 to \$29,999	\$30,000+
WRITTEN SPECIFICATION	Required	Required	Required
BID INVITATION & ADVERTISING	Not Required	Not Required	Required
COMPETITIVE BIDS	Not Required	Informal – at least 3 quotes via email	Formal
DBE PARTICIPATION	Recommended	Recommended	Recommended
CONTRACT TYPE	Purchase Order	Purchase Order Contract	Purchase Order Contract



Procurement Requirements...

Professional Services (< \$50,000): Professional Services under \$50,000 maybe awarded without the requirement of a competitive bid/proposal (i.e., consultant services, personal services, cooperative agreements, professional services.) Cost for the full duration of the project/initiative must be considered when determining the total cost of a particular service. Purchases cannot be divided by departments or by a school if the effect is to evade the States' public bid law.

Professional Services (> \$50,000): All purchases of consultant services exceeding the sum of \$50,000 to be paid out of public funds shall be advertised and let by purchase order or contract to the lowest responsible proposer who has submitted a proposal according to the specifications. A contract and Board approval is required for any professional service exceeding \$100,000.

PROFESSIONAL SERVICES		
VALUE	< \$50,000	\$50,000+
WRITTEN SPECIFICATION	Required	Required
COMPETITIVE SOLICITATION	Not Required	Required
ADVERTISEMENT	Not Required	Required
DBE PARTICIPATION	Recommended	Yes
CONTRACT	Required	Required



Procurement Requirements...

Construction and Public Works are obtained by competitive bid and awarded to the lowest responsive and responsible bidder. Public Works is defined as the erection, construction, alteration, improvement, or repair of any public facility or immovable property owned, used, or leased by a public entity.

PUBLIC WORKS			
	< \$10,000	\$10,000 to \$249,999	\$250,000+
WRITTEN SPECIFICATION	Required	Required	Required
BID INVITATION & ADVERTISING	Not Required	Not Required	Required
COMPETITIVE BIDS	Not Required	Informal – at least 3 quotes via email	Formal
DBE PARTICIPATION	Recommended	Recommended	Yes
CONTRACT TYPE	Purchase Order	Purchase Order Contract AIA Contract	Contract AIA Contract

PROCUREMENT FORECAST: MATERIALS, SUPPLIES, & COMMODITIES

(JULY 2022 – JUNE 2023)

#	Department or Site	Solicitation	Procurement Method	Anticipated Advertisement
1	CHILD NUTRITION	CANNED GOODS & STAPLES	ITB	SPRING
2	CHILD NUTRITION	MILK	ITB	SPRING
3	CHILD NUTRITION	BREAD	ITB	SPRING
4	CHILD NUTRITION	MEAT, SEAFOOD & POULTRY	ITB	SPRING
5	CHILD NUTRITION	FROZEN FOOD, JUICES & VEGETABLES	ITB	SPRING
6	CHILD NUTRITION	FRESH FRUIT	ITB	SPRING
7	CHILD NUTRITION	PAPER PRODUCTS	ITB	SPRING
8	FACILITIES	FURNISHINGS, FIXTURES & EQUIPMENT	STATE CONTRACT**	TBA
9	OPERATIONS	VENDING MACHINE SERVICES	Quote*	SPRING
10	OPERATIONS	COVID-19 - P.P.E. SUPPLIES	Quote*	TBA
11	OPERATIONS	COPIER MACHINE LEASE/RENTAL	STATE CONTRACT**	SUMMER
12	INFORMATION TECHNOLOGY	Microsoft (License Renewal)	STATE CONTRACT**	SPRING
13	INFORMATION TECHNOLOGY	Server Purchase	STATE CONTRACT**	SPRING
14	INFORMATION TECHNOLOGY	Server Migration/Hyper-v Config	STATE CONTRACT**	SPRING
15	INFORMATION TECHNOLOGY	Adobe (licenses renewal)	STATE CONTRACT**	SPRING
16	INFORMATION TECHNOLOGY	Meraki (license renewal)	STATE CONTRACT**	SPRING

****NOTE:** Please advise, if your business has a state contract

PROCUREMENT FORECAST: PROFESSIONAL SERVICES (RFP | RFQ)

(JULY 2022 – JUNE 2023)

#	Department	Solicitation	Procurement Method	Anticipated Advertisement
1	EXCEPTIONAL CHILDRENS SERVICES	SPECIAL EDUCATION SERVICES	RFP/Quote*	SUMMER
2	EXCEPTIONAL CHILDRENS SERVICES	OCCUPATIONAL THERAPY SERVICES	RFP/Quote*	SUMMER
3	EXCEPTIONAL CHILDRENS SERVICES	SPEECH THERAPY SERVICES	RFP/Quote*	SUMMER
4	EXCEPTIONAL CHILDRENS SERVICES	HEALTHCARE STAFFING SERVICES	RFP/Quote*	SUMMER
5	SCHOOL & STUDENT SUPPORT	TALENT & RECRUITMENT/TEACHER RECRUITMENT & TRAINING	RFP	TBA
6	SCHOOL & STUDENT SUPPORT	INNOVATIVE PIPELINE	RFP	TBA
7	PORTFOLIO & ACCOUNTABILITY	RESTORATIVE JUSTICE CENTER	RFP	SPRING
8	FACILITIES	ARCHITECTURAL DESIGN SERVICES	RFQ	SPRING
9	TALENT & CULTURE	CALL CENTER SERVICES (CLOUD)	RFP/Quote*	SPRING
10	FINANCE	FINANCIAL (MUNICIPAL) TREASURY MANAGEMENT SYSTEM	RFP	LIVE
11	FINANCE	FINANCIAL (MUNICIPAL) ADVISORY SERVICES	RFP	LIVE
*Note:	Most quotes/direct purchases are unadvertised.....			
Note:	NPS averages 35-50 RFPs per year; therefore, please check the website weekly, LA-PTAC, or The Advocate Newspaper.			

PROCUREMENT FORECAST: PUBLIC WORKS (ITB | RFQ)

(MARCH 2022 – JUNE 2023)

#	Department	Solicitation	Procurement Method	Anticipated Advertisement
1	FACILITIES	Hurricane Ida Repairs @ Esperanza Charter School	ITB	SPRING
2	FACILITIES	Building Repairs from moisture Intrusion@ Elijah Brimmer	ITB	FALL
3	FACILITIES	Building Repairs from Moisture Intrusion @ Fisk Howard ES	ITB	WINTER
4	FACILITIES	Millwork replacement @ Medard Nelson ES	ITB	FALL/WINTER
5	FACILITIES	School Renaming @ New Orleans Public Schools (Quote)	Quote*	SPRING/SUMMER
6	FACILITIES	Chiller Replacement @ Robert Moton (Quote)	Quote*	SPRING/SUMMER
7	FACILITIES	Plumbing Repairs @ International School of Learning (Quote)	Quote*	SPRING/SUMMER
8	FACILITIES	Hurricane Ida Permanent Repairs – Downtown 1 (4 Schools)	ITB	SPRING/SUMMER
9	FACILITIES	Hurricane Ida Permanent Repairs – Downtown 2 (3 Schools)	ITB	SPRING/SUMMER
10	FACILITIES	Hurricane Ida Permanent Repairs – N.O. East (3 Schools)	ITB	SPRING/SUMMER
11	FACILITIES	Hurricane Ida Permanent Repairs – Westbank (4 Schools)	ITB	SPRING/SUMMER
12	FACILITIES	Hurricane Ida Permanent Repairs – 9 th Ward (2 Schools)	ITB	SPRING/SUMMER
13	FACILITIES	Hurricane Ida Permanent Repairs – Uptown 1 (4 Buildings)	ITB	SPRING/SUMMER
14	FACILITIES	Hurricane Ida Permanent Repairs – Uptown 2 (4 Buildings)	ITB	SPRING/SUMMER
15	FACILITIES	Termite & Pest Control	Quote*	TBA
*Note:	Most quotes are unadvertised or direct purchases.			



Unadvertised Business Opportunities.....

- Direct Purchases: < \$10K
- Professional Service Contracts: < \$50K
- Public Works: < \$250K
- State Contracts
- Charter Schools*

Recommendations for Small Business Partnerships



- Email: DBE/SBE Certification Letter
- Email: Capabilities Statement



- Email: LA State Contract Information




- Contact Charter Schools (70+):
(<https://nola.explore.avela.org/>)



- Re-Assess and/or Update your Company's Profile with Certifying Agency(s):
 - Update: Contact person, Email, mobile phone, etc.
 - Update: NAICS Codes | NIGP Codes | SIC Codes

Capabilities Statement (Examples)

ORION HOME IMPROVEMENTS LLC 2800 DORR AVE SUITE L, FAIRFAX, VA 22031
CAPABILITIES STATEMENT



Contact Name
Jason Caccese
Operations Manager
Office: (571) 354-0331
Mobile: (571) 295-8041
JasonC@OrionHI.com
www.OrionHI.com

Company Data

- VA SCC: S-238327
- FEIN: 30-0452574
- VA DPOR: Class A "BLD" 2705-120291
- MHIC - 133489
- SBA Designation: VOSB
- DUNS: 95-725-8028
- CAGE Code: 7JEU4

NAICS & Core Competencies

- **236118** – Addition, Alteration, Maintenance and Repairs for Single Family and Multi Family Residential Buildings
- **236210** – Addition, Alteration, Maintenance and Repairs for Industrial Buildings
- **236220** – Addition, Alteration, Maintenance and Repairs for Institutional and Commercial Buildings
- **238160** – Asphalt Shingle Roofing, Single Ply TPO & EPDM Membrane Roofing, Wood Shake and Shingle Roofing, Sheet Metal Roofing, Solar Reflective Roof Coating
- **238170** – Vinyl, Wood, Fiber Cement and Metal Siding Installation, Gutters and Downspouts Contractor
- **238350** – Steel, Wood and Fiberglass Door Installation, Wood and Vinyl Window Installation, Deck Construction (Residential Type)
- **238390** – Caulking and Waterproofing Contractor
- **561790** – Building Exterior Cleaning Services, Power Washing, Gutter Cleaning Services

Contract Vehicles (Federal and State)

- NA

"Improving Lives, One Property at a Time!"

Company Overview

Orion HI was founded in 2007 as a VOSB exterior remodeling company with the intent of setting a new standard for customer service and quality workmanship.

Annual revenue – \$1,900,000
Number of employees – 7
Area we serve – VA, MD, DC

Differentiators

- You will benefit from choosing a company managed by a US Marine Veteran whose personal core values are exemplified throughout our company operations.
- Our staff is experienced in both small and large scale project management with a focus on individual customer needs.
- OSHA 30 Certified team members have provided an injury free work environment since inception.
- Excellent relationships with subcontractors provides scalability to meet your project needs.

Past Performance

- Jefferson Mews Condominiums shingle roof replacement on multifamily residential buildings \$125,000
- Rolling Mill Office Park shingle roof replacement \$57,000
- American Legion Post 176 Springfield shingle roof, epdm gutter liner and sheet metal work. - \$63,000
- Canada Dry Springfield VA Shipping facility loading dock structural steel framing and sheet metal roof wall coverings. \$42,200
- Example 5

Local, State and Federal Government agencies we have served

- None

Major Commercial Clients

- AJ Dwoskin
- Amurcon Realty
- First Service Residential
- Greystar Management
- Riverstone Residential


TechComp, Inc.
 CONTROLS AND DATA SYSTEMS

CAPABILITY STATEMENT WWW.TECHCOMPINC.COM

Founded in 1997, TechComp, Inc. is a privately held, certified Woman-Owned Small Business located in Chesapeake, Virginia, employing Network Systems, Software and Controls Engineers. We provide Turn-Key Automation, Controls, & data systems solutions including SCADA, reporting, manufacturing execution, & other highly technical solutions. We have implemented systems utilizing custom solutions, as well as many product offerings from a variety of vendors. TechComp is a recognized Rockwell Certified Integrator & a Wonderware ArchrstrA Certified Integrator with extensive experience in most product suites.

CORE COMPETENCIES

- Manufacturing Execution Systems
- SCADA Design, Build, and Programming
- Process Control
- Programmable Logic Controller (PLC)
- Human Machine Interface (HMI)
- Custom Software Applications
- Electrical Design
- Control Panel Manufacturing

COMPANY SNAPSHOT

CAGE Code: 1ABC2
DUNS Number: 054321234

Government Business POC: Brian Grecu
E-Mail: bgrecu@example.com
Phone: (555) 555-5555 Ext. 555
Address: 123 Example Court
 Chesapeake, VA 23322

PAST PERFORMANCE



Huntington Ingalls Industries

TechComp designed, built, & programmed one of the largest distributed Wonderware ArchrstrA SCADA projects on the East Coast for Huntington-Ingalls (formerly Northrop Grumman) Newport News Shipbuilding facility.



Aquatic Bath

TechComp has completed over 20 projects at Aquatics' seven plants throughout the U.S. such as: machine control refits, automation projects, motion controls, robotics controls, safety systems, and corporate wide ERP data collection & reporting systems.



DuPont-DCI

TechComp has designed, built, & implemented a plant-wide Manufacturing Execution System (MES) for DuPont-DCI in Richmond, VA. The MES encompasses 2 plants & 14 processes. This system includes order & inventory management, production WIP tracking & traceability, recipe management, SCADA System, & machine control.



Kraft Foods

TechComp has worked with multiple plants for Kraft since 2003. During this time we have completed a multitude of projects including: machine control refits, automation projects, plant wide Overall Equipment Efficiencies (OEE), asset management solutions, robotics, cooking systems, & water treatment controls.

SOCIO-ECONOMIC STATUS



Woman Owned Small Business

NAICS CODES

- 541330** - Engineering Services
- 541430** - Graphic Design Services
- 541490** - Other Specialized Design Services
- 541511** - Custom Computer Programming Services
- 541512** - Computer Systems Design Services
- 541513** - Computer Facilities Management Services
- 541519** - Other Computer Related Services
- 811310** - Commercial and Industrial Machinery and Equipment Repair and Maintenance

PARTNERS



CERTIFIED
SYSTEM INTEGRATOR
SYSTEM PLATFORM



Recognized System Integrator

OPSB: DISADVANTAGED BUSINESS ENTERPRISE (DBE) PROGRAM

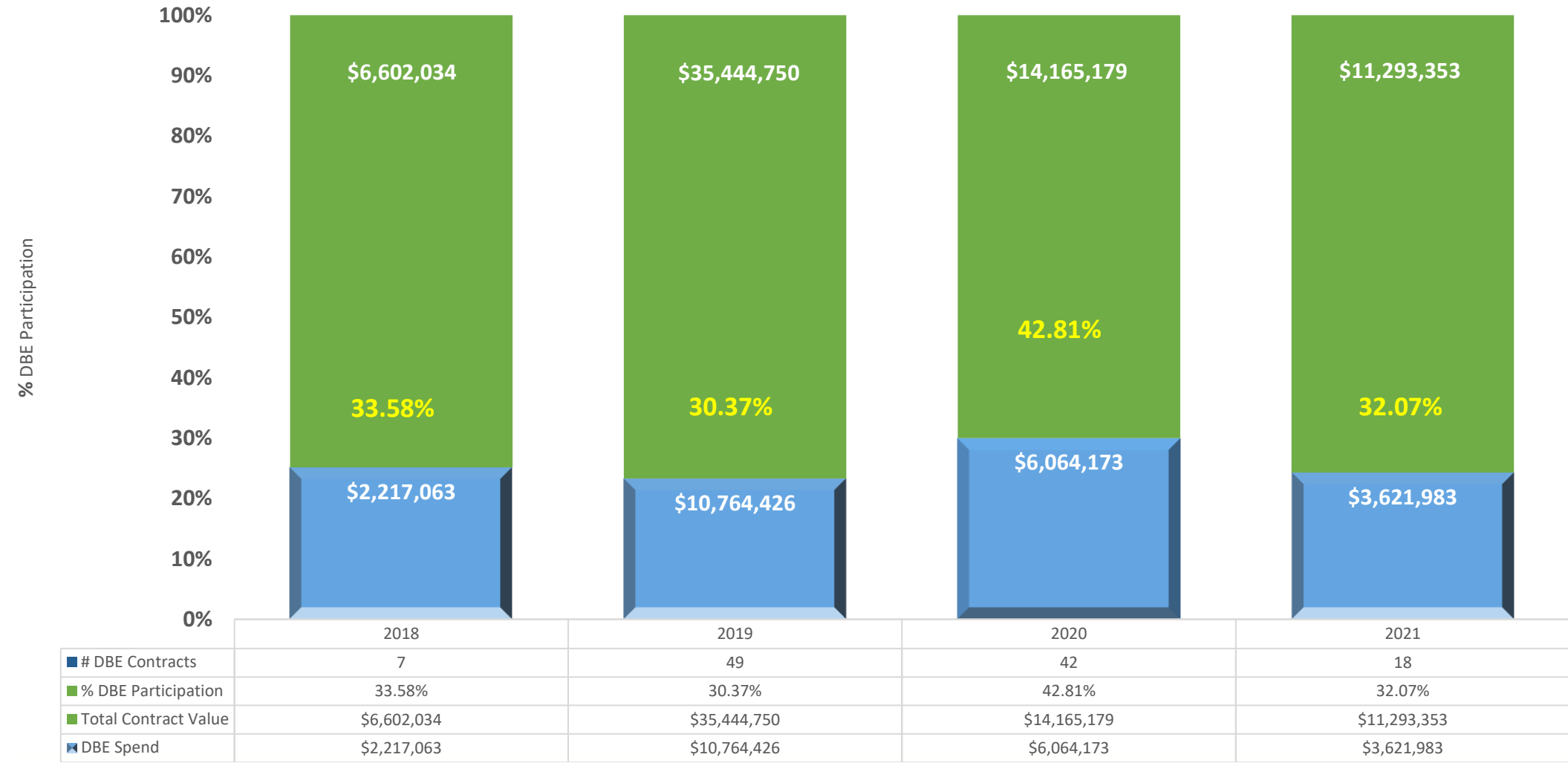
- ❖ The Disadvantaged Business Enterprise (DBE) Program is race & gender-neutral, and open to all business owners regardless of race, ethnicity or gender. DBE firms currently certified with the Louisiana Unified Certification Program (LAUCP), or the State & Local Disadvantaged Business Enterprise (SLDBE) Program must submit a copy of their DBE/SBE certification letter for eligibility with the offer/response to this solicitation.
- ❖ When sourcing, Contractors/Consultants will use certified DBE Firms, as a first initial source. If selected, Contractors/Consultants will be required to report actual Disadvantaged Business Enterprise Sub-Contractor/Consultant(s); or Distributor(s) participation and the dollar amount, after award of contract for professional services. If at any time it's determined the Contractor/Consultant did not in fact utilize the DBEs submitted in the aforementioned DBE forms, to the extent initially indicated, the Contractor/Consultant shall be issued a notice of noncompliance, and will be expected to reach the levels of projected participation, as listed within the DBE Provisions.
- ❖ Contractors/Consultants shall be required to report actual DBE participation, and the dollar amount of each professional hired. A current DBE certification letter must remain valid for the duration of their contracted work.

DBE Program Objectives

- To ensure nondiscrimination
- To create a level playing field
- To ensure the DBE program is narrowly tailored
- To ensure only eligible firms are permitted to participate
- To help remove barriers to participation
- To promote the use of DBEs in all District-related procurements, purchase orders and contracts
- To assist the development of firms that can compete successfully in the marketplace

DBE PARTICIPATION CHART

(Advertised Projects)



DBE PROGRAM SUMMARY ANALYSIS

(Advertised Projects)

- Since January 2018, the NOLA Public Schools - Office of Business Partnerships has effectively managed and sustained ~33% DBE participation, on 31 construction related projects (publically advertised), valued at ~\$23M.
- In FY 2018, DBE Vendors secured 7 teaming agreements valued at \$2.2 million (~34%).
- In FY 2019, DBE Vendors secured 47 teaming agreements valued at \$10.7 million (~30%).
- In FY 2020, DBE Vendors secured 42 teaming agreements valued at \$6 million (~43%).
- Presently, in FY 2021, DBE Vendors has secured 18 teaming agreements valued at \$3,621,983 (~32%).
- DBE Vendors were individually awarded a total of 114 contracts: (10 Prime contracts | 106 Subcontracts).
- DBE Vendors represented over 55 various construction trades.
- ~45% of DBE Vendors have participated on multiple construction projects.

THANK YOU FOR YOUR PARTICIPATION!

FOR MORE INFORMATION, PLEASE CONTACT A MEMBER OF OUR TEAM BELOW....



EVERY CHILD. EVERY SCHOOL. EVERY DAY.

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