

A night-time photograph of the Dallas skyline, featuring several illuminated skyscrapers and the Reunion Tower. The text "HOW TO DO BUSINESS WITH DALLAS COUNTY" is overlaid in white, bold, sans-serif font.

HOW TO DO BUSINESS WITH DALLAS COUNTY

Michael Frosch, Purchasing Director

A night-time photograph of a river or lake in Dallas, with the city skyline and lights reflected in the water. The water is dark blue, and the lights create a shimmering effect.

March 25, 2021



PURCHASING DEPARTMENT

Founders Square - 900 Jackson Street, 6th Floor, Suite 680, Dallas, TX 75202

Telephone: (214) 653-7431 • Fax: (214) 653-7449

Michael Frosch	Purchasing Director/Agent	michael.frosch@dallascounty.org
Mario Alvarado	Asst. Purchasing Director/Agent	mario.alvarado@dallascounty.org
Kim Gould	Purchasing Manager	kimberly.gould@dallascounty.org
Brandon Fitzgerald	Contracts Specialists	brandon.fitzgerald@dallascounty.org
Debra Morris	Contracts Specialists	debra.morris@dallascounty.org
Laura Ortiz	Contracts Specialists	laura.ortiz@dallascounty.org
James Gay	Buyer	james.gay@dallascounty.org
Tashya Harris	Buyer	tashya.harris@dallascounty.org
Nicole Mejia	Buyer	nicole.mejia@dallascounty.org
Kerry Rhines	Fixed Assets Lead	kerry.rhines@dallascounty.org
Ronald Babineaux	Fixed Assets	ronald.babineaux@dallascounty.org
Wendy Hernandez	Administrative Assistant	wendy.hernandez@dallascounty.org
Sandra Baker	Senior Secretary	sandra.baker@dallascounty.org

WHAT DOES DALLAS COUNTY PROCURE?

Professional services

Legal, Architectural, Engineering, etc.

Goods & Services

Promotional items, IT, pest control, armored car services, grounds maintenance, janitorial goods and services, security, plumbing, HVAC, mechanical parts and services, uniforms, food, temporary staff, office supplies and furniture, etc.

Construction

Job Order Contracting, roofing, new construction, building repair, flooring, refurbishing, etc.

METHODS OF PURCHASING

The County is governed by State of Texas purchasing statutes.

IFQ – Invitation for Quotes

- solicitations less than \$50,000
- Advertising not required
- lowest vendor meeting minimum requirement

RFB – Request for Bids

- solicitations greater than \$50,000
- Two week advertising required
- lowest bidder meeting minimum requirement
- Commissioners Court required

METHODS OF PURCHASING CONT.

RFP – Request for Proposals, solicitations greater than \$50,000

- Solicitation greater than \$50,000
- Two week advertising required
- Complex purchases
- Considers other factors in addition to price
- Highest ranked proposal
- Negotiations
- Commissioners Court required

RFQ – Request for Qualifications, solicitations greater than \$50,000

- Solicitations greater than \$50,000
- Two week advertising required
- Professional Services (only)
- Two step process based on qualifications
- Qualified vendor(s)
- Negotiations
- Commissioners Court required

PROCUREMENT THRESHOLDS

≤ \$3,000

Although multiple quotes not necessary, the County may consider one quote determined the price is fair and reasonable

≥ \$3,000 ≤ \$50,000

Solicit at least 3 quotes

≥ \$50,000

Formal Procurement – Invitation for Bid (IFB), Request for Proposal (RFP), or Request for Qualifications (RFQ)

BIDDING OPPORTUNITIES

View and Download Current Formal Business Opportunities

<https://www.dallascounty.org/departments/purchasing/current-business-ops.php>

View and Download Current Formal Business Opportunities

Dallas County Purchasing Department (Founders Square) - 900 Jackson Street, 6th Floor, Suite 680, Dallas, TX 75202

Telephone: (214) 653-7431 • Fax: (214) 653-7449

Thank you for your interest in doing business with Dallas County. This page is designed to provide the vending community access (*view and download only*) to Dallas County formal solicitations. By viewing and downloading solicitation documents, vendors can determine whether they want to participate in certain business opportunities without having to login or register to use the County's electronic solicitation platform, BidSync.

Once a vendor determines an interest to participate in the solicitation process, the vendor must use BidSync (https://prod.bidsync.com/dallas_county_texas) during the course of the solicitation process. BidSync contains all solicitation documents, addenda, updates, deadlines, and allows the vendor to submit their solicitation response electronically. Of course, vendors may still submit their sealed solicitation response in hardcopy to the Dallas County Purchasing Department.

For your convenience, you may access, view, and download the following formal business opportunities:

Solicitation Number	Title	Anticipated Closing Date	Buyer Name	Buyer E-mail Address
2021-021-6888 Proposal for Ryan White Ending HIV in Dallas County	RFP - Ryan White Ending HIV in Dallas County	4/29/2021	Debra Morris, Contracts Specialist	debra.morris@dallascounty.org

BIDDING OPPORTUNITIES

Visit the Dallas County Purchasing Department website to view and respond to active solicitations.

<https://www.dallascounty.org/departments/purchasing/currentbids.php>

Bidding Opportunities

Founders Square - 900 Jackson Street, 6th Floor, Suite 680, Dallas, TX 75202

Telephone: (214) 653-7431 • Fax: (214) 653-7449

Active County Bid Solicitations

On April 27, 2020, Dallas County implemented a new public solicitation platform and will be posting all solicitations for goods, services, and construction through BidSync. Vendors seeking to do business with Dallas County will be required to register, https://prod.bidsync.com/dallas_county_texas. By registering, vendors will be able to receive solicitation notices, view open solicitations, and submit their response online to desired business opportunities.

[Click here to view bids older than April 27, 2020](#)

search by keyword, title or bid number (click the question icon to see search instructions) Search

Show results for :

▸ Classifications

Bid number	Title	Agency	Location	End date	Bid end	Tab
2020-008-6848	Request for Qualifications for Financial Audits of Dallas County, Juvenile Board RFQ	Dallas County Purchasing	Texas	May 21, 2020 2:00:00 PM CDT	23 days, 1 hr	

1 (1 of 1) Results Per Page: 10

HOW TO REGISTER ON BIDSYNC

Step 1: Visit the following link and click “Register For Free”

https://prod.bidsync.com/dallas_county_texas



Dallas County, Texas has partnered with BidSync to provide web-based bidding services to their suppliers. To do business with **Dallas County, Texas** you can register for a free BidSync Basic account.

If you are interested in seeing bids from over 100,000 government agencies across the US subscribe to a BidSync Pro Account.

[SHOW ME HOW TO GET MORE BIDS](#)

BENEFITS OF USING BIDS SYNC

Dallas County implemented a new public solicitation platform to post all solicitations for goods, services, and construction through BidSync.

1. Over 90,000 agencies use BidSync; Doing business with Dallas County is free
2. Paperless electronic responses to all solicitation types, RFB, IFQ (Quick Quote), RFP, and RFQ
3. Email notices; daily email alerts, key bid information
4. Easy-to-review Bid summary; bid agency, summary description, important solicitation updates, key dates
5. Advanced search tools; geography, agency type, due date

HOW TO SUBMIT A QUOTE/BID/PROPOSAL

Once you've created a BidSync account, register in the online helpdesk so you'll have access to helpful materials and resources through the Support portal.

INSTRUCTIONS FOR ELECTRONIC BIDS

Please follow the link for instructions on Electronic Bids:

<https://support.bidsync.com/hc/en-us/articles/360015939772-Responding-to-Bids>

INSTRUCTIONS FOR PAPER BIDS

Please follow the link for instructions on Paper Bids:

<https://support.bidsync.com/hc/en-us/articles/360018392011-Responding-to-Paper-Bids>

Any additional questions or, for immediate assistance, please contact BidSync Vendor Support at 800-990-9339 ext.1010 or email your question to: support@bidsync.com

TOP 10 THINGS TO CONSIDER WHEN BIDDING

- **Bid security**
- **Award Method**
 - a. by line
 - b. all or nothing
 - c. by group
 - d. best value
- **Read Instructions**
 - a. award
 - b. samples
 - c. qualifications
 - d. minimum requirements
- **Make sure your product, service, delivery will meet specification requirements**
- **Attend pre-bid meeting**
 - a. clarification
 - b. ask questions
 - c. meet your competitors
- **Keep up with the solicitation schedule and addenda**
 - a. pre-bid
 - b. closing date
 - c. addenda
- **Correct pricing sheet**
 - a. quantity
 - b. unit of measure
 - c. unit & extended cost
 - d. check the math
- **Bonding requirements**
 - a. amount
 - b. term
 - c. consider the bond & insurance cost
 - d. make sure you meet bonding requirements
- **Complete & return all bid documents required**
- **Make a competitive bid**

DALLAS COUNTY FORECASTED PROJECTS

Projected Solicitations	Estimated Amount	Term	Anticipated Release
Job Order Contracting	\$24,000,000	Two years with three one-year renewal options	March-21
Replacement of Hot Water Boiler at Cook Chill	New Project		March-21
Commercial and Industrial Solid Waste/Refuse Collection and Disposal Services	\$317,113.00	Two years with two one-year renewal options	March-21
Certified On-Site Interpreter Services	\$1,305,570	Three years with three one-year renewal options	March-21
Family and Medical Leave Act (FMLA) Administration Services and Other Related Leave Services	No cost consideration	Three years with two one-year renewal options	March-21
Design Build Mesquite Government Center	New Project		April-21
Professional Construction Project Management Services and On-Site Representation for the Mesquite Government Center	New Project		April-21
Employment Background Check and Screening Services		Three years with two one-year renewal options	April-21

DALLAS COUNTY FORECASTED PROJECTS – CONT.

Projected Solicitations	Estimated Amount	Term	Anticipated Release
Non-Residential Services	\$795,556	Three years with three one-year renewal options	April-21
Residential Treatment Services	\$1,999,481	Three years with three one-year renewal options	April-21
Armed and Unarmed Security Guard Services	\$6,762,685	Three years with three one-year renewal options	April-21
Real Estate Appraisal Services		Three years with three one-year renewal options	May-21
Engineering Laboratory Services/Construction Material Testing and Geotechnical Engineering	\$276,875	Three years with three one-year renewal options	May-21
Comprehensive General Liability, Automotive Liability, Bonds, Pollution and Commercial Crime Insurance	\$50,000	Two years with two one-year renewal options	May-21
Janitorial Supplies	\$12,820.00	Three years with three one-year renewal options	June-21

DALLAS COUNTY FORECASTED PROJECTS- CONT.

Projected Solicitations	Estimated Amount	Term	Anticipated Release
Emergency Disaster Debris Removal, Reduction, Disposal, and Other Debris Related Services	\$10,000,000	Five years with five one-year renewal options	June-21
Food Trays	\$234,924	Three years with three one-year renewal options	June-21
Professional Engineering Laboratory Services/Construction Material Testing and Geotechnical Engineering		Three years with three one-year renewal options	June-21
Fleet Fuel Card and Program Management	\$2,000,000	Three years with three one-year renewal options	July-21
Temporary Staffing Services	\$8,500,000	Three years with three one-year renewal options	July-21
On-site American Sign Language Interpreting Service and Real-time Captioning Services for the Deaf and Hard of Hearing	\$125,176	Three years with three one-year renewal options	July-21

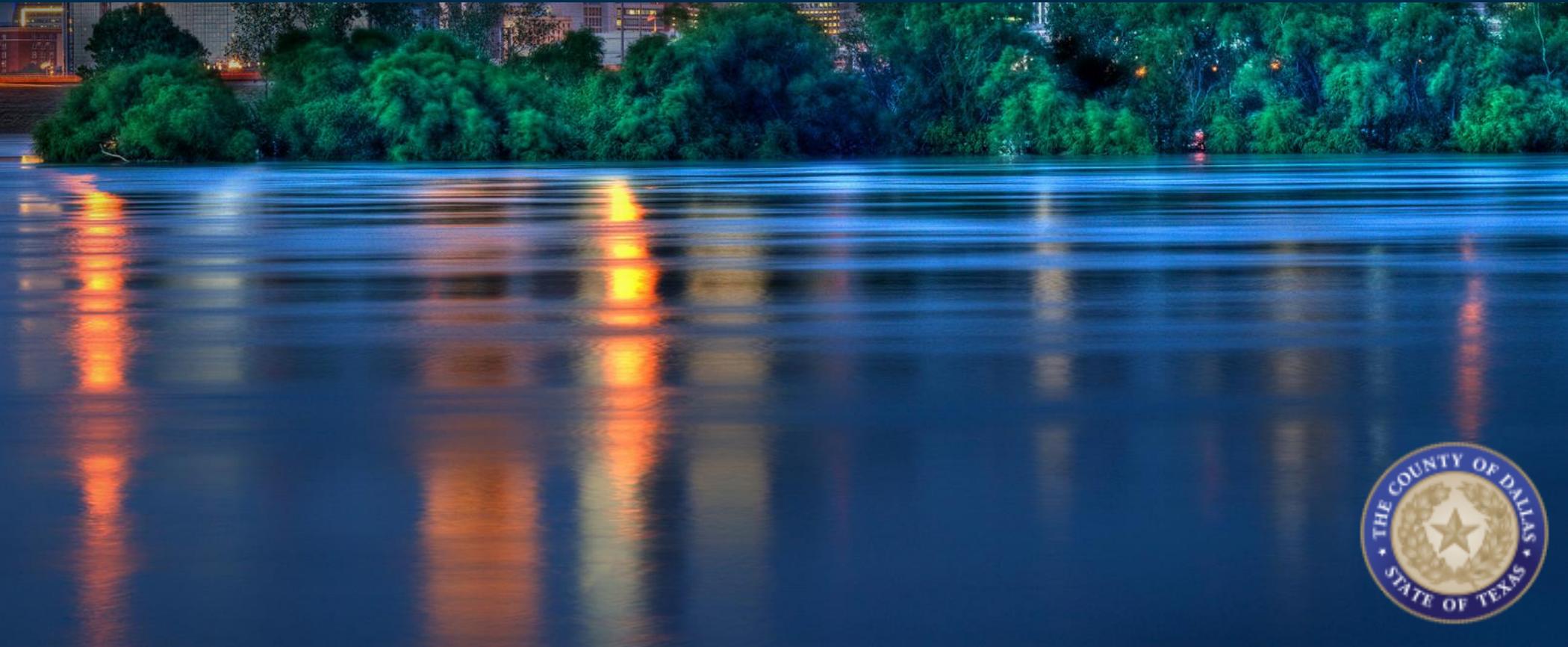


THANK YOU!!

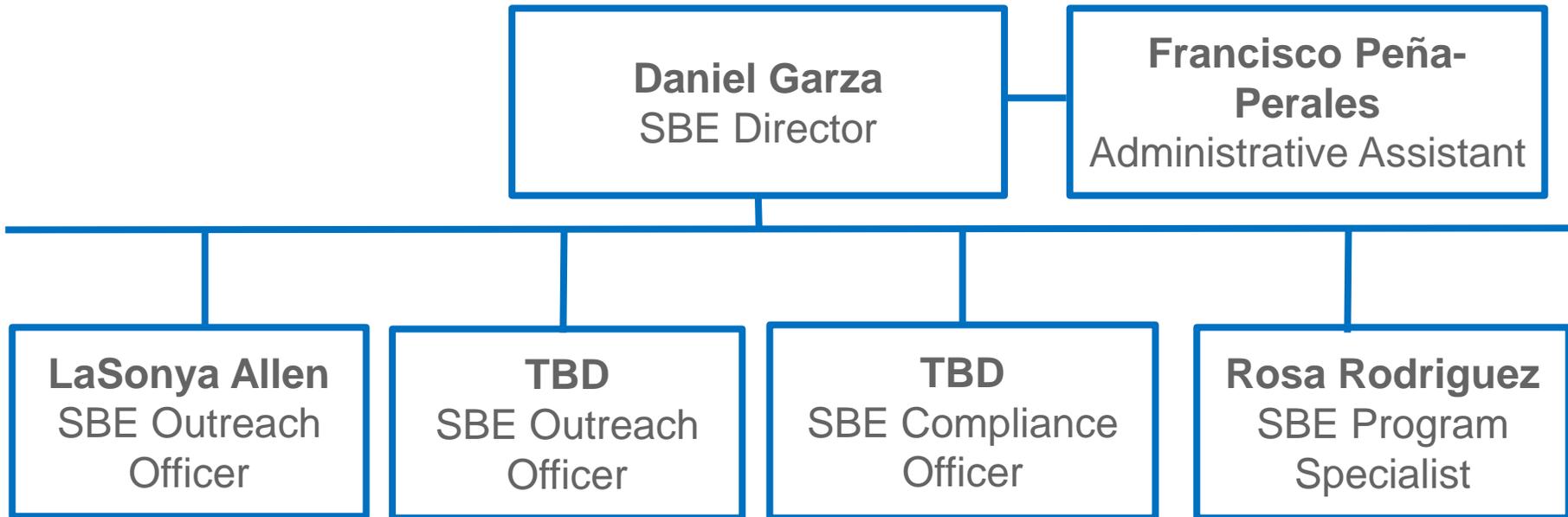
A night-time photograph of the Dallas skyline, featuring several illuminated skyscrapers and the Reunion Tower. The scene is set against a dark blue sky.

SMALL BUSINESS ENTERPRISE PROGRAM

Daniel Garza, SBE Director



SBE DEPARTMENT STAFF



HISTORICAL REVIEW

- 1986** Minority/Women Owned Enterprise Business (MWBE) Program Adopted
- 2015** Dallas County Disparity Study Conducted
- 2017** Small Business Enterprise Policy Adopted
Office of Small Business Enterprise (SBE) Created
- 2018** Small Business Enterprise Program Launched

COMMITMENT

- Dallas County is committed to increasing business opportunities for Small Businesses and the Business Community.
- Dallas County Commissioners Court established the SBE Program for the purpose of promoting equal opportunities for Small Businesses.

SBE QUALIFICATIONS

- Firm **MUST** be certified as a SBE by one of the agencies listed below:
 - *Dallas-Fort Worth Minority Supplier Development Council*
 - *North Central Texas Regional Certification Agency*
 - *Women's Business Council-Southwest*

- Firm **MUST** be organized as “for profit” business

- Firm **MUST** perform commercially useful function on project

- Firm **MUST** have local presence within the Dallas County MSA
 - *Dallas County*
 - *Tarrant County*
 - *Denton County*
 - *Collin County*

REQUIRED SUBMITTALS:

- Firms **MUST** show the % of utilization allocated to each subcontractor
- Firms **MUST** show their “Good Faith Efforts” to meet the aspirational goal
- Firms awarded County contract required to meet goals
- Mandatory Electronic Payment Reporting
 - ✓ Allows the Compliance Officer to Validate if the Prime Contractors are Paying the Sub-Contractors on-time

Visit the Following Link for More SBE Program
Information:

<https://www.dallascounty.org/departments/small-business-enterprise/>

Dallas County SBE Program

900 Jackson St., Suite 680

Dallas, Texas 75202

214-653-2021

sbe@dallascounty.org

Dallas County Public Works Updates on MCIP & Projects

Alberta Blair, Public Works Director

Current & Future Initiatives



DALLAS COUNTY PUBLIC WORKS MISSION/VISION



DEPARTMENTAL OVERVIEW - DCPW DIVISIONS

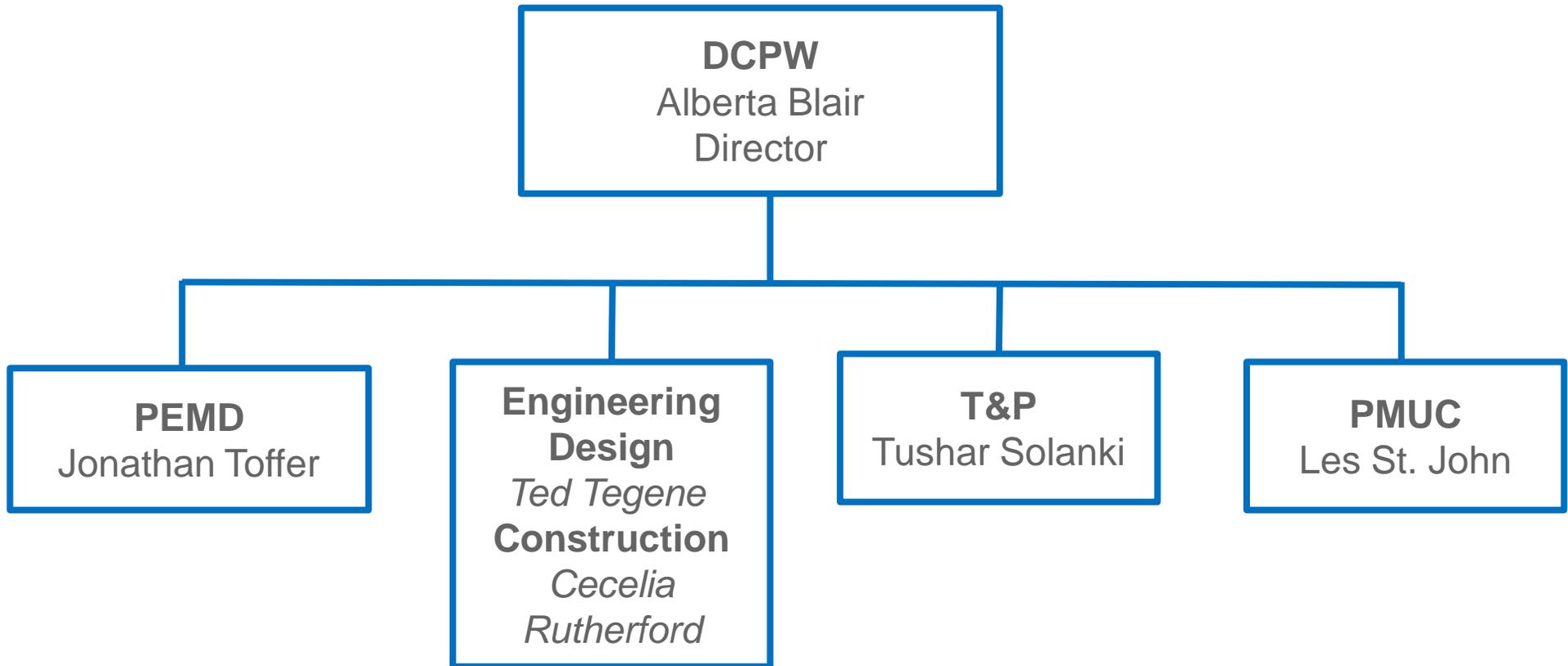
Engineering & Construction Division (E&C)

Transportation & Planning Division (T&P)

Property Management & Utility Coordination Division (PMUC)

Program Engineering and Management Division (PEMD)

PUBLIC WORKS DEPARTMENT ORGANIZATION



DEPARTMENTAL OVERVIEW - DCPW PROJECT MANAGEMENT

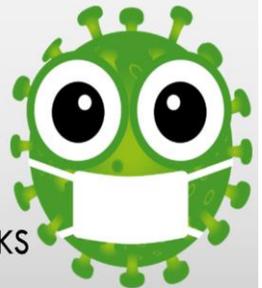
- **DCPW Project Management Practices Manual on 5 Phase Project Delivery System**
 - Planning & Preliminary Design
 - Primary Design
 - Design Completion & Right-of-Way (ROW) Initiation
 - ROW Completion & Utility Adjustment
 - Construction
- **Roles of PM and CSA for Prime and Sub coordination**
- **Work with Purchasing and SBE to solicit for future opportunities**
- **Pre-Project Public Meetings have been added prior to the construction solicitation process of Dallas County**
- **Indefinite Delivery Indefinite Quantity (IDIQ) Categories and Status**
- **Project selections from MCIP 7th Call for Projects approved in December 2020**
- **MCIP Master Agreements in Progress with cities to move forward on 7th Call Projects**

ONE YEAR UNDER QUARANTINE...

- DCPW following County Declarations, Amendments, and Guidelines
- DCPW Essential Employee Status
- Working with contractors to ensure compliance with County guidelines
- Setting up department for social distancing with PPE
- Roll-out of COVID-19 Loaner laptops to staff
- Initiate use of MS-Teams and other collaborative tools
- Carryout periodic communication with contractors and vendors
- Currently - Full remote status with only presence at Administration Building on an as-needed and coordinated basis
- Hygiene and PPE at work sites
- Field Meetings are held via MS-Teams
- **Following Purchasing Department Improvements/Upgrades**
- **Digital format for Bidding & RFQs now in place**

HELP PREVENT THE SPREAD
OF COVID-19 AND
PROMOTE HEALTH AND
HYGIENE

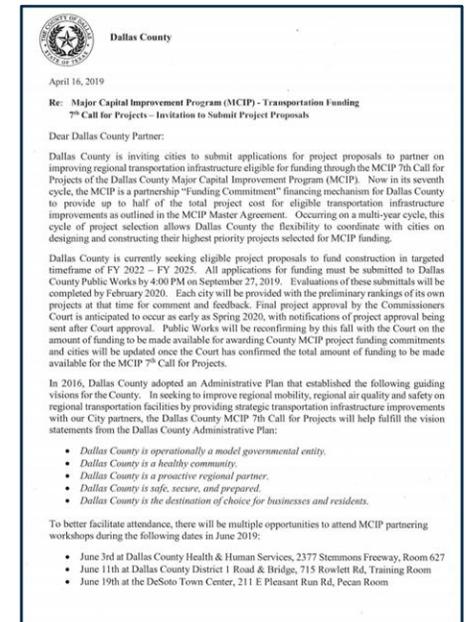
VISITORS MUST WEAR MASKS
AT ALL TIMES IN THE
PUBLIC WORKS DEPARTMENT



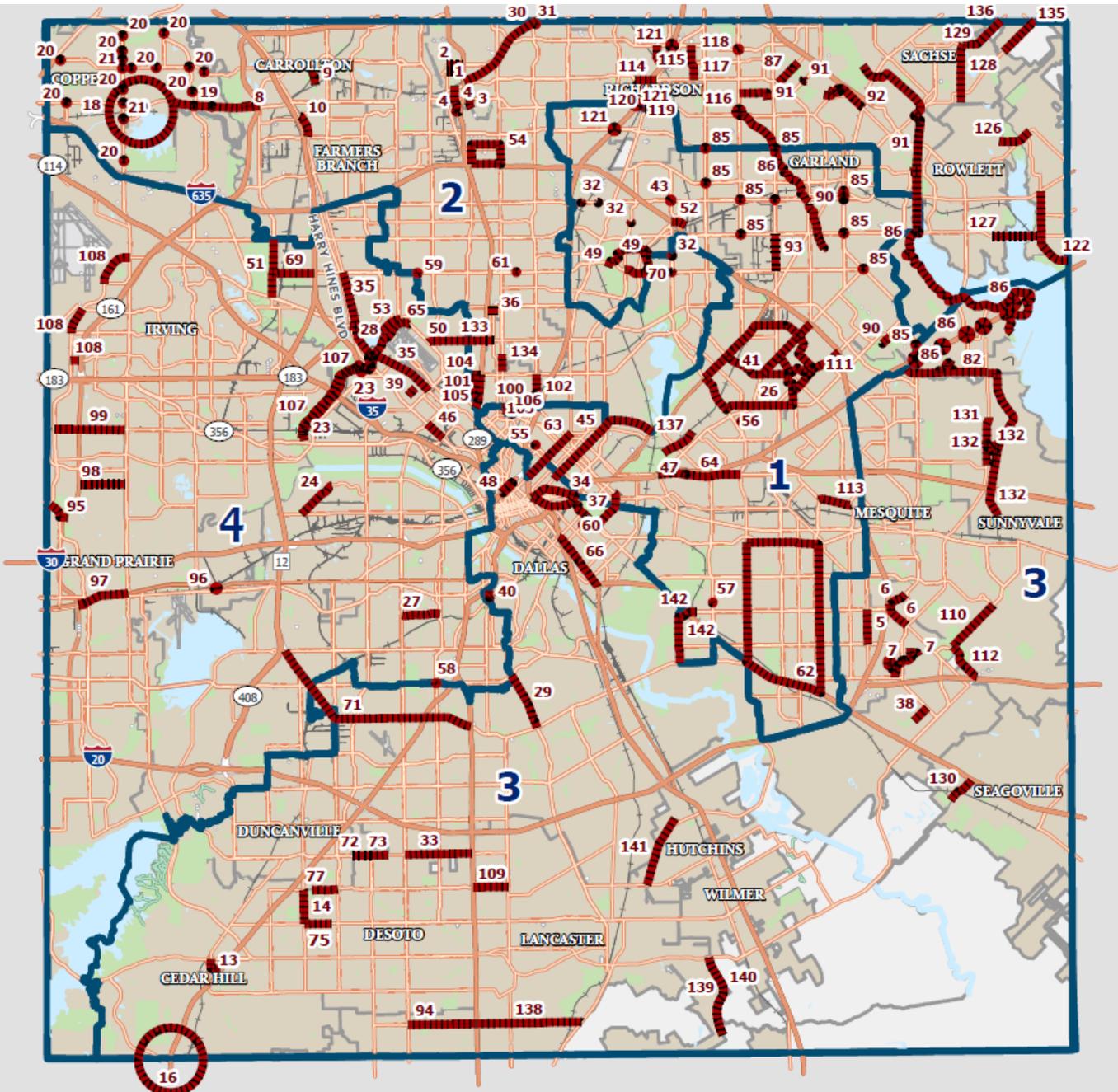
FOR MORE INFORMATION PLEASE SEE
[HTTP://WWW.DALLASCOUNTY.ORG/COVID-19/JUDGE-ORDERS.PHP](http://www.dallascounty.org/covid-19/judge-orders.php)

MCIP 7th CALL FOR PROJECTS

- Transportation infrastructure or planning projects providing for regional connectivity approved in December 2020
- County funding participation up to 50% of the total project cost
- 142 application submittals received from cities and towns then reviewed by DCPW and approved by Commissioners
- December 2020 Court approved over 100 projects selected for County funding participation
- Many projects will be led by cities/towns
- Cities and towns in process of entering MCIP Master Agreement prior to entering into Project Specific Agreements (PSA)
- Ongoing Coordination Meetings with cities to confirm priorities of selected 7th Call projects
- Project Specific Agreements to follow

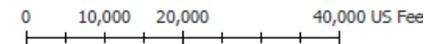


DALLAS COUNTY
7TH CALL RECOMMENDED PROJECTS



- | | |
|-----------------------|-------------------------|
| PROJECT | ■ AIRPORTS |
| ■ PROJECTS | HYDRO |
| TRANSPORTATION | ■ TRINITY_RIVER |
| ROADS | ■ LAKES |
| CLASS | GREEN SPACE |
| ■ MAJOR ARTERIAL | ■ PARKS |
| ■ PRIMARY HIGHWAY | BOUNDARIES |
| ■ ACCESS RAMP | ■ COMMISSIONER DISTRICT |
| ■ SECONDARY HIGHWAY | ■ COUNTY BOUNDARY |
| ■ SERVICE ROAD | ■ CITIES |
| ■ TRAIL | ■ UNINCORPORATED |
| ■ RAIL | ■ INCORPORATED |
| ■ FREEWAY | ■ PROJECTS |

1 inch = 3,015 Feet



NOTE: 3 DALLAS CITYWIDE PROJECTS (ID 25, 44 & 68) AND 1 COPPELL PROJECT, ID 22, IN THE TABLE ARE NOT SHOWN ON THE MAP

NOTICE:
THIS MAP IS FOR REFERENCE AND INTERNAL USE ONLY
It does not represent an on-the-ground survey and
represents only
the approximate relative location of property boundaries.
ACCURACY IS LIMITED TO VALIDITY OF AVAILABLE
DATA AS OF THE DATES SHOWN.
Dallas County 2019 Basemap
MAP CREATED BY: Dallas County, Public Works, G.I.S., Dec
2020



INDEFINITE DELIVERY INDEFINITE QUANTITY - IDIQ

Process outlines procurement of Professional Architectural/Engineering (A/E) services of limited scope for various projects throughout the County

Engineering Services County

Court Order 2018-0682

Expiration Date: June 2020 (plus 3 one-year exts)

Specialty Services Procurement

Court Order TBD

Process: Underway

Laboratory Services

Court Order 2016-1376

Expiration Date: October 2018 (plus 3 one-year exts)

Real Estate Appraisal

Court Order 2016-1381

Expiration Date: October 2018 (plus 3 one-year exts)

ROW Acquisition

Court Order 2020-0163

Expiration Date: March 2022 (plus 3 one-year exts)

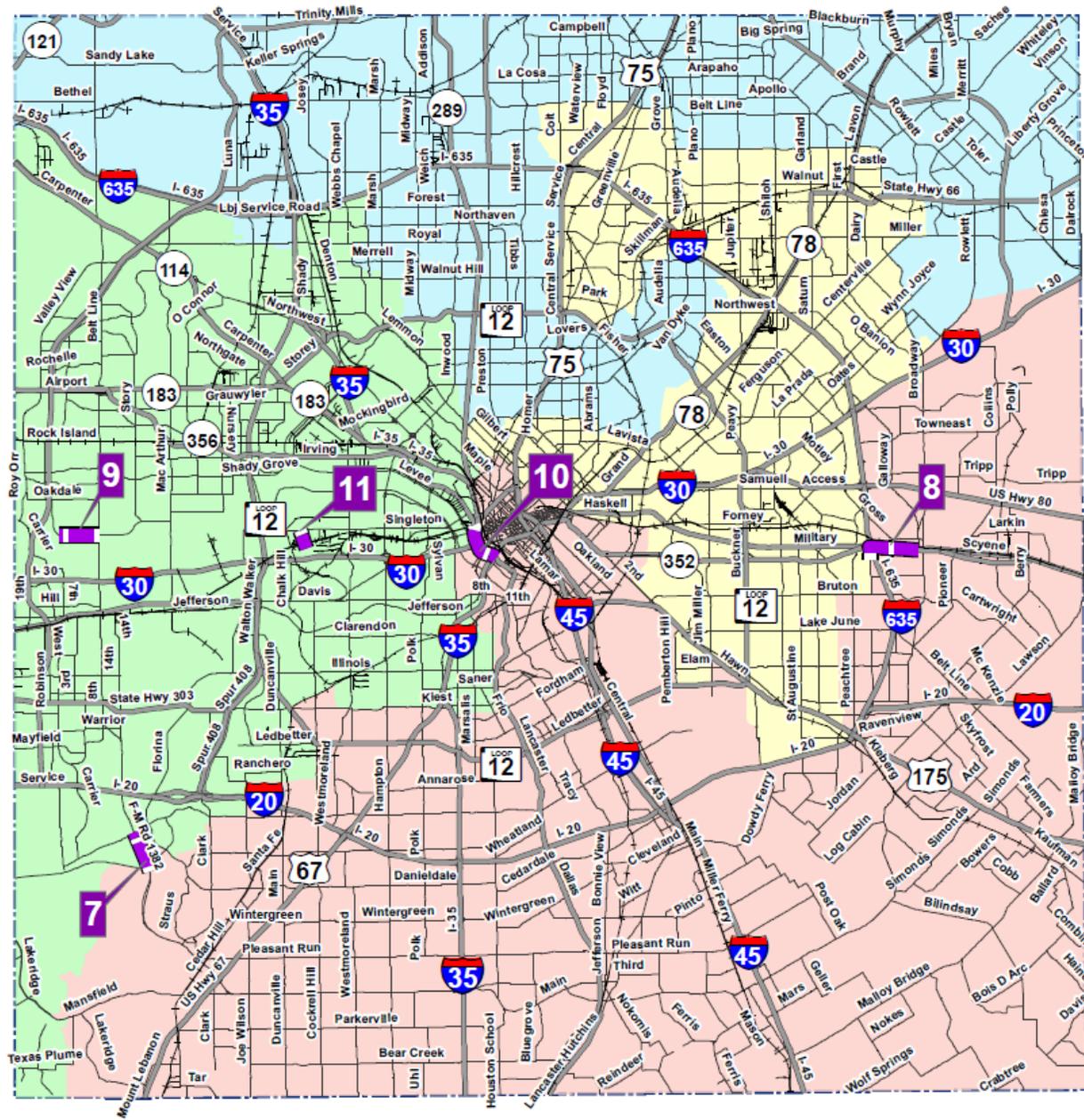
CURRENT ONGOING MCIP PROJECT INFORMATION DALLAS COUNTY LED

MAP ID #	City	Project	Contract Amount	Est Completion Date	Certification Type, Goal / Actual %
1	Wilmer/Lancaster	Sunrise Rd. (31405)	\$5.6 M	Summer 2021	SBE 27% / 23%
2	Dallas	Hatcher Station – Scyene Rd. Mid Block Crossing Imp	\$0.4 M	Fall 2021 <i>(project will commence in summer)</i>	SBE 40% / 0%
3	Duncanville, DeSoto, Cedar Hill, Dallas (DWU)	BSW Wintergreen Rd. (47302)	\$7.8 M	Fall 2021	SBE 40% / 34%
4	Sachse	Sachse Rd. (22804)	\$9.3 M	Spring 2022	SBE 6% / 3%
5	Dallas	Medical District Dr. (30228)	\$16.0 M	Spring 2022	DBE TxDOT 6% / 2.5%
6	Grand Prairie/Dallas	Camp Wisdom (40811)	\$23.9 M	Summer 2022	SBE 19% / 8%

CURRENT ONGOING MCIP PROJECT INFORMATION DALLAS COUNTY LED

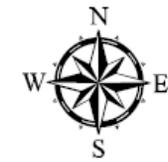
MAP ID #	City	Project	Contract Amount	Est Completion Date	Pre Project Meeting	Est Bid Date
7	Dallas	2021	FM1382 Bike-Ped Sidepath (40227)	\$2.0 M	Spring 2021	Summer 2021
8	Mesquite	2021	Military Parkway Trail (11902/31901)	\$1.5 M	Spring /Summer 2021	Summer 2021
9	Grand Prairie	2021	Wildlife Parkway (40810)	\$35.0 M	Fall 2021	Fall 2021
10	Dallas	2021	Riverfront Blvd (30221)	\$65.0 M	Fall 2021	Early 2022
11	Dallas	2022	Cockrell Hill Road (30226)	\$10.0 M	Spring 2022	Summer 2022

MCIP Project Information



Future MCIP Project Information (Upcoming Bids) Dallas County Led

Num	Project	City	Est Cost	Program Year
7	FM 1382 Bike-Ped Sidepath(40227)- FM 1382 to Mansfield Rd.	Dallas	\$2.0 M	2021
8	Military Parkway Trail(11902/31901)- Galloway to Rodeo Center	Mesquite	\$1.5 M	2021
9	Wildlife Parkway(40810)- SH 161 to Belt Line Rd.	Grand Prairie	\$35.0 M	2021
10	Riverfront Blvd.(30221)- Cadiz St. to UPRR	Dallas	\$65.0 M	2021
11	Cockrell Hill Rd.(30226)- LaReunion Pkwy. To Singleton Blvd.	Dallas	\$10.0 M	2021



***** MAP DISCLAIMERS *****
 MAP DISCLAIMER : This map is for reference use only. Data provided are derived from multiple sources with varying levels of accuracy. The Dallas County Transportation/GIS Division disclaims all responsibility for the accuracy or completeness of the data shown.
 Map updated by Dallas County PW on 3-22-2021

WRAP UP & THANK YOU !

Alberta Blair P.E.
Director Dallas County
Public Works
214/653-7151
alberta.blair@dallascounty.org

Jack Tidwell
Manager Procurement & Outreach
Public Works
214/653-7172
jack.tidwell@dallascounty.org