



Cobb County...Expect the Best!

Cobb County DOT
welcomes you to

BUILDING BRIDGES

Connecting Small Businesses with Prime Contractors

Thursday - November 5, 2020

12 - 12:30pm

Please note...

- ❖ All Attendees are muted.
- ❖ Please submit questions through the **CHAT** feature.
- ❖ Questions should be submitted to the **EVERYONE** or to the **HOST** only.
- ❖ Please do not submit questions directly to the Panelists.

*Please stand by for the
presentation from the
Cobb County Purchasing
Department...*

The background features abstract, overlapping geometric shapes in various shades of blue, ranging from light sky blue to deep navy blue, creating a modern and professional look.

HOW TO DO BUSINESS WITH COBB COUNTY GOVERNMENT

A Quick Overview

Stephanie D. Brice, CPPO, CPPB
Interim Purchasing Director

Vendor Registration

- ▶ Visit our external website:
www.cobbcounty.org/purchasing
- ▶ Click on Vendor Registration to register with our Vendor Self Service (VSS) system
- ▶ Click on Bidding Opportunities to view our current solicitations then click on any individual bid link to be directed to our e-Procurement site (BidNet Direct)

Procurement Thresholds

- ▶ **< \$2,000** – Departmental Purchase Orders (PDs)
- ▶ **\$2,000 to \$49,999.99** – requires a minimum of three quotes
- ▶ **\$50,000.00 or Greater** – formal solicitation: Invitation to Bid (ITB) or Request for Proposals (RFP)

Formal Solicitation Methods

- ▶ **Invitation to Bid (ITB)** – Award made to lowest responsive and responsible bidder (“low bid”)
- ▶ **Request for Proposals (RFP)** – Award usually made to highest ranked firm based on qualitative factors in addition to cost (each factor assigned points)

Master Agreements

- ▶ **Master Agreements** –term contract of generally one (1) year with option for two (2) additional one (1) year terms
- ▶ Commonly used goods or services ordered from contract on an as needed basis – generally priced per unit cost
- ▶ Procured by Sealed Bid or Written Quotations depending on the anticipated annual dollar volume

Local Vendor Presence

- Applies to Request for Proposals for professional services
- Awarded as bonus points
 - Contracts between \$50,000 - \$100,000 (5 bonus points)
 - Contracts in excess of \$100,000 (3 bonus points)

How To Do Business with Cobb County Government

E-Verify

- Georgia Security and Immigration Compliance Act
- Physical Performance of Services - any performance of labor or services for a public employer using a bidding process or by contract wherein the labor or services exceed \$2,499.99.

Tips for Successful Vendors

Searching for opportunities

- ▶ Monitor bid advertisements regularly (websites, MDJ)
- ▶ Maintain contact with departments and buyers
- ▶ Keep your vendor information updated (both in VSS and BidNet Direct)

Responding to solicitations:

- ▶ Pay attention to deadlines and details
- ▶ Ask questions
- ▶ Proofread your submission

How To Do Business with Cobb County Government

Any Questions?

purchasing@cobbcounty.org

770-528-8400

Cobb County DOT Upcoming Bidding Opportunity

- ➡ 2021 Countywide Unit Price Contract (UPC)
- ➡ On Call Contractors needed for ongoing countywide construction projects.
- ➡ Project values range from \$25,000 to \$250,000.
- ➡ Two (2) year contract with one single year option.
- ➡ The 2018 UPC generated over \$5 million of work for contractors.
- ➡ Advertising on Nov 6. Bids will be due on Dec 10.
- ➡ *Questions?* Contact Jeff Neiswender, 770-528-3654
Jeffrey.Neiswender@cobbcounty

*Please stand by for the
presentation from
C.M.E.S., Inc...*

CMES Inc.



CONSTRUCTION MANAGEMENT AND ENGINEERING SERVICES

3900 Steve Reynolds Blvd.

Norcross, GA 30093

Since 1996

ABOUT US

CMES Inc. was founded in February 1996 by professional civil engineers. The initial operations of CMES Inc. were conducted from their home in Lawrenceville, Georgia. The founders were the only employees for a time, working diligently to obtain and complete projects within budget and on time as per contract specifications.

Today, we are still young, but also an aggressive company comprised of experienced professionals from the engineering, design, analysis, construction, and project management fields. We have grown to a workforce of over 300 dedicated employees and a fleet of more than 400 heavy construction equipment and vehicles. Our corporate office is located on a 67,000 square foot facility which houses contracts, estimating, administrating, accounting, human resources, and our fleet departments. CMES Inc. ranks among the Top 5 Heavy Highway Contractors based in Atlanta. In turn, the company has grown steadily over the years which is evidenced by revenues exceeding six figures.

Certifications from various entities in the Metro-Atlanta area are held by CMES Inc. and include DOT certifications, MBE and EBO/ABE.

Camp Creek Pkwy



SR 316



State Bridge



Chetan Vekariya, Contract Administrator

- Open opportunities for new subcontractors
- Finalize suppliers based on bids
- Finalize budget

770.982.1905 ext. 405 • chetan.v@cmesinc.net

Bidding Opportunities

CMES Inc.
Construction Management & Engineering Services

Home Services Featured Projects **Bidding Opportunities** Safety Careers Contact Us

Bidding Opportunities

Home / Bidding Opportunities

Show 12 entries Search:

CMES BID NO	BID DUE DATE	BID DUE TIME	PROJECT NAME	APPROXIMATE VALUE	OWNER NAME	TYPE OF WORK	ADDENDA (9/9/20)	PLAN LINK
201013	10/22/2020	12:00AM	WILLEO RD OVER WILLEO CREEK BRIDGE REPLACEMENT	3.0+	COBB	BRIDGE REPLACEMENT	2	https://cmesinc.sharefile.com/d-s3e0bc0b0dcc4c1db
201014	10/22/2020	2:00PM	OLD ALABAMA RD AT BRUCE ROAD	0.6+	JOHNS CREEK	INTERSECTION IMPROVEMENTS	1	https://cmesinc.sharefile.com/d-s3058b424afd40ebb
201015	10/23/20	11:00AM	SR 16 & OLD HWY 85 ROUNDABOUT	0.97+	COWETA	ROUNDABOUT	1	https://cmesinc.sharefile.com/d-s059f9763b4841d09
201217	10/28/20	10:00AM	BUFORD DAM ROAD EXTENSION	5.0+	CUMMING	ROAD EXTENSION	1	
201018	10/29/20	2:50PM	US 29/SR 8/ LAWRENCEVILLE HWY AT RONALD REAGAN PKWY	0.65+	GWINNETT	SAFETY IMPROVEMENTS		
201019	10/29/20	2:50PM	LILBURN STON MOUNTAIN RD AT OLD TUCKER RD	1.0+	GWINNETT	INTERSECION IMPROVEMENTS		
201101	11/05/20	2:00PM	BELL RD AT CAULEY CREEK PARK OLD HOMESTEAD TRAIL		JOHNS CREEK	ROUNDABOUT	1	
201102	11/05/20	2:00PM	BARNWELL RD AT RIVERMONT PKWY	.97+	JOHNS CREEK	INTERSECTION IMPROVEMENTS		

www.cmesinc.net/bidding-opportunities

On behalf of CMIES Inc.

Thank you



THANK YOU FOR ATTENDING!

Cobb County...Expect the Best!

- ❖ The list of Attendees will be given to the Panelists.
- ❖ Please complete the short pop-up survey.
- ❖ Contractors are *required* to register with BidExpress (<https://www.bidexpress.com/registration>) for all Cobb County DOT construction opportunities.
- ❖ Cobb County Bidding Opportunities - <https://www.cobbcounty.org/purchasing/bidding-opportunities>
- ❖ Register with BidNet Direct (<https://www.bidnetdirect.com/georgia/cobbcounty>) to receive countywide bid notifications via email.
- ❖ Email any additional questions or suggestions to Stefanie.Taylor@cobbcounty.org.
- ❖ Keep an eye out for future *Building Bridges* events!