

Grow the Hidden Value of Invitations to Bid

By Kaiya Barrett

Are the responses to your latest invitation to bid or ITB not generating the buzz you expected? It may be time to take a step back and work on actively expanding your network.

Take a good look at your ITBs. They hold gifts you may have never considered before. The value of an ITB is based on action and being proactive in your outreach to contacts. An expanded network gives you more trusted, skilled options to deliver true customer value and expectations. Once you've nailed down your network, you can better evaluate profitability based on the needs of each project and your ability to deliver quality results.

So, where do you start? Turn on the inner extrovert and start relationship building.

If You're a General Contractor

Looking at ITBs as a networking tool begins with two buckets of contacts: your current network and people you do not know. When you're working with a bid management tool, you'll have a built-in

network of fresh and new connections. With access to new contacts that will see your projects, you can be proactive in your follow up with them.

Here are some steps for successful interactions.

Make follow-up calls part of your process.

A good best practice after sending your ITB is to follow up with a phone call. The conversation isn't over if you find out this contact can't make this specific bid. If they're already booked for that time, you can ask when they will be free. Or you can invite them to participate in another project at a different time.

Take note of the conversation. Never treat the follow-up contact as a one-off conversation. It is helpful to think of this person as a potential partner, so make sure you're making notes during the conversation. Maybe you can hear their dog barking in the background, or you just happened to call them on their birthday. These are talking points that will make future outreach much easier. Having a bid management tool, where you are able to take notes and build actions from your conversations allows you to be more personal in future outreach.



If You're a Subcontractor

When you receive an invitation to a party, do you respond or not? If you can't attend, at the very least, you should let the host know you appreciate the invite, and that you'll try to meet up

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For more info contact
Valerie Voorhies at
vuv@sbeinc.com



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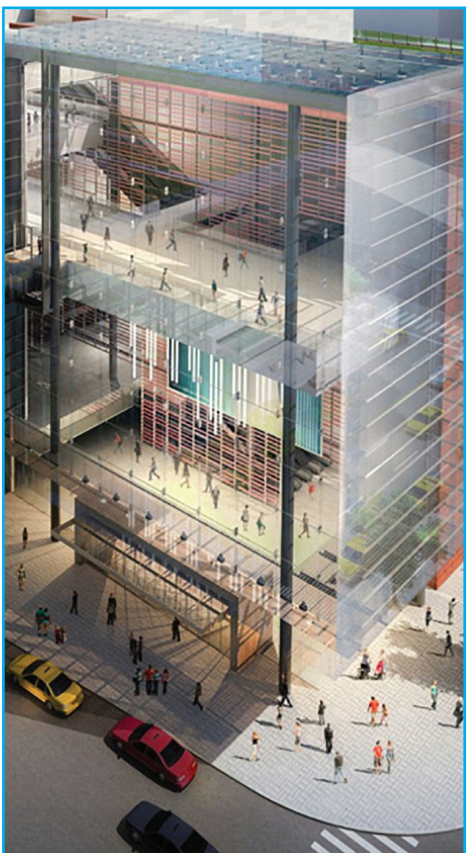
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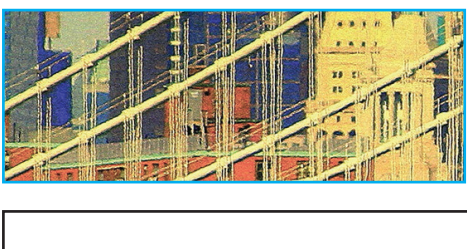
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IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED DBE AND SMWBE SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS

Amtrak East River Tunnel Rehabilitation Project
Amtrak Contract No. X036-23205
Bid Date: November 17, 2023

Brief description of work:
The Amtrak East River Tunnel (ERT) Rehabilitation Project will complete the reconstruction of bench wall replacement, systems (communication and signal) engineering, traction power, OCS, mechanical fire/life/safety, and direct fixation rail systems for the Amtrak East River Tunnel Lines 1 and 2, including demolition of existing track structure and the construction of ballast-less (direct fixation) track to replace the existing ballasted track system. Demolition and reconstruction of the duct banks within the interior structural envelope as well as repairs to leaks and spalls of the concrete tunnel liner (which will remain) of the tunnels. Reconstruction and modernization of all-electric traction, communications, signals, lighting, drainage, fire and life safety, and all other systems within the tunnels. Extension of traction power from Line 1 and 2 portals eastward to Substation #44 in Sunnyside Yard and westward to Substation #43 in Penn Station. Early construction package—relocate the S3 cable section that is in Line 2 now back to Line 1 prior to the Line 2 closure. Construction of new signal huts at Amtrak 1st Avenue vent plants and at SSYD near Line 1 (F2 IFH) and Line 2 (F1 IFH) portals 2.0 Project.

ALL QUOTATIONS ARE DUE BY CLOSE OF BUSINESS Friday, November 10, 2023, 2:00 pm. For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to solicitations@tutorperini.com or contact Arlene McBayne at (914) 739-1908. Come and join our team!

SKANSKA

SKANSKA E-J ERT JOINT VENTURE

IS SOLICITING COST PROPOSALS FROM CERTIFIED SB/MWBE AND DBE SUBCONTRACTORS AND VENDORS

Amtrak East River Tunnel Rehabilitation Project
Amtrak Contract No. X036-23205
Bid Date: November 17, 2023

Description of project:
The East River Tunnel (ERT) consists of four tubes that connect Manhattan to Long Island and are used for Amtrak, Metropolitan Transportation Authority (MTA) Long Island Rail Road (LIRR) services, and New Jersey Transit (NJ TRANSIT).

The ERT tubes, constructed in 1909, require significant rehabilitation and improvement, due to continually worsening conditions of the tunnel structure given both its age and damage related to Superstorm Sandy. This project will rehabilitate two tubes of the East River Tunnel (Line 2 and Line 1) that extend 2.5 miles (4 km) between portals in Penn Station and Sunnyside Yard. The project will ensure continuation of operations for LIRR, NJ TRANSIT, and Amtrak, and improve the safety and security of the East River Tunnel. Each line will be reconstructed down to the concrete liner and the work will entail the following: demolition of all tunnel components to the existing concrete tunnel liner, repair structural deficiencies of the tunnel concrete liner, reconstruction of the bench walls and duct banks, new traction power and overhead contact systems, communication and fire-life safety systems, replacement of the ballasted track with a direct fixation rail system and drainage system.

Many bidding opportunities are available: sliding and swing doors, fire extinguishers and cabinets, fills, ready-mix concrete, concrete reinforcing, FRP trench grates, air compressors, polymer concrete covers, metal gratings, miscellaneous metals, tunnel railings, precast concrete planks, cast iron pipe and fittings, precast manholes and handholes, precast troughs, stainless steel drainage pipe, formwork, office cleaning, dumpsters, support of excavation, portable toilets, epoxy coatings, fencing, geotechnical instrumentation and monitoring, haul and dispose, asbestos abatement, lead abatement, universal waste and hazardous material removals, testing and inspections, commissioning, HVAC, signage, survey, trucking, plumbing, fire standpipe, demolition, dewatering, concrete crack and spall repairs, leak repair/grout injection, louvers, door hardware, electrical systems, low voltage, stray current monitoring system, lighting, communications, CCTV, life safety systems, PLC control systems, SCAD, fire alarm system, fire detection systems, blue light emergency call stations, ductbanks, trackwork, running rail, railroad ballast, resilient tie blocks, traction power, third rail, catenary.

If you are interested in bidding on this project, please contact Skanska's Diversity and Outreach Coordinator: Aislinn.Speranza@skanska.com • EOE/M/F/Vet/Disabled

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IS SOLICITING COST PROPOSALS FROM NEW YORK DBE SUBCONTRACTORS AND VENDORS

Design-Build Services for Replacement of Twenty-One (21) Escalators in Various Locations Project
MTA Construction and Development Contract No. E30647
Bid Date: November 29, 2023

Description of project:
The work under this contract is to replace the existing escalators at the above-named stations with new heavy-duty transit escalators, suitable for 24-hour continuous operation. The work also includes the replacement of the equipment in the escalator machine rooms (EMR), including but not limited to, cleaning, patching and painting EMR floors, walls, and ceiling after the removal and installation of new escalators, and replace new compressor for a fire protection system, upgrade electrical transformers and equipment. In addition, the work includes "state of good repair" work in the vicinity of the escalators such as repairing floor finish to match existing floor after replacement, repair of existing concrete floor slabs, remove portions of existing concrete curbs, concrete floor and supports to accommodate proposed escalator extension. All exposed/unpainted steel must be fireproofed and the fire alarm systems, including smoke detectors in the escalator shafts and pits will be replaced.

Many bidding opportunities are available: progress photos, pest control, selective demolition, concrete spall repair and crack repair, sawcutting, rebar supply and installation, survey, masonry, miscellaneous metals, doors, electrical, communications, escalators, plumbing, HVAC, sprinklers, hatches, cleaning, tile, gypsum wall board, metal ceiling panel, architectural panels, artwork modifications, concrete topping, anti-graffiti.

If you are interested in bidding on this project, please contact Skanska's Diversity and Outreach Coordinator: Aislinn.Speranza@skanska.com • EOE/M/F/Vet/Disabled

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IS SOLICITING COST PROPOSALS FROM NEW YORK DBE SUBCONTRACTORS AND VENDORS

Upgrade of Little Neck, Linden Place, and Park Drive East Pumping Stations Project
NYC DEP Contract No. PS-QNS-2
Bid Date: November 29, 2023

Description of project:
This project involves upgrades to the Linden Place, Little Neck, and Park Drive East Pump Stations. Principal items of work at each site include site grading and erosion control, protection and relocation of existing utilities, installation of foundations and support of excavation, furnish and install four (4) submersible pumps, furnish and install bar screen, hoisting equipment, gates, and associated piping, furnish and install heating and ventilation equipment and ductwork, replace existing 208 volt utility power service entrance from the existing Consolidated Edison service to the pump station with a new 208 volt service, furnish and install electrical power supply and distribution equipment and instrumentation and controls equipment, demolish existing equipment, piping, valves, electrical and instrumentation equipment, maintain continuous service of flow, maintain continuous redundant electrical feeds to the existing pump stations, commission new pumping station.

Many bidding opportunities are available: electrical, miscellaneous metal fabrication, surveying subcontractor, geo-monitoring and instrumentation, painting subcontractor, reinforcing steel—F+I, CPM schedule subcontractor, landscaping subcontractor, plumbing, HVAC.

If you are interested in bidding on this project, please contact Skanska's Diversity and Outreach Coordinator: Aislinn.Speranza@skanska.com • EOE/M/F/Vet/Disabled

SKANSKA EJCICO

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IS SOLICITING COST PROPOSALS FROM NEW YORK STATE DBE SUBCONTRACTORS AND VENDORS

Hillview Reservoir Chemical Addition Facilities Project
NYC DEP Contract No. HVR-210
Bid Date: December 21, 2023

Description of project:
The Hillview Reservoir is located in Yonkers, New York and provides balancing and storage of NYC and Yonkers drinking water. The work under this contract includes an upgrade of the existing North Entrance, construction of the two new Chemical Addition Facilities (CAF) buildings (CAF-North and CAF-South), two new electrical service feeds and distribution equipment, new flow measurement, a new SCADA system, and interim structures for chemical systems, water quality monitoring systems, and carry water pumps. Construction of the new CAF buildings includes major support of excavation consisting of secant piles, soldier pile and lagging, tie backs, mass earthwork, mass concrete, and a significant amount of architectural building furnishings and finishes.

Many bidding opportunities are available: electrical, plumbing, HVAC, haul and dispose, on-site trucking, rebar, masonry, fence and guardrail, paving, waterproofing, windows and doors, fill materials, geotechnical instrumentation and monitoring, safety professional, environmental boring and testing, flotation curb and sidewalk, landscaping, tile, furniture, office trailers, survey, painting, office cleaning, lumber supply, erosion and sedimentation control supplies, jobsite toilets, MPT supplies, site photography and video, rodent control, arborist.

If you are interested in bidding on this project, please contact Skanska's Diversity and Outreach Coordinator: Aislinn.Speranza@skanska.com • EOE/M/F/Vet/Disabled

NORTHEAST EVENTS FOR YOUR BUSINESS

2023

SBA and SOS Monthly Webinar
Thursday, December 7, 2023, 9:00 am–11:00 am
Online
Main Sponsor(s): US Small Business Administration, New Hampshire Secretary of State Corporation
Contact: Miguel Morales, 603-225-1601, miguel.morales@sba.gov
Fee: Free; registration required
Starting a new business? Looking for capital and finance options? Looking for general advice on starting or maintaining your business? Hear from representatives from the local SBA office and the New Hampshire Secretary of State Corporation Division. This workshop (currently held online during the pandemic) is offered on the first Thursday of every month. To join this free webinar, copy and paste the link below into your browser, then register for tickets for the date of your choice to receive the access code. <https://www.eventbrite.com/e/secretary-of-state-quickstart-and-small-business-administration-programs-tickets-262004180557>

8(a) Orientation and SAM Registration Webinar
Wednesday, December 20, 2023, 10:30 am–11:30 am
Online
Main Sponsor(s): US Small Business Administration
Contact: SBA Illinois District Office, 312-353-4528, illinois.do@sba.gov
Fee: Free; registration required
Join the Small Business Administration (SBA)

Illinois District Office for a virtual workshop providing an overview of the 8(a) Business Development program, eligibility requirements, and program benefits. Also learn how to increase your potential for federal contract opportunities through System for Award Management (SAM) registration, including information that you need for the registration process. SBA presenters will offer additional tips, address FAQs, give directions on where to get further assistance, and answer your other questions. To register for this free webinar, visit <https://www.eventbrite.com/e/8a-orientation-sam-registration-tickets-518989961947>

Selling to the Federal Government Webinar
Thursday, January 25, 2024, 1:00 pm–4:00 pm
Online
Main Sponsor(s): US Small Business Administration
Contact: George Tapia, 610-382-3086, george.tapia@sba.gov
Fee: Free; registration required
Did you know that the federal government is the largest purchaser of goods and services in the world? Interested in learning how your business can market your services or goods to the federal government? Register on line at <https://www.eventbrite.com/e/how-to-sell-to-the-federal-government-tickets-21790713611> SBA helps to ensure small businesses get fair opportunities to share federal government prime contracts. Topics will include: How to Register, Small Business Certifications, Finding Opportunities, Marketing Your Firm, Federal Supply Schedules, Getting Paid, Tips to Prepare Your Offer, How to Seek Additional Assistance. All training sessions are held via Microsoft Teams Meeting. Participants must ensure Microsoft Teams is functioning.