


# Doing Business with the City of Seattle / SDOT

An Introduction

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SDOT WMBE Program Manager  
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## SDOT's Mission & Vision

Mission: delivering a first-rate transportation system for Seattle.



Vision: a vibrant Seattle with connected people, places, and products.

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## SDOT's core principles



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## Who You Will Meet:

**Edson I. Zavala**

City of Seattle:

Department of Transportation (SDOT)

SDOT WMBE Program Manager

**Julie Salinas**

City of Seattle:

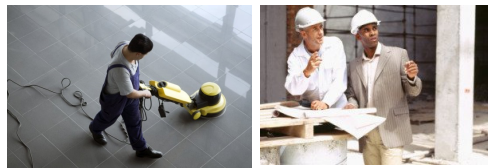
Finance & Administration Central Purchasing  
Contract Services (FAS-CPCS)

Online Business Directory

Acronym	Name
SDOT	Seattle Department of Transportation
SCL	Seattle City Light
SPU	Seattle Public Utilities
FAS-CPCS	Seattle Finance & Administration Central Purchasing Contract Services
PW	Public Works (Construction)
CWA	Community Workforce Agreement
CM	Construction Management
DBE	Disadvantaged Business Enterprise
HUB	Historically Underutilized Business
MBE	Minority- Owned Business
OCR	Office for Civil Rights
OED	Office of Economic Development
OMWBE	Office of Minority and Women-Owned Business Enterprises
OBD	Online Business Directory
PTAC	Procurement Technical Assistance Center
PLA	Project Labor Agreement
PM	Project Manager
PIO	Public Information Officer
RFP	Request for Proposal
RFQ	Request for Qualifications
WMBE	Women- and Minority-Owned Business
WBE	Women-Owned Business
TABOR 100	Community Group
NAMC	National Association of Minority Contractors

## Doing Business with the City of Seattle

- What are potential work opportunities?
- Where do you start?
- What are the steps?
- Where can I receive assistance?



## What are the main work areas?

Construction

Consultant

Purchasing

## Consultant & Purchasing

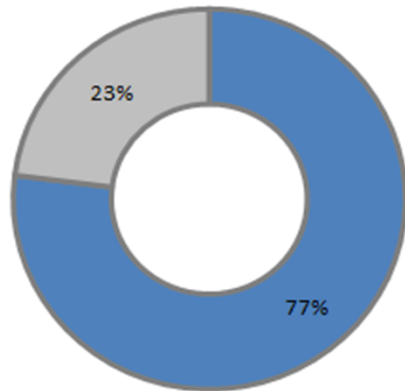
Aside from construction activity, the City obtains a variety of goods and services through two primary methods:

- Consultant Contracts and Purchasing:

Consultant	Purchasing Services
<p>A one-time, stand-alone project &amp; Professional expert &amp; Providing you advice.</p>	<p>Routine, ordinary work &amp;/or Repetitive, ongoing services &amp;/or Responsible for a specific set of technical requirements and specifications.</p>
<p>These projects are professional in nature and require specific professional expertise. Consultants often include, but are not limited to, an attorney, architect, accountant, public relations advisor, dentist, physician, surgeon, psychiatrist, psychologist, veterinarian, engineer, surveyor, appraiser, planning consultant, investment counselor, and actuary. See SMC 20.50 for a detailed definition.</p>	<p>Purchasing Services include a wide range of services. Work is typically ordinary and routine. It is usually repetitive or routinely used from time-to-time in the City. Purchasing Services encompass such work as testing, financial services, training programs, routine analyses, routine graphic design or printing, roadway or building maintenance, repairs and services. A professional can also be providing purchased services. For example, systems design that is conducted as part of building an IT system, or a veterinarian providing on-call services.</p>

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## Why be aware of Capital Departments?



\*Capital Departments [SDOT, SCL, SPU, FAS-CPCS] account for about 77% of the City's spend

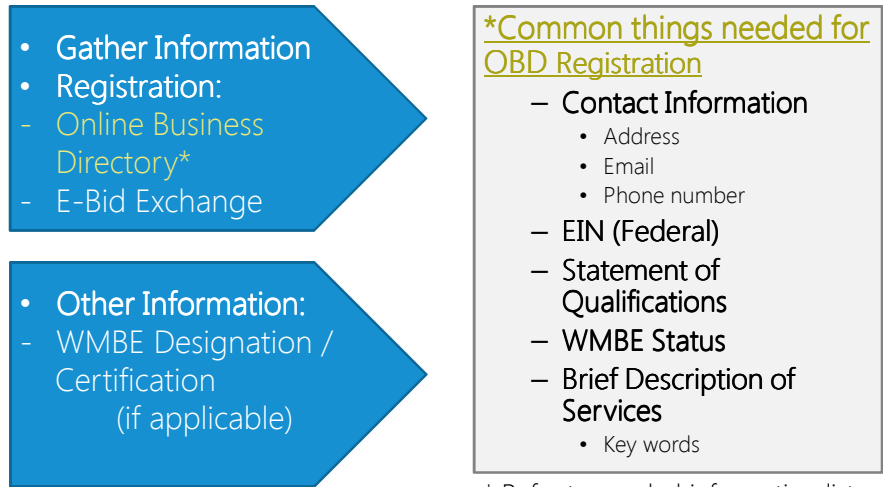
## Types of Work with SDOT & City of Seattle

- Roadway Maintenance
- Building Maintenance
- Landscape Services and Supplies
- Roadway Signals
- Safety Supplies



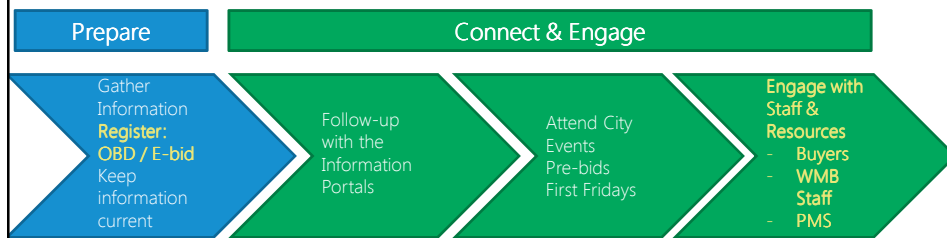
- Architecture
- Engineering
- Communications & Outreach
- Transportation Services

## Getting Started: How to Prepare



\* Refer to needed information list

## Moving Forward: How to Connect & Engage



## Resources: Where Can I Find Help When I'm Ready?

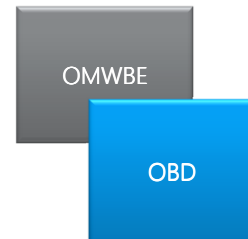
- Departments: WMBE Program Managers
  - Seattle Department of Transportation  
Edson I. Zavala
  - Seattle City Light  
John Trausch
  - Seattle Public Utilities  
Jean Bailey
- City Finance & Administrative Services
  - OBD Technical Assistance  
Julie Salinas

## Programs that can help: City of Seattle WMBE Program

What is WMBE and why is it important?



How do I get this designation?



# OBD Hands-On Workshop

Julie Salinas,  
City of Seattle: FAS-CPCS

\*Refer to your Information Sheet

## Resources

**City of Seattle – WMBE Website**

<http://www.seattle.gov/city-purchasing-and-contracting/social-equity/wmbe>

**City of Seattle Online Business Directory**

<https://web6.seattle.gov/FAS/OBD/Logon/Logon.aspx>

**City of Seattle E-bid Exchange Portal**

<https://www.ebidexchange.com/seattle/>

**The Consultant Connection Blog: (Open City of Seattle Consultant Contracts)**

<http://consultants.seattle.gov/category/bids-proposals/>

**The Buy Line Blog: (Open City of Seattle Purchasing Opportunities)**

<http://thebuyline.seattle.gov/>

**Washington State Office of Minority & Women's Business Enterprises (OMWBE)**

<http://omwbe.wa.gov/>

**Seattle Department of Transportation Website**

<http://www.seattle.gov/transportation/wmbe.htm>

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## Questions?

edson.zavala@seattle.gov | (206) 684-7949

[www.seattle.gov/transportation/wmbe.htm](http://www.seattle.gov/transportation/wmbe.htm)

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