



## **Doing Business with SEPTA**

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SAME Philadelphia

Small Business Conference

March 2, 2020



# Doing Business with SEPTA

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***Diane D. McCarthy***

Contract Administrator

Procurement, Supply Chain & DBE Division



***Nicholas J. Esposito***

Senior DBE Program Specialist

Procurement, Supply Chain & DBE Division





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## Introduction

### Diane D. McCarthy Contract Administrator/SEPTA Construction, Architecture and Engineering



Diane has been in the Procurement Department at SEPTA as a Contract Administrator in the Construction and Engineering Group since March of 2018. Prior to joining SEPTA, she was a Contract Manager for a large international helicopter company in the aviation industry, an Office Manager for a small manufacturing company recognized by the SBA as an WOSB, and also a broker and trader on the floor of the Stock Exchange.

In her contract role, Diane negotiated and maintained all contracts and long term agreements, did the quoting for sales, and submitted bids and proposals through many a procurement portal. Diane is able to offer valuable feedback from being on both sides of the procurement and submittal process and feels strongly about teamwork--emphasizing the importance of sound vendors on the team at SEPTA.

Diane holds a Bachelor of Science in Business Management and Organizational Leadership, and is in the homestretch for her MBA with a Transportation Leadership Specialty. Diane is a member of Women in Transit at SEPTA and also Women's Transportation Seminar.





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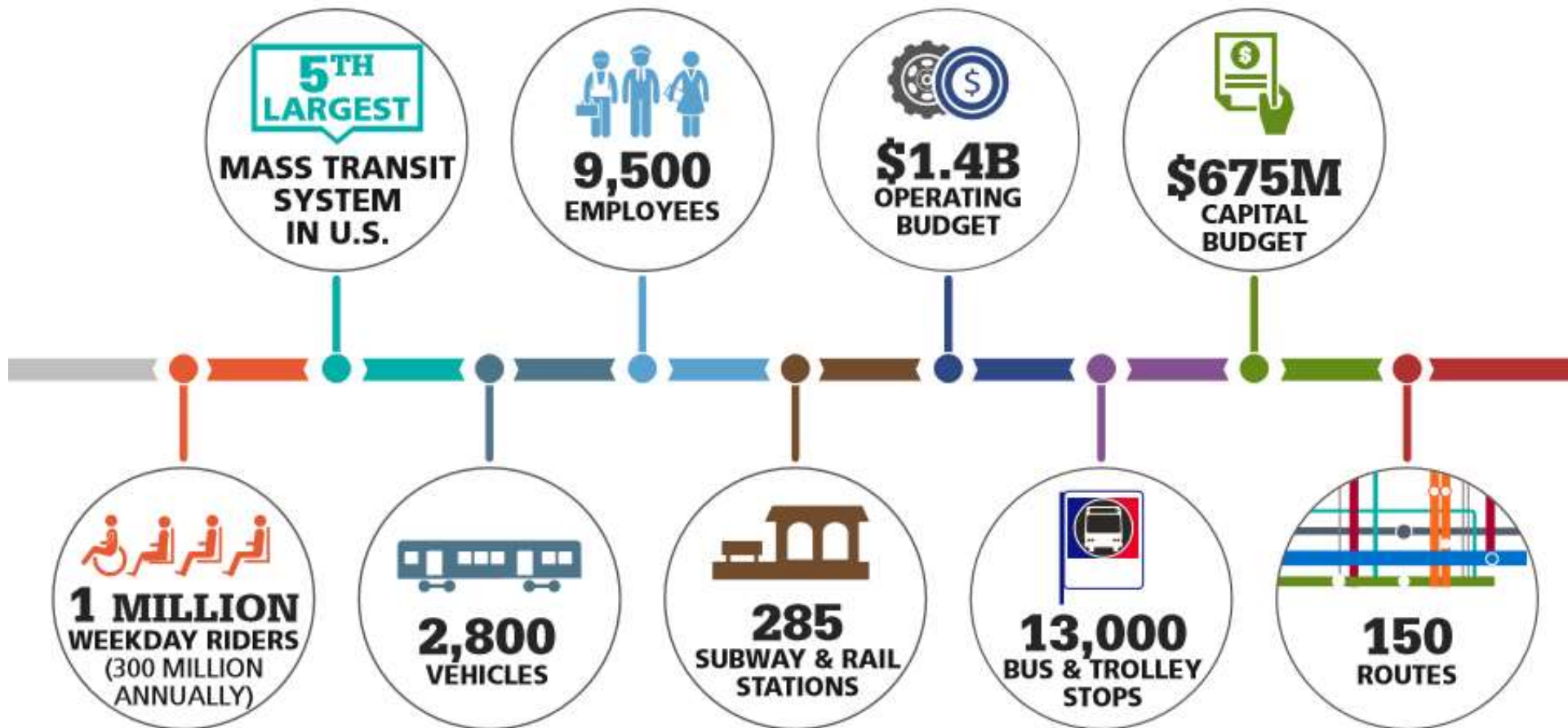
## Introduction

### Nicholas J. Esposito Disadvantaged Business Enterprise (DBE) Program Specialist/SEPTA



Nick has been a DBE Program Specialist with SEPTA's DBE Program Office since 2014. He processes DBE applications from woman- and minority-owned businesses who seek Federal Department of Transportation DBE Certification. He helps develop outreach plans and presents at DBE events both at SEPTA and with other regional agencies. Nick provides business development strategies and technical assistance services to certified DBE firms. Prior to joining SEPTA, Nick has worked with two small, DBE-certified businesses in Philadelphia including Synterra, Ltd. and Portfolio Associates, Inc. He was an Affirmative Action and Community Outreach Coordinator during the rebuilding of the Market-Frankford El in West Philadelphia. He earned a Community Relations Commendation from SEPTA Government Affairs while working on the El Reconstruction Project. Nick is a frequent SEPTA Ambassador, a Service Emergency Response Team (SERT) volunteer, a member of SEPTA's BASCSC Morale & Camaraderie Team and a member/supporter of SEPTA's Women In Transit Group.

# SEPTA AT A GLANCE





### PROCUREMENT AND SUPPLY CHAIN MANAGEMENT

- Opportunities at SEPTA
- Safety Protocol at SEPTA
- Broad Range of Needs at SEPTA

### PROCUREMENT AND ELECTRONIC PROCUREMENT SYSTEM-ePS

- Accessing Procurement Information via our Internet
- Registering on SEPTA's ePS (Electronic Procurement System)

### DISADVANTAGED BUSINESS ENTERPRISE PROGRAM



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Procurement

## PROCUREMENT AND SUPPLY CHAIN MANAGEMENT



### GROWING THE SYSTEM

- New rail projects
- Redesigning locations
- Improving sustainability
- Restoration
- Equipment upgrades
- Artificial Intelligence
- Information Technology
- Business Systems
- Acquiring properties





### PASSENGER SAFETY:

- 18,000 cameras in vehicles and stations
- Threatening items prohibited on SEPTA property
- Education programs: Safety Day, Respect the Train Program, Operation LifeSaver Program (nationwide program)
- Bus Turn Alert
- State of Good Repair & Reliability
- PTC (Positive Train Control)
- SEPTA Transit Police
- Awareness Communications (Call boxes and app)



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## Broad Range of Needs

- Suppliers of materials
- Suppliers of services
- Business partners
- Proactive collaborators



# Doing Business with SEPTA

## Upcoming Plans



<http://septa.org/strategic-plan/reports/2020-operating-budget.pdf>



# Doing Business with SEPTA

## Upcoming Plans



<http://www.septa.org/strategic-plan/reports/fy-2020-cap-budget-2020-2031-program.pdf>





# Doing Business with SEPTA

## Electronic Procurement System

The screenshot shows the SEPTA website homepage. At the top left is the SEPTA logo. To its right is the text "Southeastern Pennsylvania Transportation Authority" and "Serving Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties". A search bar with "Google Custom Search" is on the right. A navigation bar contains links for "Getting Around", "About", "Customer Service", "Media", "Careers", and "Business". A green arrow points to the "Business" link. Below the navigation bar are several sections: "Choose Your Service" with a list of services; "Google Transit" with a search form; "Quick Links" with icons for Schedules, Maps, Fares, and Elevator Outages; "Real Time" with a small map; a large "2020 PHILADELPHIA FLOWER SHOW" banner; "Alerts" with a notice about the Market/Frankford Line; a "The Future of Fare Payment" section with a "key" logo; "REBUILDING the SEPTA System" and "STRATEGIC BUSINESS PLAN" sections; "SEPTA + SUSTAINABILITY" with a recycling icon; "News & Events" with a list of recent news items; and "POSITIVE TRAIN CONTROL" with a photo of a worker on the tracks. At the bottom right is a "Social Media" section with icons for Facebook, Twitter, YouTube, and LinkedIn.

SEPTA  
Southeastern Pennsylvania Transportation Authority  
Serving Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties

Friday | 2.21.20

Google Custom Search

Getting Around | About | Customer Service | Media | Careers | **Business**

**Choose Your Service**

- Regional Rail
- Market-Frankford Line
- Broad Street Line
- Trolley Lines
- Norristown High Speed Line
- Buses
- CCT Connect

**Google Transit**

From: [ ] To: [ ]  
2/21/20 10:19 AM  
Departing Arriving  
Submit System Map

**Quick Links**

- Schedules
- Maps
- Fares
- Elevator Outages

**Real Time**

**2020 PHILADELPHIA FLOWER SHOW**  
SHOW DATES: FEBRUARY 29TH - MARCH 8TH  
LEARN MORE

**Alerts**

For current updates on all routes go to [System Status](#).

**Market/Frankford:**  
Market/Frankford Line : Service is operating with delays of up to 15 minutes due to equipment problems.

**The Future of Fare Payment**

**REBUILDING the SEPTA System**

**STRATEGIC BUSINESS PLAN**

**SEPTA + SUSTAINABILITY**

**News & Events**

- FEB 21 [Trolley Routes 101 & 102 Bus Substitution](#)
- FEB 22 [West Trenton Regional Rail Line Alternate Schedule](#)
- FEB 23 [Spring 2020 City and Suburban Transit Schedules](#)
- FEB 26 [Temple Station | TAP/SWIPE TO EXIT AT THE TURNSTILES](#)
- FEB 29 [2020 Philadelphia Flower Show](#)

**POSITIVE TRAIN CONTROL**

LEARN MORE >>

**Social Media**

- Facebook
- Twitter
- YouTube
- LinkedIn





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## Electronic Procurement System

SEPTA  
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Google Custom Search

Getting Around | About | Customer Service | Media | Careers | Business

### Choose Your Service

- Regional Rail
- Market-Frankford Line
- Broad Street Line
- Trolley Lines
- Norristown High Speed Line
- Buses
- CCT Connect

### Google Transit

From:

To:

2/21/20  10:25 AM

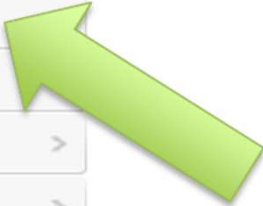
Departing  Arriving

Submit System Map

### Procurement

- Business Integrity Policy >
- Bid & RFP Opportunities >
- Business Directory >
- Electronic Procurement System (ePS) >
- Material Sales >
- Procurement and Supply Chain Comment Form >
- Terms & Conditions >

Please see our new Business Integrity Policy





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DBE

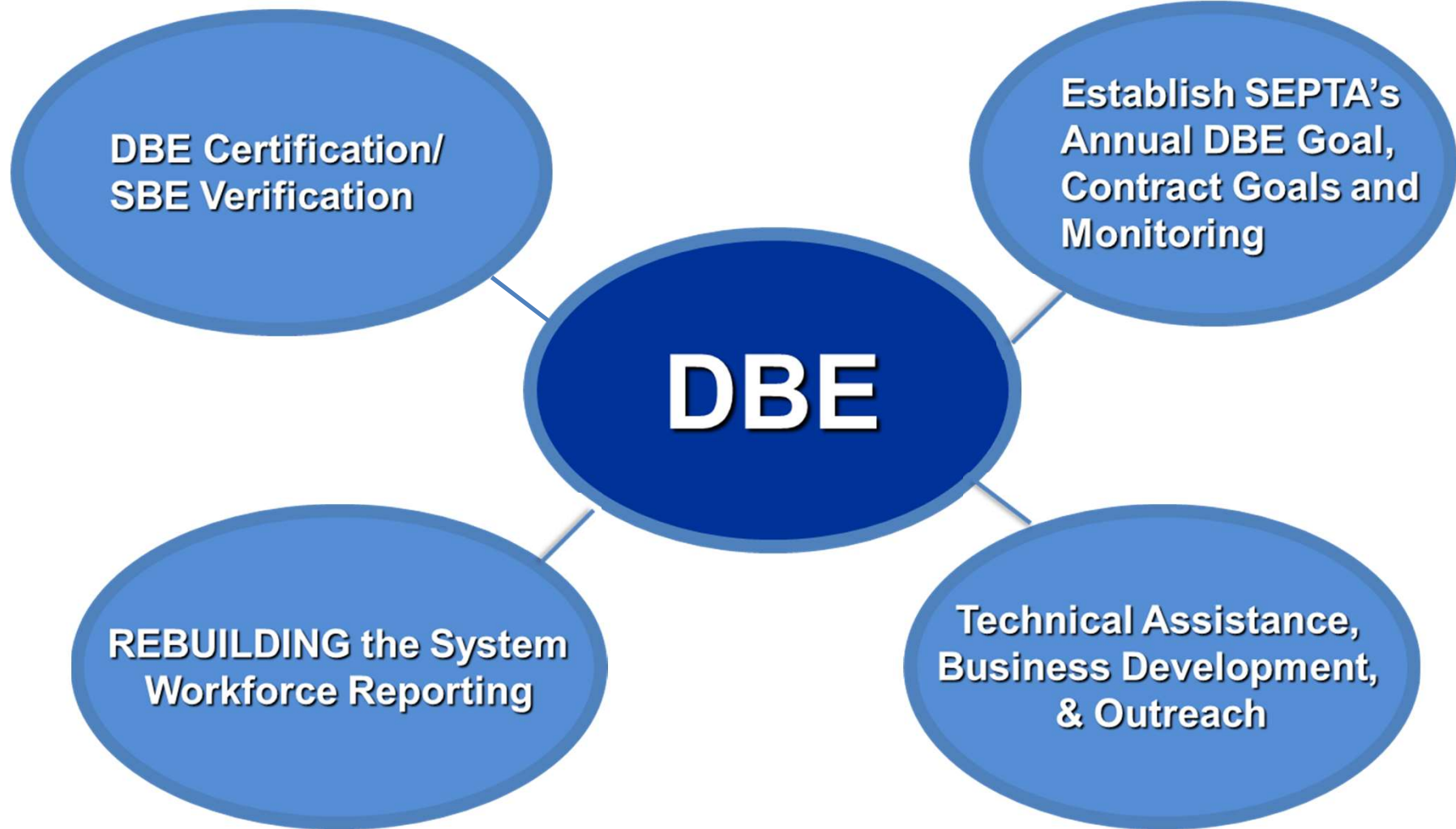
## DISADVANTAGED BUSINESS ENTERPRISE PROGRAM OFFICE *(DBE)*



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**DBE**





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DBE

- The DBE Program is a ***Federal Program*** regulated by the United States Department of Transportation's Title 49 Code of Federal Regulations, Parts 26 and 23
- Applicants must meet eligibility criteria to be certified as a DBE
- A DBE is a for-profit small business that is at least 51% :
  - ✓ **Owned,**
  - ✓ **Managed** and
  - ✓ **Controlled** by one or more socially and economically disadvantaged individuals
- In the case of a corporation, 51% of the stock must be **owned** by one or more such individuals



- Social Disadvantage – members of the following groups are presumed to be disadvantaged:
  - Women
  - Black Americans
  - Hispanic Americans
  - Native Americans
  - Asian-Pacific Americans
  - Subcontinent Asian Americans
  - Other minorities found to be disadvantaged by the U.S. Small Business Administration (SBA)
- Persons who are not members of the presumed groups may be eligible if they establish their “social” and “economic” disadvantage





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DBE

- Economic Disadvantage:
  - **Personal Net Worth (PNW)** must not exceed **\$1.32 Million**
  - Firm's three-year average annual gross receipts (including affiliates) must not exceed the overall size limit of **\$23.98 Million**
    - Must also meet the size standard of firm's NAICS Codes
- For **Interstate certification**, applicant firms must be DBE certified in their home state
  
- **SBE Verification**
  - Must meet the same size standards (PNW and gross receipts) as DBEs
  - Social disadvantage is not a criteria



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DBE



- SEPTA is one of five certifying participants in the **PA UCP**
  - SEPTA – DBE Program Office
  - Philadelphia International Airport, Office of Business Diversity
  - Port Authority of Allegheny County
  - Allegheny County Department of Equity and Inclusion
  - Pennsylvania Department of Transportation, Bureau of Equal Opportunity



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DBE

PA UCP's website: [www.paucp.com](http://www.paucp.com)

apply online

- All firms listed on the PA UCP website are certified DBEs
- Contractors/consultants source the PA UCP website when seeking to fulfill DBE participation requirements on contracts
- Firms apply on-line for DBE certification (must obtain login credentials)
- Once certified, all DBE certification maintenance (e.g., annual updates, contact information, change in structure, ownership, etc.) is done via the electronic system



### **Minority Business Enterprise (MBE) and Women's Business Enterprise (WBE) Certifications**

- Generally State or City government regulated programs for minority and women owned businesses
- Varying criteria for certification
- Certified firms count towards respective agency's contracting goals
- Agencies often accept third-party certification for reciprocal certification approval

### **DBE Certification**

- Guided by 1 Regulation Nationwide (49 CFR Part 26)
- Federal program implemented by state agencies



### Popular MBE/WBE Programs

- Women's Business Enterprise Center – WBE
- The Enterprise Center – MBE, WBE and Disabled Business Enterprise (DsBE)
- Eastern Minority Supplier Development Council – MBE
- New Jersey Department of Treasury – MBE and WBE





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## DBE Participation (Federally-funded Projects)

## Highlights

Federal Fiscal Year	DBE Goal	Committed Dollars (New Awards)			Paid Dollars (Closed Contracts)		
		Total Contract Dollars	Total DBE Dollars	Total DBE %	Total Prime Payments	Total DBE Payments	Total DBE %
2017	14%	\$ 7,513,195	\$ 1,079,101	14.4%	\$ 28,209,291	\$ 4,215,609	14.9%
2018	15%	\$ 8,233,738	\$ 1,290,611	15.7%	\$ 23,597,662	\$ 2,952,369	12.5%
2019	15%	\$ 19,595,489	\$ 3,348,688	17.1%	\$ 24,772,487	\$ 5,729,991	23.1%
		\$ 35,342,422	\$ 5,718,400	16.2%	\$ 76,579,440	\$ 12,897,969	16.8%

## DBE Certification

- Since February 2018, SEPTA has processed more than 150 DBE certification applications, approving certification for 90 new DBEs, and 2 Small Business Enterprises (SBE)
- Currently responsible for the annual review of over 470 DBEs, and 5 SBEs



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Conclusion and Thank You!

