

TAP into BUSINESS Lite

Building Success Together with New Suppliers

Monday, December 29, 2025 • 3:00 PM – 4:30 PM • Microsoft Teams



AGENDA

Time	Duration	Session/Presenter
3:00 PM	5 min	Opening Remarks Yssa Resurreccion
3:05 PM	25 min	Procurement Update Caprecia Poole-Williams
3:30 PM	30 min	Supplier Registration & OpenGov Leba Brown
4:00PM	25 min	Building a Strong Local Economy Kiyon Harley
4:25PM	10 min	Closing Remarks Crista Wise

Visit wsscwater.com for complete details and procurement resources



Tap Into Business Lite

Caprecia Poole-Williams

Chief Procurement Officer
WSSC Water

December 29, 2025

Agenda

- Who are we?
- Strategic Priorities
- Procurement by the Numbers – Our Spend
- Contract Vehicles
- Our Procurement Process: How We Buy?
- How to Register and Submit a Bid
- Upcoming Solicitations

Who Are We?



The Procurement Office performs a centralized purchasing function to acquire goods, services, professional services, and construction on behalf of WSSC Water's operations and capital programs.

Our Scope

- Over \$500+ million in annual procurement activity
- Managing the complete procurement lifecycle from requisition to award
- Supporting infrastructure projects, operations, and Commission-wide needs

Our Approach

- **Strategic:** Aligning procurement decisions with WSSC Water's Strategic Priorities
- **Transparent:** Ensuring fair and open competition through standardized procurement processes
- **Compliant:** Adhering to state regulations and internal policies

Our Value

Delivering strategic procurement solutions that are transparent, compliant, and aligned with WSSC Water's mission.



Procurement's Strategic Priorities



Optimize Infrastructure

- ✓ Deliver FY2026 Capital Improvement Program with an estimated value of \$715.5M
- ✓ Awarded \$251.2M across 50+ contracts from July to October 2025
- ✓ Support Phase 1: Sustainable Sewer Solutions Program with 60 projects



Customer Engagement & Partnerships

- ✓ Host Tap Into Business in July and December 2025
- ✓ Attend various economic development events in Prince Georges County and Montgomery County
- ✓ Create regular customer check-ins and feedback sessions via online surveys



Digital Transformation

- ✓ Complete implementation of OpenGov
- ✓ Enhance internal dashboards for spend analytics
- ✓ Leverage technology to engage internal and external customers



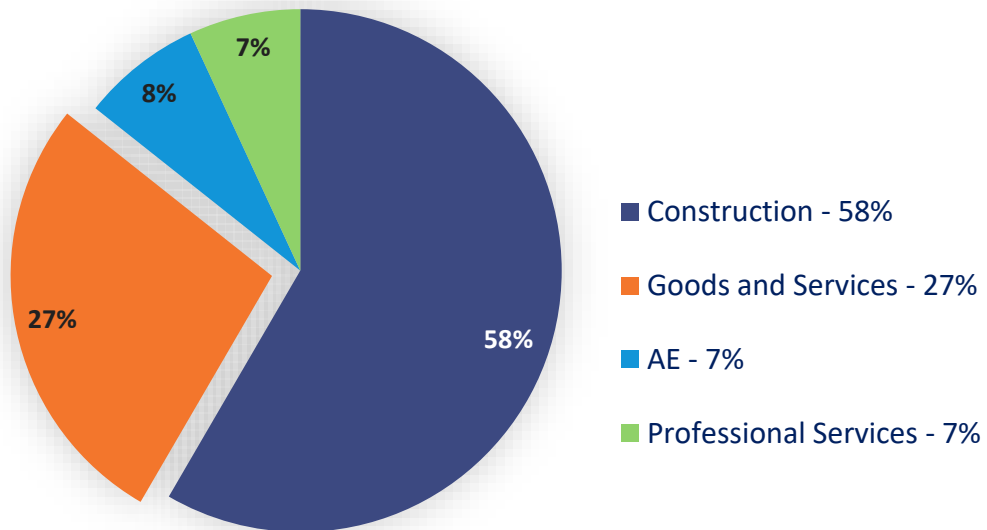
Affordability & Financial Viability

- ✓ Conduct Commission-wide spend data refresh
- ✓ Identify specific categories of spend to target for cost reduction/cost containment
- ✓ Develop total cost of ownership templates to be utilized Commission-wide

Procurement by the Numbers – Our FY25 Spend

WSSC Spend by Contract Area

Contract Area	Amount Paid FY25
Construction	\$354.5M
Goods and Services	\$165.6M
Architecture & Engineering	\$45.1M
Professional Services	\$41.9M
Grand Total	\$607.2M



WSSC FY25 Spend by Department

WSSC Departments	Amount Paid FY25
Engineering & Construction Department	\$349.4M
Utility Services Department	\$73.3M
Production Department	\$52.5M
General Services Department	\$51.7M
Information Technology Department	\$46.9M
Customer Service Department	\$5.3M
Police & Homeland Security Office	\$2.0M
Asset Management Office	\$1.1M
Others	\$25.0M
Grand Total	\$607.2M

Contract Vehicles

The following contract vehicles are used by Procurement to procure goods and services.

Solicitation Type	Description	WSSC Water Contract Examples
Basic Ordering Agreement (BOA)	Entails establishing a term contract and accomplishing work via task orders.	<ul style="list-style-type: none"> • Architecture & Professional Services • IT management support services
Construction	Construction contracts procure labor, materials, and equipment to build, repair, renovate, or replace WSSC Water infrastructure. Typically includes capital improvement projects, utility construction, and facilities upgrades.	<ul style="list-style-type: none"> • Water and sewer main replacement (stand-alone) • Facility and treatment plant upgrades • Pump station rehabilitation
Construction Indefinite Delivery, Indefinite Quantity (IDIQ)	Construction/utility services contracts executed through task orders. Ideal for recurring repair, replacement, and rehabilitation projects.	<ul style="list-style-type: none"> • Construction and Utility Services • Water main replacement and rehab
Goods and Services	Procure supplies, equipment, and operational services supporting WSSC Water's mission. May include fixed-price, unit-price, and catalog-discount structures.	<ul style="list-style-type: none"> • Chemicals for treatment facilities • Safety equipment & field supplies • Custodial and facilities maintenance services
Professional Services	Covers specialized advisory and technical services requiring professional expertise or licensure. Includes engineering, architectural, financial, and environmental services.	<ul style="list-style-type: none"> • Program & Project Management Support • Environmental Assessment

Our Procurement Process: How We Buy?

Procurement uses different procurement methods based on purchase value, ranging from micro purchases and small purchases to formal solicitations.

Purchase Value Tiers:

- **'Micro purchases'/Purchase Card: ≤ \$10K**
Quick procurement for small dollar items
- **Small purchases: \$10,001 - \$150K**
Competitive quotes from multiple vendors
- **Solicitations: > \$150K**
Formal competitive bidding process

Solicitation Types:

- Invitation for Bid (lowest price)
- Multi-Step IFB (technically acceptable & lowest price)
- Request For Proposal (most advantageous)
- Invitation to Negotiate (most advantageous)

What We Buy:

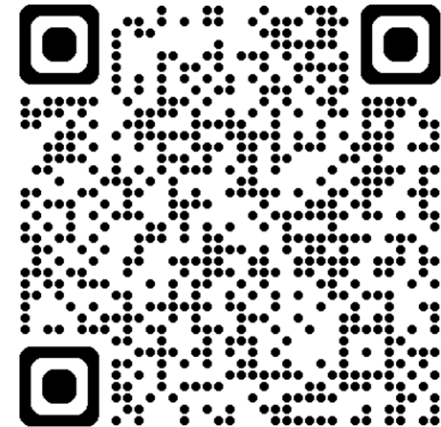
GOODS	SERVICES
Chemicals	Construction Management
Office Supplies	Cleaning & Restoration
Pipes, Valves, Fittings	CCTV Inspection
IT Equipment	IT Consulting Services
Vehicles	Maintenance & Repair
Safety Equipment	Temporary Personnel
Water Meters	A&E Services

How do I register and submit a bid?

Become a WSSC Water contractor by 1) finding opportunities on our website, 2) reading solicitation requirements, 3) crafting a compelling proposals.

1. Visit www.wsscwater.com > Procurement > Solicitation Information
2. **Read the solicitation thoroughly**, including Appendix A and the Good Faith Efforts Guide, and follow all instructions
3. Register in the WSSC Supplier Portal to submit bids or proposals
4. Provide requested information in a **readable** format
5. Structure proposals to be **persuasive, compelling, and tell a story**
6. Know that competitive bidding is firm, but be ready to **negotiate your best and final offer on RFPs**, if applicable
7. Understand WSSC Water's bidding and proposal evaluation processes
8. Be prepared to be **successful**
9. Unsuccessful? **Request a debriefing** to learn and improve
10. Keep submitting bids and proposals—persistence pays off

Learn to submit bids in OpenGov:



Scan code to register!

Upcoming Solicitations



Solicitation Description	Potential Solicitation Type	Department	Estimated Contract Value	Contract Length
Human Capital, Finance, Procurement & Supplier System Modernization (Oracle EBS Consolidation & Modernization)	IFB	IT	\$5 - \$10M	2-3 Years
Call Center Application Upgrade or Replacement	IFB	IT/Customer Services	\$1M - \$2M	1 Year
Residuals Hauling – Potomac and Patuxent WFP's	IFB	Production	\$10M - \$50M	5 Years
Dense Soda Ash Supply – Parkway Water Resource Recovery Facility	IFB	Production	\$10M - \$50M	5 Years
Urgent Repairs, Rehabilitation, and/or Replacement of Water and Wastewater Assets	IFB	Utility Services	\$10M - \$50M	5 Years
Transmission Main Replacement and Repair Services	IFB	Utility Services	\$10M - \$50M	5 Years



Questions?



Tap Into Business Lite

Leba Brown

Section Manager, Procurement Services
WSSC Water

December 29, 2025

Agenda

- What is OpenGov?
- Supplier Registration and Subscription
- Find and Follow Solicitations
- Review Solicitations
- Submitting Bids and Proposals in OpenGov

Register in OpenGov



What is OpenGov?

- eProcurement Cloud Based Software
- Supplier Notification and Engagement System
- Question and Answer Portal
- Networking Capabilities for Suppliers and Subcontractors



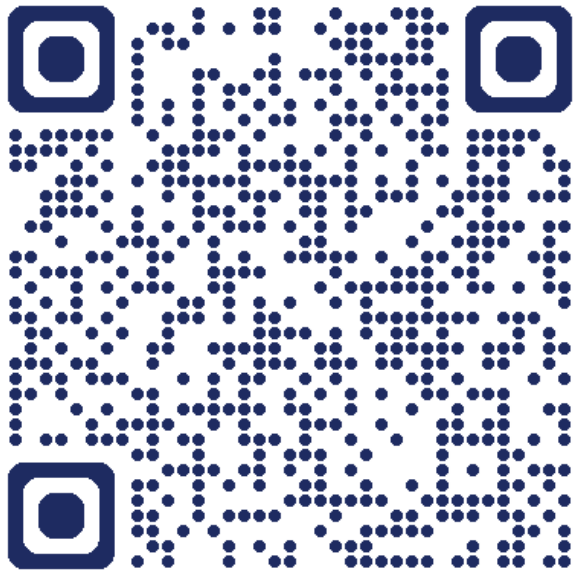
Register in OpenGov



Supplier Registration and Subscription



Step 1. **Scan** Here to Register with OpenGov



<https://procurement.opengov.com/portal/wsscwater>

Step 2. **Subscribe** to WSSC Water



Live Demonstration

- Follow the Project
 - Prime, Subcontractor, Plan Room
- RSVP for Events
 - Pre-Bid/Proposal Reservation
- Scope of Services
 - Minimum Qualifications, Scope of Work, etc.
- Questions and Answers
- Review Addendums
 - See What Changed?
- Draft Response
 - Vendor Questionnaire
 - Pricing Page
 - Submit Response



Demonstration Link



Questions?



Tap Into Business Lite

Kiyon T. Harley

Director, Supplier Diversity & Inclusion
WSSC Water

December 29, 2025

Two Different Paths.



One Shared Hope.



Water is life... and how we protect it — and access it — defines the opportunities for those we love.

Why **This Moment** Matters

Real families. Real neighborhoods. Real **impact.**

- Water touches every moment of daily life.
- Our system must never fail the people who rely on it.
- Local businesses and workforce help keep that system strong.
- Our readiness — **together** — shapes the region's stability.

This work is **too important to sit on the sidelines...DIVE IN!**



Building a Stronger Local Economy **Together**



Public infrastructure
spending fuels small
business growth

Contracting dollars stay
in our region when
local firms compete

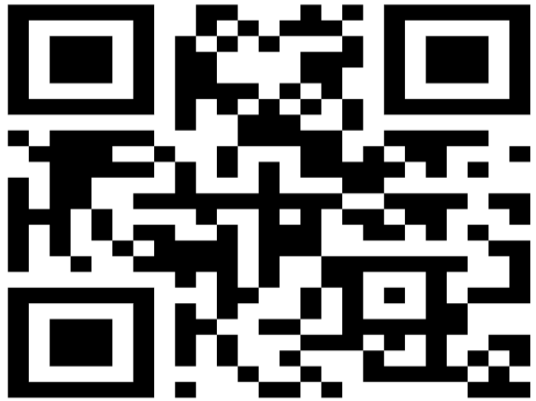
Successful local
firms create jobs,
innovation, and
community wealth

A strong vendor
ecosystem strengthens
WSSC Water's long-
term resilience

Together, we protect the stability of families and futures that depend on us.

Small Local Business Enterprise (SLBE) Program

A pathway to compete



Apply Here

- **A preference on eligible solicitations**
(Evaluation points or price preferences)
- **Eligibility for SLBE-designated opportunities**
- **SLBE identification in the Supplier Portal**
- **A path for local firms to grow**

Your business is a critical link in delivering **sustained** & **transformative** change.

Economic Impact **Beyond Contracts**



We create economic stability in multiple ways:

Careers:

Jobs that protect nearly 2 million residents.

Community Support:

Customer assistance that keeps families stable.

Workforce Pipeline:

Recruiting and developing the next generation of water professionals.

Our impact begins with **water... but it doesn't end there.**

Careers

With Purpose



It takes people **AND** partnerships to keep water flowing — careers and contracts together build community strength.



WSSC Water is growing — and you could be part of the team that protects nearly 2 million people.

Your future in **water** starts here!

Scan the code to explore open roles and apply today.

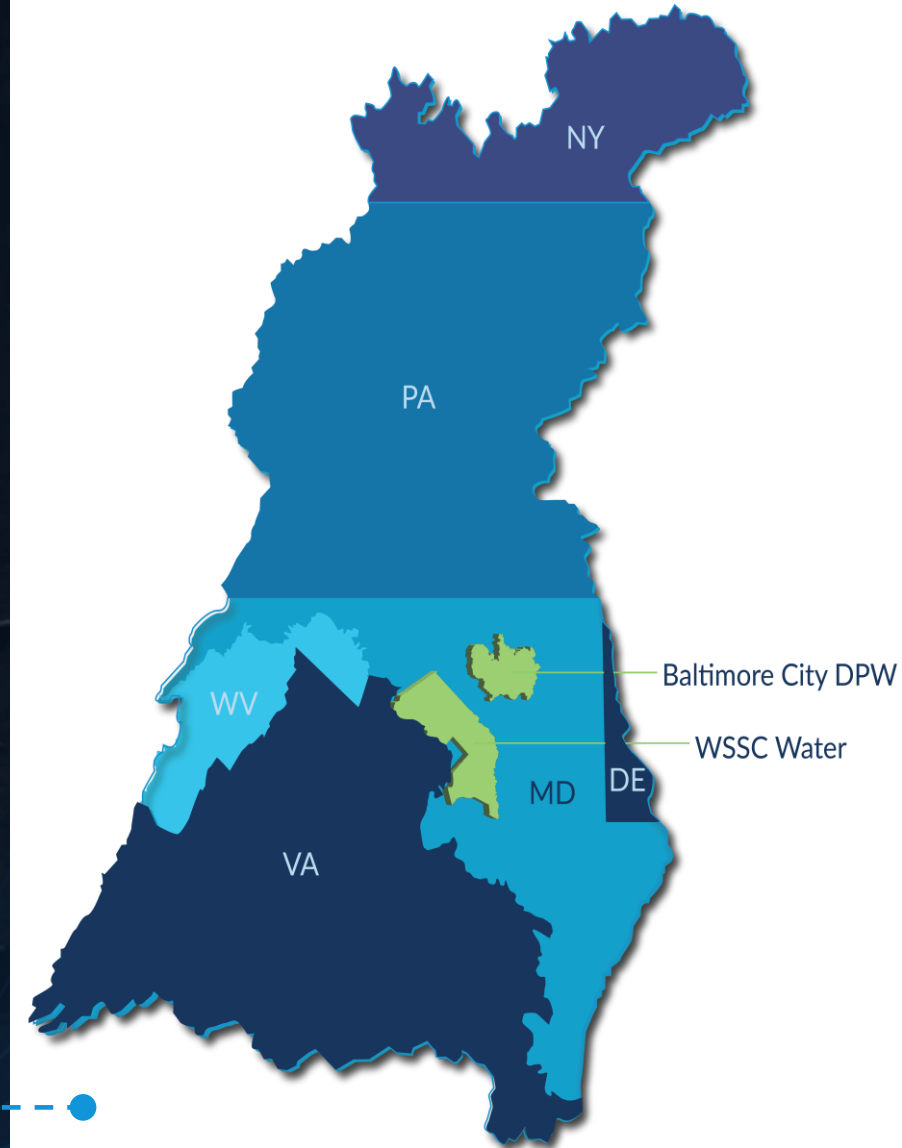
Or visit: **www.wsscwater.com/careers**

Clean **water**. Strong communities. Careers with purpose.

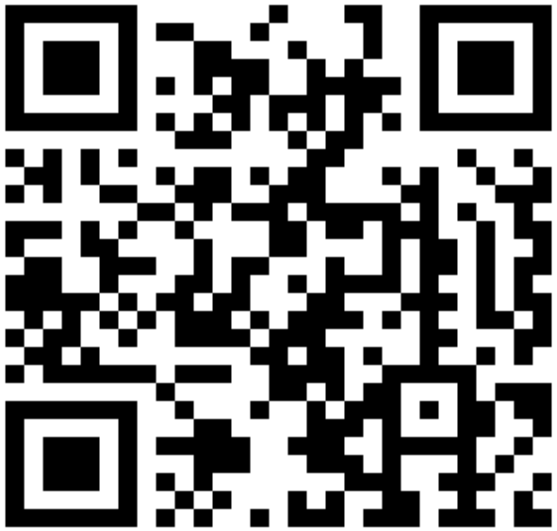
Chesapeake Water Workforce Network

A regional effort to strengthen our water workforce


- **Growing** the talent pipeline across Maryland & the region
- **Connecting** contractors, utilities & training partners
- **Preparing** the next generation of water professionals
- **Contributing** to the economic success of our region.



Your Next Steps



<https://www.wsscwater.com/tapin>


 **Get Registered:** For upcoming contracting and SLBE participation opportunities.

 **Opt In Today:** Access **Rising TIDE** resources!

 **Seize Opportunities:** Explore contracts, programs, and events.

 **Network & Connect:** Build to strengthen your competitive path.

 Visit our **Workforce & Community Impact Table**

 **Share What You Learned:** Help spread resource info — from customer assistance to workforce and training opportunities.



Questions?

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ESSENTIAL RESOURCES

<p>Supplier Portal: Submit questions</p> <ul style="list-style-type: none">• https://www.wsscwater.com/supplier	<p>Procurement FAQs: Frequently asked questions</p> <ul style="list-style-type: none">• https://www.wsscwater.com/work-us/procurement-overview/procurement-faqs
<p>Proposed Solicitations: Upcoming opportunities</p> <ul style="list-style-type: none">• https://www.wsscwater.com/work-with-us/contracting/solicitation-list	<p>Supplier Diversity: Small Local Business Enterprise & Minority Business Enterprise</p> <ul style="list-style-type: none">• https://www.wsscwater.com/smallandminoritybusinesss
<p>Current Solicitations: Ongoing opportunities</p> <ul style="list-style-type: none">• https://onesource.wsscwater.com/OA_HTML/OA.jsp?OAFunc=WSSC_SOLICITATION_EXT	<p>Need Assistance? For any questions or additional support, don't hesitate to reach out to us at:</p> <ul style="list-style-type: none">• procurement.support@wsscwater.com



Questions?