

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
 Customer Engagement & Partnerships
 Digital Transformation
 Affordability & Financial Viability

- ✓ 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



- ✓ 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

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

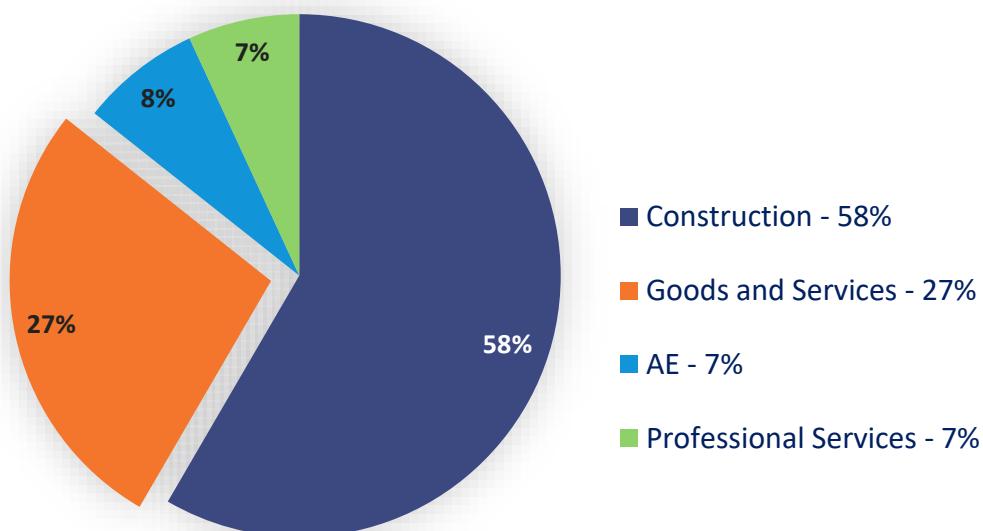
- ✓ Conduct Commission-wide spend data refresh
- ✓ Identify specific categories of spend to target for cost reduction/cost containment
- ✓ Develop total cost of ownership templates to be utilized Commission-wide

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: $\leq \$10K$**

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

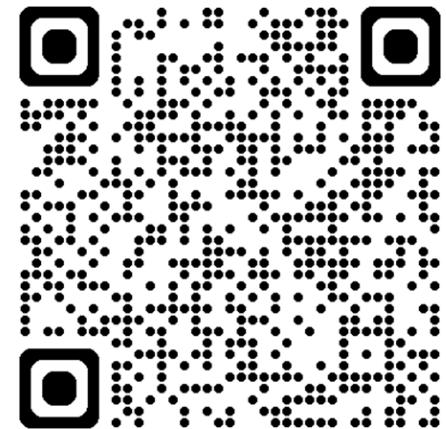
How do I register and submit a bid?



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



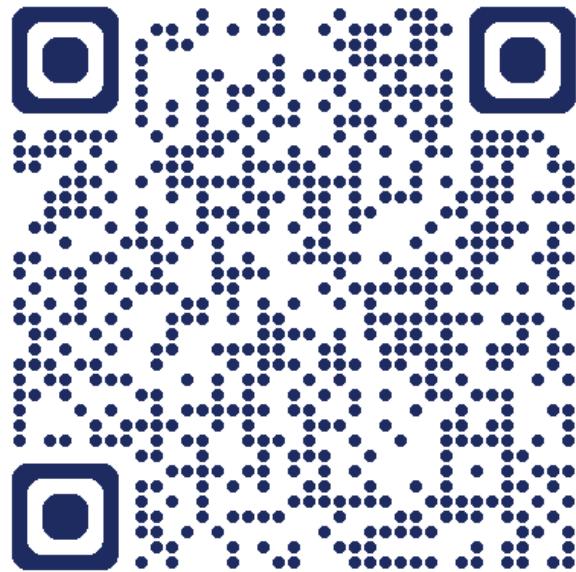
Register in OpenGov



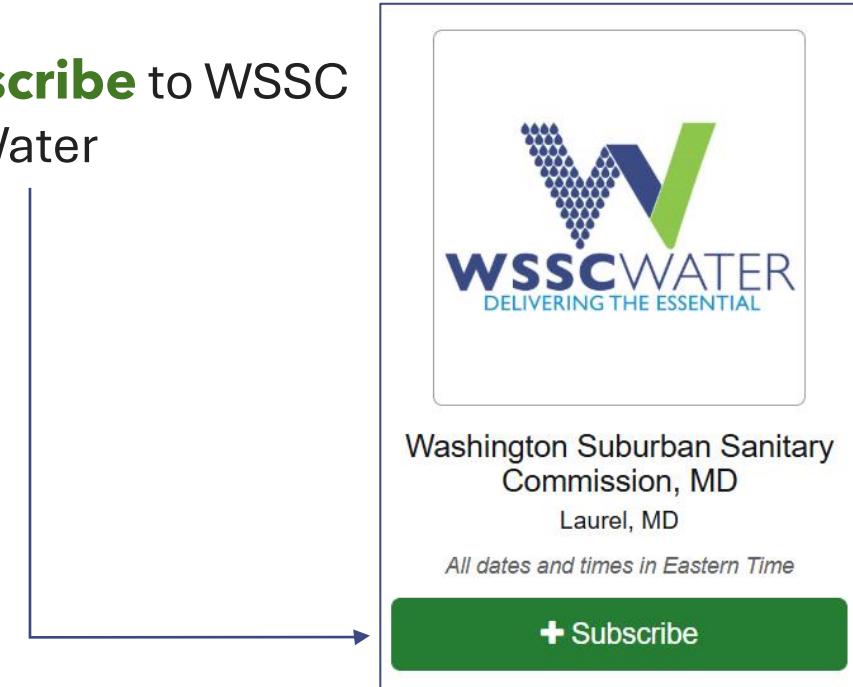
Supplier Registration and Subscription



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



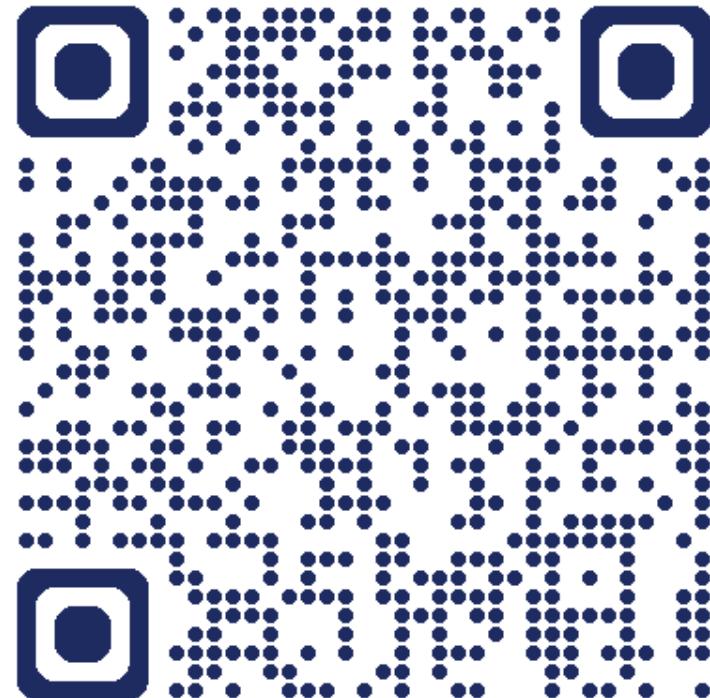
Step 2. **Subscribe** to WSSC
Water



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

Successful local firms create jobs, innovation, and community wealth

Contracting dollars stay in our region when local firms compete

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.

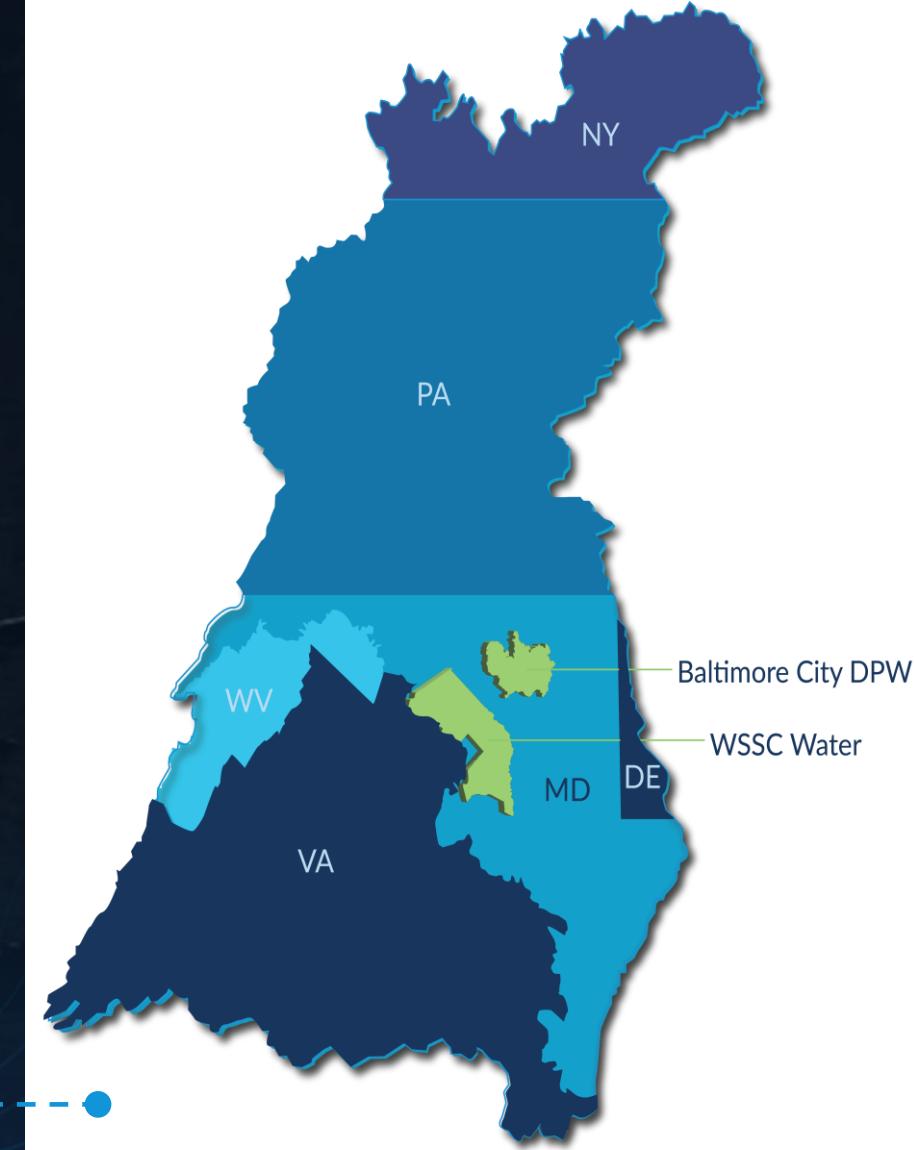
Or visit: www.wsscwater.com/careers

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.



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ESSENTIAL RESOURCES

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



Questions?