

Housekeeping Items

- Please put phones on silent or vibrate mode.
- Any information provided today is not legally binding.
- Audience introductions and questions will be after the presentation.
- WSSC Water reserves the right to not answer questions asked and/or submitted.
- Presentations and sign-in sheets will be posted here:
<https://www.wsscwater.com/work-us/procurement/early-engagement-vendor-sessions/past-contract-events-documentation>
- To receive up-to-date contracting information, visit the Procurement Office's website at www.wsscwater.com/secondary-landing-page/procurement



Business Case Evaluation

Tamrat Bedane & Frederick King

Enterprise Asset Management Division

August 27, 2026





WSSC Water at a Glance

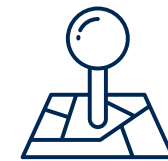
As a not-for-profit public utility, we serve our customers, not shareholders. Every dollar collected is reinvested into our infrastructure, technology and workforce to strengthen reliability, improve service and protect public health for generations to come. That commitment has helped us achieve **108 years without a single drinking water quality violation, ever.**



8th
Largest combined water and wastewater utility in the United States by population served



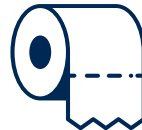
1.9M
Residents served



1,000 Sq. Mi.
Size of our service area



160M+ Gal.
Water produced daily at 2 filtration plants



65M+ Gal.
Wastewater treated daily at 6 facilities



500,000+
Laboratory tests performed every year



1,800+
Team H₂O members deliver on our mission



11,000+
Miles of pipe



60+
Water storage tanks



47,000+
Fire hydrants



\$1.9B
FY 2027 Operating & Capital Budget



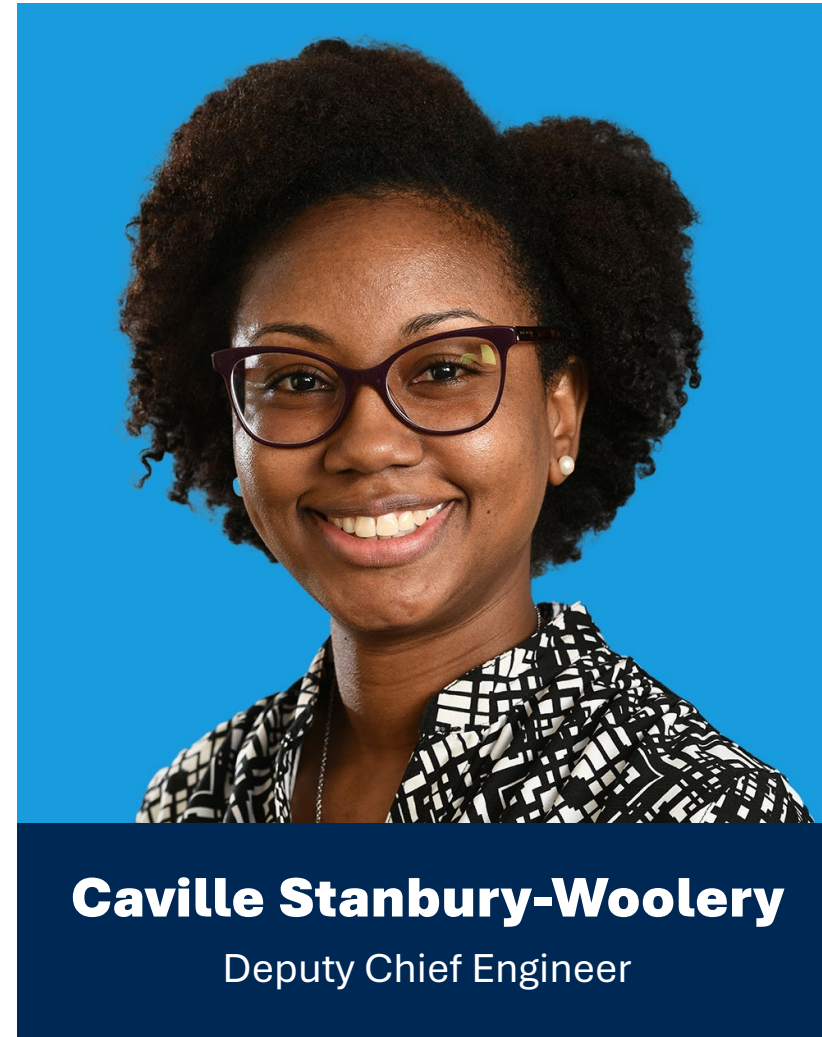
\$9B
In infrastructure assets maintained on behalf of our customers

Agenda

1. Team Introductions
2. Contract Objectives
3. Contract Overview
4. Keys to Success
5. Contract Compliance
6. Supplier Portal and OpenGov Platforms
7. Questions

Team Introductions

Engineering & Construction



Caville Stanbury-Woolery

Deputy Chief Engineer

Team Introductions

Enterprise Asset Management



Tamrat Bedane

Section Manager



Milad Ebrahimi

Wastewater Network
Strategy Manager



Elizabeth Shearn

Water Network Strategy
Manager



Frederick King

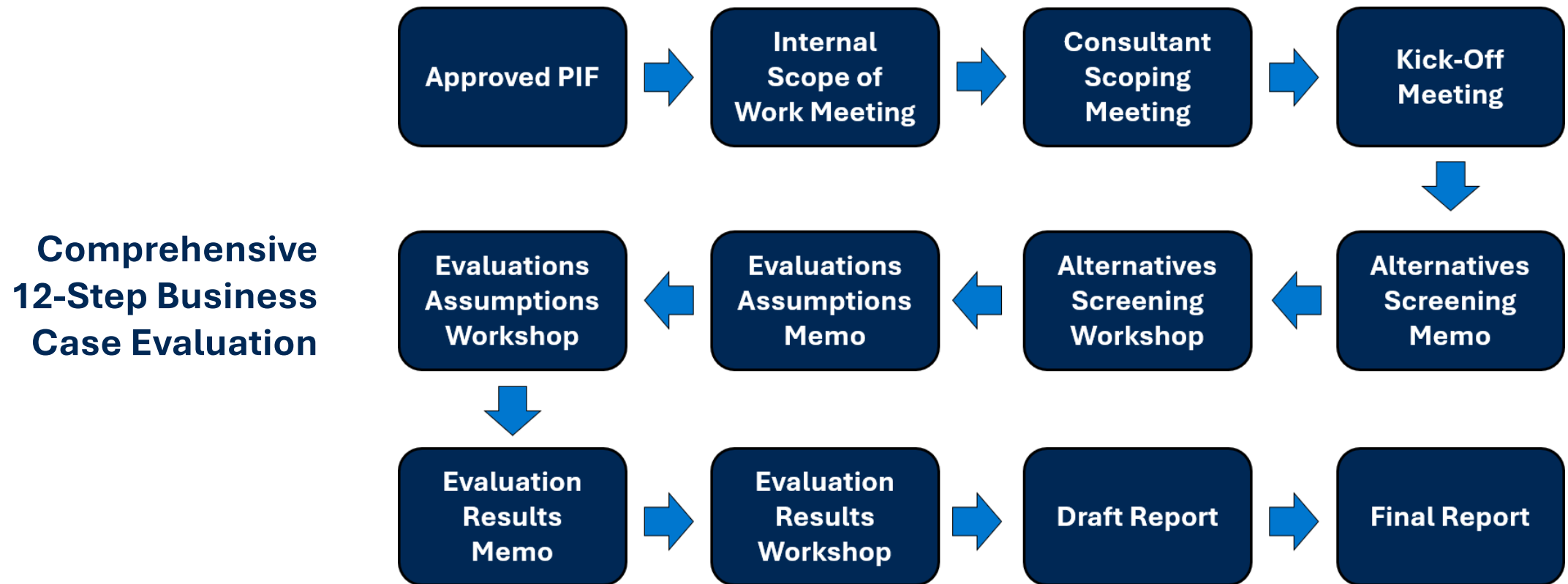
Project Manager

Contract Background



Required Consulting Services

The Washington Suburban Sanitary Commission (WSSC) requires professional services to aid in the development of business case evaluations.





Asset Management Program Network Overview

The Enterprise Asset Management Division (EAMD) is responsible for devising recommended capital planning strategies, perform business cases, and identify methods for continuous asset lifecycle enhancements that support WSSC Water's mission across the five (5) networks:

- Water Buried Systems
- Wastewater Buried Systems
- Wastewater Treatment Facilities
- Water Treatment Facilities
- Buildings and Grounds



Consulting Services for Asset Lifecycle Overview

Consultants are anticipated to provide comprehensive support throughout all phases of the asset lifecycle, including:

- Future State
- Planning
- Implementation – Design, Acquisition, Construction
- Operation and Maintenance
- Renewal and Disposal



Enhancing Operational Effectiveness

Possess a thorough understanding of WSSC's asset management framework to effectively shape the Smart One Water Utility:

- Clearly align different business solutions with service level goals to meet the strategic needs of the Commission.
- Deliver alternative screening analyses that proactively identify and mitigate potential risks within business processes through optimization strategies.
- Conduct in-depth lifecycle cost analyses to ensure financial efficiency and optimization of asset utilization throughout their lifecycle.



Unified Smart One Water Utility Ecosystem

Maximize value generation in asset management while ensuring alignment with our Level of Service Goals (LoS):

- Manage water and wastewater assets to achieve optimum lifecycle costs
- Meet customer and stakeholder expectations
- Water and wastewater services are provided in a manner that sustains and safeguards the environment
- Water and Wastewater services are reliable and sustainable
- WSSC meets or surpasses County, State, and Federal Regulations and Legislation



Systems Thinking Integration

Adopt a holistic approach to enhance enterprise-wide performance alignment by leveraging a Systems Thinking methodology.

- Treat linear, Vertical infrastructure and software systems as interconnected components to manage their complex causal loop dynamics mechanisms effectively.
- For total organizational performance, define reinforcing loops that enhance cost savings and extend asset lifespan, and balancing loops that ensure service levels and regulatory compliance.
- Ensures that operational data continuously informs strategic planning, reducing lifecycle costs and proactively addressing potential failures.



Incorporate Risk Management

Adopt a holistic approach across different systems, facilities and asset types to:

- Exercise Enterprise Risk Management,
- Develop Risk Mitigation Strategies,
- Determine Risk Reduction Solutions,
- Optimize Resource Allocation,
- Improve Decision Making, and
- Reduce Unplanned Failures and Emergency Costs

Contract Overview



Consulting Services Overview Under Basic Order Agreement (BOA)

Professional services experience that includes, but is not limited to, the following:

- Architecture and Engineering
- Facilities/Real Property Management
- Non-asset solutions
- Software Evaluation Services
- Public / Community outreach and/or Mandatory Referral Process
- Capital Improvement Program Controls
- Economic Analysis
- Software



Design Work Overview Under Basic Order Agreement (BOA)

Preliminary Design Work and/or Services Required during Contract Period:

- Review and Determine Requirements
- Permit and Site Requirements
- Develop and Prepare Documentation
- Environmental and Site Assessments
- Optimization Efforts



Keys to Success

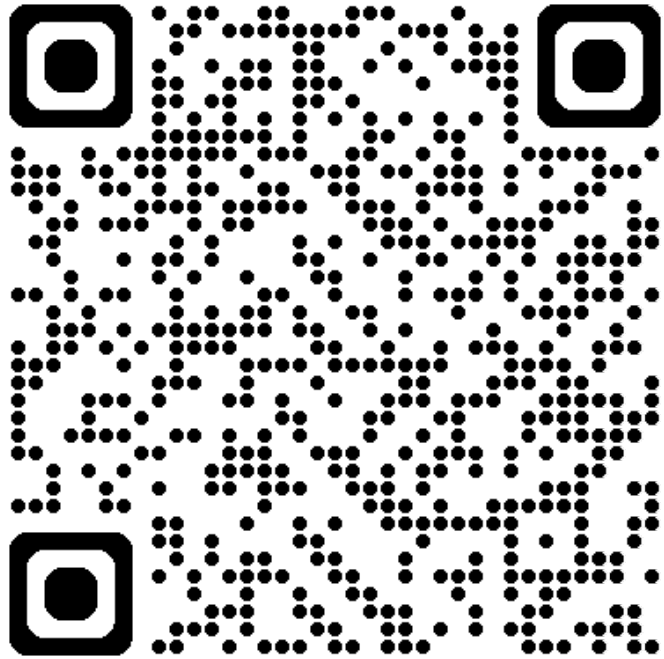
- **Adopt a Holistic Approach:** Move beyond evaluating linear and vertical assets in isolation.
- **Emphasize Interconnectedness:** Assess all alternatives as part of an interconnected ecosystem, recognizing that data, resources, and decisions continuously influence and inform one another.
- Explain in detail how your team will integrate Systems Thinking into all alternative analyses, using a holistic approach with causal feedback loops to inform specific system behavior.
- Submit documentation demonstrating how the Team Lead has effectively addressed comparable business needs in respective professional services areas.
- Effectively showcase how your team will work with the WSSC AMP to realize a compelling maturity progression towards a Smart One Water Utility.



Contract Compliance

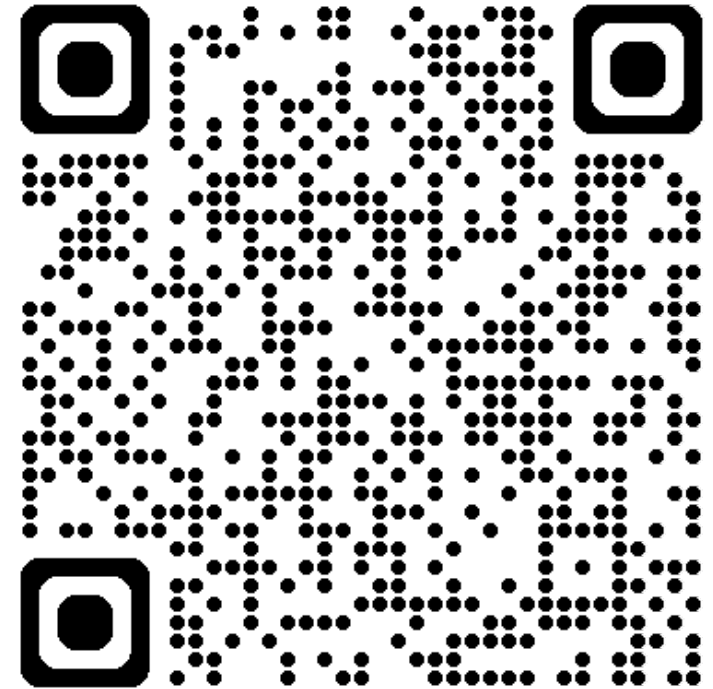
- Background Checks
- Monthly Invoicing
- Achieving OSDI Participation Goals
- Certification requirements listed in the solicitation

Supplier Portal and OpenGov Platforms



or Visit:

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



or Visit:

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

Questions?





Early Engagement Vendor Session Inquiry Form

<https://forms.office.com/g/c3xHCEqjgG>



Early Engagement Vendor Session Post-Event Survey

<https://forms.office.com/g/57Ws7Ur0Xf>

