

CREATING
TOMORROW'S
TRANSPORTATION

VIA



**HOW TO DO
BUSINESS WITH VIA**

HCA de SA MIXER

August 17, 2016



VIA Facts

- VIA, created in 1978, is a political subdivision of the State of Texas.
- Serves over 98% of Bexar County – a service area approximately 1,225 square miles.
- About 80% of \$\$ spent are federal funds.
- Regulated by Federal Transit Administration (FTA).
- VIA has approximately 2,165 employees.



VIA FACTS

- 20 Procurement Staff; 4 Diversity/Federal Compliance Staff.
- VIA's fleet consists of 450 buses, and 104 VIA trans (paratransit) vehicles.
- VIA has 8 Park & Rides and 6 Transit Centers.
- VIA operates 92 scheduled routes.
- VIA has 7,200 bus stops.
- VIA provides service 365 days a year.



VIA Facts

- VIA is governed by an 11-member Board of Trustees.
 - Staggered 2-year terms
 - 5 members appointed by City Council
 - 3 Members appointed by Bexar County Commissioners Court
 - 2 Members appointed by the Suburban Council of Mayors



Vision for Expanding Business Opportunities— Business/Supplier Diversity Policy

VIA and the Advanced Transportation District (ATD) are committed to enhancing business/supplier diversity opportunities for all who want to do business with VIA. VIA believes it is fundamental to its commitment to the local economy to allow competition in order to grow and develop a portfolio of critical and valued business partners. Generating open competition brings value to VIA and the ATD and an ability to leverage the best resources in the marketplace. Supplier diversity increases VIA's and the ATD's access to creativity and innovation.



Disadvantaged Business Enterprise (DBE) Program

- Policy Statement
 - VIA Metropolitan Transit has established a Disadvantaged Business Enterprise (DBE) Program in accordance with regulations of the U.S. Department of Transportation. VIA receives Federal funding from the U.S. DOT and as a condition of receiving this, VIA has signed an assurance that it will comply with 49 CFR Part 26. VIA's DBE Program is applicable to contracts funded with Federal assistance.



Certification

- Businesses do not have to be certified as a DBE or SBE to do business with VIA. Only procurements with assigned goals require certification for at least a portion of the contract.
- VIA contracts with the South Central Texas Regional Certification Agency (SCTRCA) to provide certification services for interested small businesses wishing to establish DBE and SBE certification.



What Does VIA Procure?

- Examples include:
 - Fuel
 - Bus parts
 - Tires
 - VIAtrans Transportation services
 - Professional services
 - Printing
 - Construction
 - Expendable items (facility maintenance)



Procurement

- **Methods**

- Micro Purchases: Less than \$3000
- Small Purchases: Greater than \$3,000 but less than \$50,000
- Formal Procurements: \$50,000 and above
 - Sealed Bids
 - Competitive Proposals

- **Bid Procedures**

- Bidders Investigation
- Preparation of Bids
- Description of Supplies
- Submission of Bids
- Rejection of Bids
- Withdrawal or Modification of Bids
- Late Bids
- Discounts (not applicable on Construction contracts)
- Award of Contract

Procurement Department

- Distribution of Work
 - Purchasing Specialists
 - Purchases under \$10,000
 - Place orders against requirements contracts
 - Contract Administrators
 - Purchases over \$10,000
 - Ensure contractual obligations are met
- Open Door Policy
 - Main Phone Number: 210-362-2400
 - Questions: Please call or email:
 - Terry Dudley, Manager of Procurement at 210-362-2409 or terry.dudley@viainfo.net
 - No appointment necessary



B2Gnow



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Organization

Organization

- » [Board of Trustees](#)
- » [Board Meetings](#)
- » [Facts and Figures](#)
- » [History](#)
- » [Awards and Achievements](#)
- » [Title VI Rights](#)
- » [AAA Rating](#)
- » [Independent Registered Municipal Advisor Certificate](#)
- » [Online Solicitation](#)

Contract Compliance Reporting System

[Home/Login](#)

System Access Login

Username:

Password:

Remember username

- [Vendor Registration](#)
- [VIA's Vendor Directory](#)
- [View Outreach Postings](#)
- [View Procurement Opportunities](#)
- [Upcoming Events](#)
- [Forgot Password](#)
- [Account Lookup](#)
- [Contact Us & Support](#)
- [Help/First Time Visitors](#)

Vendor Registration

- Register with VIA on B2Gnow
 - Questions: Call or email
 - Ashley S. Ramirez: 210-362-2074 or ashley.ramirez@viainfo.net
 - Sabrena R. Calderon: 210-362-2417 or sabrena.calderon@viainfo.net
 - Ana Rivas: 210-362-2070 or ana.rivas@viainfo.net



Keys to Success

- Open door policy
- Get certified
- Register on B2Gnow
- Share information and network
- Participate in educational opportunities
- Consistently check the website for opportunities
- Review price and know your ability to perform the work
- Keep in touch
- Ask for help



Questions?