



DTP NEWSLETTER



Dulles Transit Partners, LLC, 1595 Spring Hill Road, Suite 600, Vienna, VA 22182
www.DullesTransitPartners.com (703) 852-5900

Quality Control and Assurance

Meeting Customer Expectations

Customers hire us to help them meet their business needs. Our success is measured by how well the infrastructure we deliver works, and our customers also have expectations regarding how well we work with them as we engineer, procure, and construct their projects.

Requirements are based on industry codes and standards, laws and regulations, proven and ethical business practices, and customer preferences. Our contract with the customer documents their specific expectations.

Efficiently Delivering All Requirements

Our challenge is to clearly define the requirements and constantly update them when things change, while striving to efficiently deliver those requirements. We use project execution plans, standard work processes and

CONTACT US:

For further information on DBE opportunities with Dulles Transit Partners:

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DTP Website:
www.dullestransitpartners.com
Main number: (703) 852-5900

Project Website (MWAA): www.dullesmetro.com
(703) 572-0500

Bid Opportunities:
www.dullestransitpartners.com/pages/bidopportunities

Project Update

Construction on the Dulles Corridor Metrorail Project is ramping up. Soon, you will see long-term lane shifts along Route 7 to support construction of future Metro stations. We will also begin work on station foundations and piers support aerial and at-grade track support on Route 123 and the Dulles International Airport Access Highway (Route 267). We urge all drivers to stay alert and be aware of construction crews when traveling near work areas. For more information on the Project, please visit our website at www.dullesmetro.com or call 703-572-0500.

procedures to manage the creation and flow of technical information. We use tools like Six Sigma to streamline work processes and we use the concepts of Performance-Based Leadership to create a work environment that capitalizes on the skills of all the team members. This multi-faceted approach enables us to efficiently meet requirements and expectations.

Right the First Time

We must properly plan the work if we are to get it right the first time. The flow of information, equipment, and materials must be timed so that people have what they need when they need it—not too early or late. Getting it right the first time is a combination of managing all the details in a dynamic environment and knowing when to stop if you aren't sure of the next step.

The quality culture is an overriding personal and shared pride in doing a job well. It is recognizing problems as an individual, reacting as a team, and sharing knowledge and best practices.

The Culture of Quality graphic depicts how the elements of a quality management system combine with a quality culture to meet customer expectations by delivering all requirements right the first time.

Subcontracting to Snag Stimulus Dollars

*By: Victoria E. Knight
The Wall Street Journal
Sept. 3, 2009*

For small business owners trying to find a way into the lucrative market for federal contracts, subcontracting can provide a back door.

With billions of extra federal dollars being offered through the economic stimulus package, many small business owners have set their sights on winning contracts directly from federal agencies. For those with no previous experience, this may be aiming too high.

"It can be a challenge for an inexperienced company to do business with the government," says David I. Sonde, a managing partner with The Winvale Group LLC, a government-contracts consultancy.

By subcontracting, business owners can boost their profits and learn about the many requirements of government work without the requirement to meet all of them. At the same time, they can provide the prime contractor with expertise and resources they may lack.

When bidding on big contracts, large businesses must submit subcontracting plans. "They need small businesses to meet their subcontracting goals," says Diana Dibble Kurcfeld, president of Design To Delivery Inc., a government-contracting consultancy firm.

To be sure, profit margins may be lower if you are a subcontractor rather than a prime contractor, and contracts can also fall through. But business owners who pick their partners carefully and do a good job can parlay the credibility they've built up into prime contracting roles as well as more collaboration in the future.

Sunny Kalsi, who was recently laid off from a job with a private company where he managed projects for various federal agencies, is looking to leverage the contacts he's built up into government work for Iorbus Inc., an IT management firm he's just set up.

"I am asking everyone I know or who they might know about opportunities," says Kalsi. After three weeks of outreach, he has several subcontracting opportunities in the pipeline.

Attending meet-and-greets held by federal agencies, trade shows, conferences and other networking events, such as those sponsored by the U.S. Small Business Administration and industry-related associations, can help get in front of prime contractors and decision makers at federal agencies.

Entrepreneurs can also post their profiles online and network with contractors through Web sites such as the Federal Contracting Network at www.tfcn.us and at www.mySBX.com (some charge fees, although basic services and listings are often free). Small businesses can also sign up with large prime contractors through their corporate Web sites. Browsing sites, such as the SBA's Subcontracting Network (www.sba.gov/subnet), where prime contractors post opportunities, can be a way to identify key players.

When approaching prime contractors, business owners need to be able to succinctly explain what they do and show how they can add value.

Vistrionix Inc., a small business that has been providing IT and information support to various federal agencies for almost two decades, is looking for subcontractors. Melinda Warren, a vice president at Vistrionix, says she wants proof of past performance, information about present capabilities and insight into prospective subcontractors' business approach.

Business owners also need to vet prime contractors. Dibble Kurcfeld advises watching

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out for prime contractors who fail to follow through on contractual commitments to use subcontractors after winning an award.

Of course, small businesses must fully understand the terms and conditions of its contract with the prime contractor before signing it. That includes the level of compensation and when it will be paid, the degree of support it will receive and how quality control will be conducted. Hiring a lawyer or other expert in this field may be prudent.

It may sound obvious, but business owners also need to ensure the contract is profitable or at least a break-even proposition. Entrepreneurs may be tempted to low-ball an offer to win it, with the hope of leveraging it into other business at higher rates. Experts say that's a mistake: That same price that will be expected in the future. And a business that defaults is one no one will want to deal with.

Transportation Secretary Ray LaHood Announces Recovery Assistance for Small and Disadvantaged Businesses

Published on the United States Department of Transportation Website
<http://www.dot.gov/affairs/2009/dot13109.htm>
Aug. 31, 2009

WASHINGTON - U.S. Transportation Secretary Ray LaHood today announced \$20 million in recovery funds to create the Disadvantaged Business Enterprise (DBE) Bonding Assistance Program, an initiative that will help small and disadvantaged businesses better compete for work on transportation projects funded by the American Recovery and Reinvestment Act (ARRA).

Through this new program, which will be administered by the Department of Transportation's Office of Small and Disadvantaged Business Utilization (OSDBU), small and disadvantaged businesses can apply to be reimbursed for bonding premiums and fees incurred when competing for, or performing on, transportation infrastructure projects funded by ARRA. The program will be especially helpful for businesses with traditionally less working capital than larger contractors.

"The Obama Administration is committed to doing all it can to help DBE's realize the American dream and contribute to making our transportation systems even better," said Secretary LaHood. "These Recovery dollars will help level the playing field so these companies have the tools and resources they need to compete."

OSDBU was created as part of the Small Business Act (SBA) to ensure that small and disadvantaged businesses are provided the best opportunity to participate in the agency's contracting process. DOT's Disadvantaged Business Enterprise (DBE) program is intended to ensure nondiscrimination in the award and administration of DOT-assisted contracts in the Department's highway, transit, airport, and highway safety financial assistance programs. To be certified as a DBE, a firm must be a small business owned and controlled by socially and economically disadvantaged individuals.

For additional information on the new DBE Bonding Assistance Program, including more details on the application process, please visit <http://www.dot.gov/recovery/ost/osdbu/index.htm>

Contact: Maureen Knightly
Tel: 202-366-4570

Questions or comments, please write to dbe.program@DullesTransitPartners.com

Featured DBE Firm: Executive Personnel Services, Inc.

Flexible staffing arrangements undeniably enhance business competitiveness, and thousands of businesses nationwide have come to understand this new reality. Research shows that companies who use staffing services also perform better by utilizing work force flexibility and access to specialized talent.

Executive Personnel Services, Inc., (EPSI) is a full-service human resource staffing firm providing access to highly skilled professionals for corporations and government agencies nationally. EPSI, headquartered in Washington, D.C., with Mid-Atlantic operations based in Philadelphia, PA and Southwest Regional operations based in Houston, Texas, provides administrative, clerical, professional, technical and IT support; light industrial and skilled trade labor; and onsite management services.

“The People Solution” since 1989, EPSI prides itself on building productive partnerships and is committed to completely understanding customer needs. EPSI has more than 20 years of successful service in the staffing industry, a solid business reputation for responsiveness to client needs, and management priorities that promote workplace harmony. EPSI is DBE-certified with the Metropolitan Washington Airports Authority (MWAA) and many other local and national entities. In 1997, EPSI was one of the first staffing firms to receive a contract award under the General Services Administration (GSA) pilot program for federal agencies, and has since been awarded a long-term renewal.

EPSI routinely provides temporary personnel with security clearances to numerous federal government agencies. EPSI is a DSS security-cleared facility that screens and facilitates security clearances through the Department of Defense and the Joint Personnel Adjudication System (JPAS). EPSI has the ability to comply and assist government customers in meeting the requirements of the Homeland Security

Presidential Directive 12 (HSPD-12) and if needed, is able to facilitate completion of the FD 258 fingerprint form.

Recently, EPSI expanded its maintenance and facilities management services. As a facilities service provider, EPSI janitorial service offers contract cleaning with the flexibility, resources, and expertise for a variety of industries. The company customizes its janitorial services to meet the needs of commercial, institutional and industrial markets. It offers both contract and on-demand services with the flexibility and resources to clean according to your schedule - without ever inconveniencing your team or visitors.

EPSI cultivates a dynamic, creative, and team-focused work environment reinforcing our commitment to fully understand customers’ needs, build productive staffing partnerships, and provide quality, ready-to-perform professionals backed by exceptional customer service. EPSI is honored to be a featured DBE for Dulles Transit Partners.



EPSI EXECUTIVE PERSONNEL
SERVICES INC.™

Gerald M. Shealy
202-772-4278

PERSONNEL@EPSISTAFFING.COM

UPCOMING OUTREACH EVENTS

Virginia MEGAPROJECTS Business and Support Services (BASS) Outreach Events

Alexandria, VA

**The Three Legged Stool: What It Takes
to Be a Successful and Profitable Trade
Subcontractor**

Operations/Business Development/Back
Office Management

September 23, 2009 3:00-6:00 p.m.

**Operations: What You Need to Know to
Succeed in the Construction Industry**

October 28, 2009 3:00-5:00 p.m.

Business Development

November 18, 2009 3:00-5:00 p.m.

**Contact Jennifer Mingo at
(571) 483-2648 for more information**



**Transportation Career Fair for
High School Students**

Manassas, VA
October. 8, 2009

**Contact Jennifer Mingo at
571-483-2648 for more
information.**



Annual Legislative Conference
September. 23-26, 2009
Washington, DC

[Click here](#) for more information



**“Understanding the Stimulus and
How It’s Working For You.”**

Thursday, September 24, 2009

Washington Convention Center
801 Mt.Vernon Place NW
Washington, DC 20001

4:00 - 6:00 pm

Please RSVP to: comto@tramargroup.com

Go to <http://www.comto.org> for more
information



**19th Annual Business Opportunity
Seminar (BOS)**

Washington, DC
November. 13, 2009
9:00 a.m.-5:30 p.m.

[Click here](#) for more information

STAY INFORMED!

Local community group leaders who want to ensure that your organization's members can benefit from contracting opportunities:



Consider joining the Virginia MegaProjects Community Resource Board (CRB)

The next meeting is Tuesday, October 13, 2009
5:00-7:00 p.m.

VA MegaProjects office, 6363 Walker Lane, Alexandria, VA
If interested, please call Carolyn Wolcott at 703-483-2602

Looking for laydown, parking or temporary office space?

For Lease:

Cherner Isuzu Dealership Office Building and Lot

Located at the northwest corner of Spring Hill Road and Route 7 (the future Tysons West Station). Lot size is 23,000 sq. ft., including a fully-functional 3,000 sq.ft. building and ample parking.

If additional parking or storage area is needed, accommodations can be made in the rear of the Isuzu building.

Contact Jonathan Cherner at (703) 898-8559
8550 Leesburg Pike
Vienna, VA 22182-2213

Meet DTP's DBE FIRMS

The following firms are currently under contact at DTP

	DBE Firm	Work Description	ST	Point of Contact	Phone #	Email
1	AA Group	Site Preparation	VA	Konplay Chanthamixay	703-594-2677	
2	AB Consultants	Landscape Design	MD	Amrish Patel	301-470-2476	AMRISH.PATEL@ABCONSULTANTSINC.COM
3	AC & DC Power Technologies	Furnish and Install UPS and Batteries	GA	Marlene McCartha	678-817-7996	MCCARTHA1@EARTHLINK.NET
4	ADA Trucking	Trucking and Hauling	VA	Alexander Sandoval	703-296-7138	SALEXANDER@ADATRUCKING.COM
5	AM-1 Trucking, LLC.	Trucking and Hauling	VA	Alfred Medina	703-898-5911	RAWKEY00@GMAIL.COM
6	Amelie Construction and Supply Company	Structural Steel, Poured Concrete Structure Construction	PA	Danielle Proctor	724-352-4700	DPROCTOR@AMELIECONSTRUCTION.COM
7	Andy & Eddie Trucking, Inc.	Trucking and Hauling	VA	Eduardo Estrada	703-856-7837	EDUCLA03@HOTMAIL.COM ARISPE@YAHOO.COM
8	Jaime R. Arispe	Trucking and Hauling	VA	Jaime Arispe	703-606-9069	
9	Athavale, Lystad & Associates, Inc.	Staff Augmentation	VA	Tewolde Iyob	703-893-3104	TIYOB@ALAENGR.COM
10	Baistar Mechanical	Plumbing, Heating and Air Conditioning	VA	H. K. Jun	703-941-9582	HK@BAISTAR.COM
11	Barbee Curran Elevator Company	Elevators and Escalators	MD	Maureen Barbee	301-468-0470	MOBARBEE@AOL.COM
12	Basnight Hauling	Trucking and Hauling	VA	Ted Basnight	757-963-6365	DOREENRAYMOND@MSN.COM
13	Blaize Events & Media, Inc.	Marketing Consultants	VA	Vivian E. Blaize	757-473-0456	VIVIAN@BLAIZEEVENTSANDMEDIA.COM
14	Century Fence Construction, LLC	Temporary Fencing	MD	Bridget Burns	301-599-2073	CENTURYFENCE@CENTURYFENCE.NET
15	Cheshil Consultants, Inc.	Staff Augmentation	VA	Chet Bhimani	703-569-8763	CVBHIMANI@CCIONE.COM
16	Cottoms Trucking, INC.	Trucking and Hauling	VA	Herbert Cottoms	540-659-4543	REVCOTT@VERIZON.NET
17	Councill Computer Products Inc	Office Supplies	MD	Marianne Councill	301-220-0417	MCOUNCELL@COUNCELL.COM
18	CTI/DC	Ready Mix Concrete	DC	Darryl Stuckey	202-863-0904	DSTUCKEY@CTI-DC.COM
19	Del Cid General Contractors, Inc.	Painting	VA	Nelson Del Cid	703-329-8481	DELCIDCONTRACTORS@YAHOO.COM
20	Devcon Contracting, Inc.	Trucking and Hauling	VA	Derek Francis	804-400-6635	LETSHAULIT@AOL.COM
21	District Safety, Inc.	Safety Products	VA	Joseph S. Williams	703-802-8226	CUSTSERV@DISTRICTSAFETY.COM
22	Diversity Enterprises, L.L.C.	Trucking and Hauling	VA	Joseph Welch	703-491-3480	JANETP@VERIZON.NET
23	Domingo Gonzales Associates, INC	Architectural Lighting Consultant	NY	Elizabeth Marin	212-608-4800	ADMIN@DGLIGHT.COM
24	E. Ann Jackson	Jacking and Boring	VA	Joyce Worley	804-265-5633	EANNJACKSONINC@YAHOO.COM
25	EMC2, INC	Support of Excavation Design	MD	Surinder Singh	301-424-8696	SURINDER@EMC2ENGINEERS.COM
26	EPCM, Inc	General Contract, Design, Engineering	VA	Bhupinder Sohi	703-503-0900	ECPMINC@ECPM-INC.COM
27	Esteban A & Company	Reproduction and Printing Services	VA	A. Chris Esteban	703-532-6090	CESTEBAN@ESTEBAN.COM
28	Executive Personnel Services, Inc.	Personnel/Construction Labor/ Janitorial Services	DC	Gerald Shealey	202-772-4278	PERSONNEL@EPSISTAFFING.COM
29	Fairchild Trucking	Trucking and Hauling	VA	Layton Fairchild	540-582-5374	DMAMAJANE@AOL.COM
30	Fine Art Photography	Photography	MD	Billie Nicholson	301-460-7977	MARK@HOTSHOTSPHOTOGRAPHY.COM
31	G&C Equipment	Small Tool and Supply	CA	Gene Hale	310-515-6715	GENE@GANDCCORP.COM
32	Goel Construction Services, Inc.	Site Demolition	DC	Piyush J. Goel	202-457-0111	PI-GOEL@GOELCONSTRUCTION.COM
33	Greg Greenhow	Trucking and Hauling	VA	Greg Greenhow	703) 404-3688	THEGREENHOWFAMILY@HOTMAIL.COM
34	HSA, Inc.	Geological Engineering	DC	Harish Senapathy	202-269-6110	HARISH.SENAPATHY@HSAINC.BIZ

	DBE Firm	Work Description	ST	Point of Contact	Phone #	Email
		Services				
35	International Resources Group	Land Surveying	VA	Chris Allison	703-239-2658	CVAB98@LINKABIT.COM
36	JD Littlejohn	Trucking and Hauling	VA	James Littejohn	703-492-2700	JDLITTLEJOHNINC@YAHOO.COM
37	KC Engineering	Staff Augmentation	IA	Kent Claus	712-252-2100	KENT@KCENGINEER.COM
38	Keys Material & Utilities	Construction/Water/ Sewer Material Supplier	MD	Jerrie Ann Keys	301-854-5283	KEYSINC@COMCAST.NET
39	LL&G Lawncare	Clearing and Grubbing	VA	Lawrence Easley	434-476-1316	LLANDGLAWNCARE@HOTMAIL.COM
40	M & S Fabricators, Inc.	Structural Steel	VA	Renata Allbeck	434-369-1170	MANDSFAB@AOL.COM
41	MA Engineering Consulting	Civil Engineering, Environmental and Land Surveying Services; Utility Location	NC	Arvin Maniktala	877-623-2123	MAEC@MAEC.COM SUS@MAISONCULINAIRE.COM
42	Maison Culinaire, Inc.	Catering Services	VA	Sus Grondin-Butler	571-203-0111	
43	Matthews Group, Inc.	Grading And Site Preparation	VA	Rusty Cook	800-610-9005	TMATTHEWS@TMGWORLD.NET
44	MCV Associates	Transportation Consultants	VA	Joe Mehra	703-914-4850	MCV@MCVAINC.COM
45	Melvin & Son Trucking, Inc.	Trucking and Hauling	VA	Melvin	703-444-3077	PORTILLOFAMILY@YAHOO.COM
46	Mid-Atlantic Security Agency	Security Guard Services at Laydown #6	DC	Larry Davidson	443-277-7920	MIDATLANTICSECURITY@COMCAST.NET
47	Mimar Architects, Inc.	Architectural Services; Engineering Services	MD	Khalid Bhatti	410-944-4900	
48	Moore, William G & Son	Supply of Lumber, Timber and Allied Products	NJ	Audrey Troise	732-303-6049	WGMOORELBR@AOL.COM
49	Morcom International Inc.	Electrical Contractors	VA	Manuel Ojeda	703-263-9305	EWRIGHT@MORCOM.NET
50	Morgan Oil Corporation	Fuel	VA	Mary C. Morgan	540-364-1591	MORGANOILCORP@HOTMAIL.COM
51	Nationwide Electrical Services	Electrical Contractors	DC	John Young	202-636-3800	JYOUNG@N-E-S.NET
52	NIS Corporation	Engineering Consultants	VA	Kingsley Obaji	703-435-3330	KOBAJI@NISSOLUTIONS.COM
53	NXL	Construction Management	VA	Nico De Leon	804-664-4600	NICO@NXL.COM
54	Old Dominion Electric	Electrical Supply	VA	Harold Parker	804-344-5440	ODES01@VERIZON.NET
55	P.J. Casanave Land Clearing Company	Site Preparation/Clearing and Grubbing	VA	Jean Casanave	804-785-2392	JCASANAVE@SITECLEARING.COM
56	Pessoa	Utilities and Concrete	MD	Julio Pessoa	301-322-5190	MIKE@PESSOACON.COM
57	Portico Realty Services	Electrical and Heavy Highway Construction, Facility Maintenance Services	VA	Brenda Frank	571-323-5965	BRENDA.FRANK@PORTICO.SERVICES.COM
58	Precision Communication & Technology	Telephone Equipment	VA	Perry L. Gaskins	571-237-9570	GASKINSP@PRECISIONCT.COM
59	Premier Reprographics	Reproduction and Printing Services	VA	Vickie Banks	703-370-6612	VICKIE@PREMIERREPRO.COM
60	Prime 1 One Inc	Janitorial Services	VA	Johnny L. Smith	703-221-8919	PRES@PRIMEONE-POWER.COM
61	Prince Construction	Building Construction Equipment	DC	Alberto Gomez	202-889-5050	ALBERTO.GOMEZ@PRINCECONSTRUCTION.COM
62	Quantum Dynamics, Inc	General Contract, Design, Engineering	VA	Audrey Price	703-356-5240	APRICE@ODYNCORP.COM
63	RECON2, LLC	Office Furniture	VA	Sam Reid	703-459-6475	RECON2@COX.NET
64	Roadside Inc.	Mowing Services	VA	Bonnie Dean	757-898-6151	ROADSIDE2@COX.NET
65	Rojas Largo Trucking Inc.	Trucking and Hauling	VA	Janet Rojas	703-675-1787	RLTINC@COMCAST.NET
66	Sabra Wang & Associates Inc	Civil/Structures/Traffic Engineering Consultants	MD	David Wang	410-737-6564	DWANG@SABRA-WANG.COM
67	Sidhu & Associates	M/E/P AND IT Engineering Services	MD	Devindar Sidhu	410-329-1115	SIDHU@SIDHUAL.COM
68	Tobar Construction	Poured Concrete Foundation and Structure	MD	Emilio Calderon	301-595-2042	CONCRETE@TOBARCONSTRUCTION.COM
69	TRS Consultants	Payroll Services	CA	Ranjit Chakravorti	925-275-9870	RANJITC@TRSCONCULTANTS.COM

	DBE Firm	Work Description	ST	Point of Contact	Phone #	Email
70	Universal Adaptive Consulting Services	Computer Services	VA	Colleen Payne	804-288-8270	COLLEEN@UACSI.COM
71	U.S International Marketing, Inc.	Computer Services	VA	Sonal Dharia	703-222-0894	SONAL@USIMKT.COM
72	Valley Business Forms	DTP Orientation and Outreach Handouts	VA	Marcia Wills	540-967-3962	VAFORMSLADY@AOL.COM
73	Valley Green Landscaping	Landscaping	VA	Cheryl Sheppard	703-820-5030	VALLEYGREENLANDSCAPING@COX.NET
74	Veteran Steel Solutions	Reinforced Steel, Welding	VA	Yaw Acheampong	301-503-9090	ACHEAMPONG@VET-STEELPROD.COM
75	WD Trucking, LLC.	Trucking and Hauling	VA	Bill Washington	540-903-6776	WASHINGTON1216@AOL.COM
76	Wings Enterprises	Reinforced Steel	DC	Jean Wanner	202-636-0047	WINGSENTPR@AOL.COM

Frequently Asked Questions

Q: How can I do business on the Dulles Corridor Metrorail Project?

A: Visit our website at www.dullestransitpartners.com and review the bid opportunities section. This list is updated every two weeks with upcoming packages and deadlines.

Q: When is the Dulles Corridor Metrorail Project starting Construction?

A: Construction of Phase 1 began in March 2009, and is scheduled to be completed in mid-2013.

Questions or comments, please write to
dbeprogram@DullesTransitPartners.com