Welcome

Calling All Haulers and Subcontractors
Meet one-on-one with the SWA and Franchise Hauler Representatives

Vendor Opportunity PowerNet
April 24, 4 p.m. | 561-640-4000
Mark Hammond
Solid Waste Authority of Palm Beach County
Executive Director

SWA.org
Jarrett Merlucci
The Nielson, Hoover & Company
Surety Bond Specialist

Event Sponsor
NielsonBonds.com
Beatrice Louissaint
Florida State Minority Supplier Development Council
President and CEO

Partner Sponsor
affiliate.nmsdc.org/fsmsdc/
National Network

- The NMSDC Network includes a national office in New York City and 23 Regional councils across the country.
- 1,700 corporate members including hospitals, universities and other large purchasing organizations.
- Regional Councils certify and match more than 12,000 minority-owned businesses with member corporations.
MISSION

The mission of the Florida State Minority Supplier Development Council is to link Corporations and Government agencies with Minority Business Enterprises (MBEs) to foster business development and expansion.

VISION

A diverse and inclusive business environment where economic success is achieved

FSMSDC is a non-profit 501(c)(3) tax exempt organization.
What We Do?

Certify
↓
Develop
↓
Connect
↓
Advocate

Supplier

Diversity

is in our DNA
Committed National & State Corporate Members

- JM Family Enterprises, Inc.
- Broward County Public Schools
- Broward Health
- Johnson Controls
- Wyndham Worldwide
- Moffitt Cancer Center
- IBM
- Darden
Committed National & State Corporate Members

Florida Hospital
Coca-Cola
Tampa General Hospital

NBCUniversal
Florida Blue

Orlando Health
The Walt Disney Company
FSMSDC MBE Programs & Services

- MBE Certification
- FSMSDC Loan Fund
- Technical Assistance Program (TAP)
- Mentor Protégé Program
- FDOT DBE Specialized Development Program
- MBE2MBE Search
- Matchmaking Events
- Business Expo
Technical Assistance Program (TAP)

TAP offers certified Minority Business Enterprises (MBEs) and MBE Subscribers unprecedented access to technical and professional services in the areas of Legal, Accounting & Business Compliance and Sales Coaching & Training.

The FSMSDC will cover the cost of the first two (2) hours of consultation per FSMSDC certified MBE. Additional hours are available at reduced rates.

The goal of TAP is to provide professional guidance from top experts to improve operations, efficiency and win new contracts.

Make Your Appointment Today!
FSMSDC MBE Programs & Services

- Workshops & Seminars
- Advanced Management Training
- Things You Should Know Weekly & Annual Newsletters
- Business Referrals
- Free Business Courses at Broward College
- MBDA Business Centers
Miami & Orlando MBDA Business Centers

Programs & Services

- Procurement & Contracting Leads
- Global Markets & Exporting
- Export Financing
- Bidding
- Bonding & Financing
- Proposal Writing
- Certification (Minority, 8(a), Veterans, Woman, SBE, DBE, ACDBE and HUBZone)
- Vendor Registration
- Business Seminars & Workshops
- Market Feasibility Studies and Plans
- Management and Organization Consulting
- Business Plans
- Marketing Plan Analysis
- Traditional & Alternative Capital
- Disaster Recovery & Preparedness
Disaster Recovery Program Services

- One-on-One business consulting and counseling
- Workshops and training sessions
- Partner with federal, state and regional partners to assist in delivering the services to MBEs
- Assist with certifications to do business with federal, state and local governments
- Disaster Preparedness & Recovery Contingency Planning (emergency planning for businesses)
FDOT DBE Specialized Development Program

A Focused Approach Assisting Prime Contractors

Florida State Minority Supplier Development Council

ARIEL BUSINESS GROUP, Inc.
• Assistance to prime contractors to meet their DBE goals by helping the companies identify qualified DBEs to bid on FDOT priority projects
• Technical assistance referrals to assist DBEs to build their capacity to do business with FDOT
• DBE capacity assessments to evaluate the capacity of DBEs to do business with FDOT and prime contractors
• Administering the Mentor Protégé program
PURCHASING SERVICES

• FUNCTIONS OF PURCHASING SERVICES
  o Charged with assuring a fair and equal opportunity to all qualified vendors
    ▪ Invitations to Bid
    ▪ Requests For Proposals
    ▪ Informal Quotes
    ▪ Contracts

• VENDOR REGISTRATION
  o SWA.org/Vendor
Vendor Registration

If you are interested in doing business with the SWA and would like to be put on the bidder’s list for future business, please fill out the new online Vendor Registration Form.

Online Vendor Registration

Download the Vendor Guide (PDF)

The Purchasing Department
Email the Purchasing Specialist

Mailing Address
The Solid Waste Authority Purchasing Services
7501 N Jog Road
West Palm Beach, FL 33412

Phone: 561-640-4000, ext. 4520
Fax: 561-640-3400
Colleen Robbs
Solid Waste Authority of Palm Beach County
Equal Business Opportunity Coordinator
Disparity and Vendor Outreach

Small/Local/Minority/Women Business Enterprise Stakeholder Group

The SWA will be holding a series of Small/Local/Minority/Women Business Enterprise Stakeholder Group Meetings to which all persons are invited.

Learn more>

Calling All Haulers: Vendor Information Regarding the Hauler Contract

The SWA is preparing to solicit sealed bids for Solid Waste and Recycling Collection Services in the fall of 2018 and seeks to share information with companies, including prime contractors and subcontractors or suppliers, which may be interested in participating.

Learn more>

FY 2016 SWA Disparity Study

The Study was to determine if a statistical disparity exists in the award of the SWA’s contracts to ready, willing and able market area Minority and Women Business Enterprises with regard to commodities, trade services, construction and professional services.

Learn more>
John Archambo
Solid Waste Authority of Palm Beach County
Customer Service Director
FRANCHISE COLLECTION CONTRACTS

• FRANCHISE COLLECTION CONTRACTS (John Archambo)
  o Opportunity as a PRIME or SUBCONTRACTOR
    ▪ 5 current districts
    ▪ Approximately $400M in upcoming contracts
Ramana Kari
Solid Waste Authority of Palm Beach County
Chief Engineer
CONTRACTS FOR ENGINEERING & ENVIRONMENTAL SERVICES

• OPERATING CONTRACTS (Ray Schauer)
  o New contracts (Opportunity as a PRIME)
  o Existing contracts (Opportunity as a SUBCONTRACTOR to current Contractor)

• CONSTRUCTION CONTRACTS (Patrick Carroll)
  o Opportunity as a PRIME or SUBCONTRACTOR

• PROFESSIONAL CONTRACTS (Ray Schauer, Patrick Carroll, Mary Beth Morrison)
  o New contracts (Opportunity as a PRIME)
  o Existing contracts (Opportunity as a SUBCONSULTANT to current Consultant)
Mark Eyeington
Solid Waste Authority of Palm Beach County
Chief Operating Officer
EQUIPMENT MAINTENANCE, UTILITY SYSTEMS and FACILITY MAINTENANCE

• EQUIPMENT MAINTENANCE (Matt Chapman)
  o Opportunity as a PRIME or SUBCONTRACTOR

• UTILITY SYSTEMS (Ron Schultz)
  o Opportunity as a PRIME or SUBCONTRACTOR

• FACILITY MAINTENANCE (Ron Schultz)
  o Opportunity as a PRIME or SUBCONTRACTOR

Comp Skid - ROFLO

Switchgear
Paul Dumars
Solid Waste Authority of Palm Beach County
Chief Financial Officer

SWA.org
FINANCE, INFORMATION TECHNOLOGY and PURCHASING SERVICES

• FINANCE (Steve Parris)
  o Opportunity as a PRIME or SUBCONTRACTOR

• INFORMATION TECHNOLOGY (Shirley McLaren)
  o Opportunity as a PRIME or SUBCONTRACTOR

• PURCHASING SERVICES (Saundra Brady)
  o Opportunity as a PRIME or SUBCONTRACTOR
Willie Puz
Solid Waste Authority of Palm Beach County
Director Public Affairs and Recycling

SWA.org
RECYCLING BINS
DUMPSTERS

RECYCLE PAPER/CARDBOARD HERE
NO GARBAGE - NO PLASTIC BAGS
SWA.ORG/RECYCLERIGHT

PUBLIC RECYCLING DROP-OFF
CARDBOARD / PAPER ONLY
SOLID WASTE AUTHORITY
OF PALM BEACH COUNTY
866-639-2467
EVENT SHIRTS
GIVE AWAYS
Vendor Network

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