



# TECHNICAL ASSISTANCE

POWERED BY THE ILLINOIS TOLLWAY

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*Equipping Businesses for Success*

*Presented by Dana Toscano-Harder*

*May 24, 2021*

# WHO WE ARE



The Illinois Hispanic Chamber of Commerce is a not-for-profit organization committed to empowering businesses and entrepreneurs by equipping them with the tools and resources they need to BE competitive in today's economy.

IHCC's mission is to cultivate knowledge, connections and collaboration to effect transformational social change and achieve sustainable economic impact through entrepreneurship.

Learn More at <https://ihccbusiness.net/>

# PRESENTER QUALIFICATIONS

*indeps*

Technical Service Provider

## Dana Toscano-Harder

Over *twenty years* of experience working for and with:

- Small and Large *Prime Contractors*
- Small and Large *Subcontractors*
- *Rental Vendors*
- *Professional Service Firms*

*Managed Projects for:*

- *IDOT*
- *ISTHA*
- *CDOT*
- *Cook County Forest Preserves*
- *US Army Corp Of Engineers*



# Topics Covered

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- **Teaming Concept**
- **Teaming Vs. Joint Ventures**
- **Types of Teaming**
- **Collaboration Resources**
- **Sample Contract Scenario**
- **Contractor Checklist**



# TEAMING CONCEPT

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Think of “TEAMING” as a concept.

Common Goal: UNDERSTANDING,  
MANAGING & DELIVERING a project  
utilizing:

- Resources
- Certifications
- Capacity
- Technical capability

*Coming together as a team to:*

- Understand
- Bid
- Comply
- Execute
- Closeout



# Teaming Vs. Joint Ventures

# Teaming VS Joint Ventures

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*Teaming* consists of a Prime Contractor / Subcontractor Relationship.

*Joint Ventures* are companies numbering two or more, proposing to perform as a prime contractor, in which each partner contributes property, capital, efforts, skill and knowledge, is responsible for a distinct, clearly defined portion of the work and of the project, and has a proportional share in the capital contribution, control, management, risks, and profits.

- Please reach out [diversity@getipass.com](mailto:diversity@getipass.com) for more information on Joint Ventures.



# Teaming VS Joint Ventures

***Joint Ventures are not allowed on all Tollway Contracts.***

CONTRACT ADVERTISED AS	JOINT VENTURE SPECIAL PROVISION
Unbundled	YES
Small Business Set-Aside Program (SBSP)	NO
Small Business Initiative	YES



# TYPES OF TEAMING

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- Prime Contractors can pool their resources bringing together any combination of the following:
  - Subcontractors
  - Joint Venture Partners
  - Suppliers
  - Rental Vendors
  - Professional Services Consultants

# TEAMING WORK SCOPES



- SCOPES
  - Specialty Subcontractors
  - Partial work items
  - Rental – equipment, forms, traffic control devices, etc...
  - Material Supply
  - Engineering and Design Services



# COLLABORATION RESOURCES

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AGENCY & LINK	DESCRIPTION	RELEVANCE
<a href="#">CMS</a>	Illinois BEP Approved Vendor Directory	Registry helps bidders locate certified MBE, SDVOSB, VOSB & WBE Firms
<a href="#">IL UCP Contractor Directory</a>	Illinois UCP Approved Vendor Directory	Search for DBE & Non-DBE Construction, Engineering and Professional Service Firms in IDOT Districts 1 through 10 by specialty & NAICS code(s)
<a href="#">IDOT Subcontractor Listing</a>	Approved Subcontractors	Contractors of any tier must be an approved IDOT subcontractor at the time of subcontractor approval submission on the Illinois Tollway System
<a href="#">Illinois Tollway SBI Registered Vendor Directory</a>	Registry includes Contractors (Primes & Subcontractors) who have applied and are approved for SBI Bid Opportunities	Contractors of any tier on an SBI Opportunity MUST be in the Illinois Tollway's registry
<a href="#">Illinois Tollway Bid Opportunity Planholders List</a>	Include Prime Contractor Planholders AND Technical Assistance Agencies for each open bid opportunity	This reference gives you a direct line to who is looking at the project and streamlines your connection to Assist Agencies

# COLLABORATION RESOURCES

AGENCY & LINK	DESCRIPTION	RELEVANCE
<a href="#">Tollway Technical Assistance Program Providers</a>	The Tollway's Technical Assistance Program helps small and diverse firms build capacity to work on the Tollway's System	The Tollway Program's TA's have a large pool of Prime and Subcontractors that are often bidding and looking to Team on active open procurements
<a href="#">Illinois Procurement Gateway (IPG)</a>	IPG Approved Vendor Directory	Construction, Engineering and Professional Service Firms in Illinois, including NIGP code(s) and if they are a Small Business Set Aside (SBSP) registered firm
<a href="#">Illinois Tollway Board and Committee Notices and Meeting Agendas</a>	Archives of the Illinois Tollway's Board Meetings	Contractors can utilize this information to locate teaming partners who are on active or recently awarded Tollway contracts
<a href="#">Illinois Tollway Bid Tabulations</a>	Provides bid tabulations of contract lettings by month and year	Allows for Contractors to find teaming partners that bid Tollway opportunities, apparent low and other bidders

# COLLABORATION RESOURCES



Keep in mind, the Illinois Tollway considers the following certifications eligible for inclusion in a contract's DBE Plan:

- DBE
- WBE
- MBE

**Only firm certified by the IL UCP are eligible to be considered for contract award to either meet the contract goal . Acceptable Certifying Agencies are as follows:**

- City of Chicago
- County of Cook
- Small Business Administration





# SAMPLE SCENARIO

# SAMPLE CONTRACT SCENARIO



## Sample Contract Scenario:

### **Advertisement Classification and Cost Magnitude:**

Advertised as: SBI Tier 2 (\$1-\$3 Million Dollars)

### **Scope:**

- Critical: Pour overhead sign foundations, fabricate and erect signs
- Supplementary:
  - Traffic Control
  - Specialty Electrical
- **Contractor Classification:** Specialty Sign Contractor
- **Bidding as:** Prime Contractor
- **Registrations Required:** IPG, SBSP, SBI, IDOT Subcontractor Approval

CHALLENGE	POTENTIAL SOLUTION(S)
Satisfying the DBE Goal (Vendors)	Utilize the collaboration resources referenced in this presentation, namely – contact the IL Tollway’s TA Providers for Referrals
Satisfying the VOB Goal (Scope)	Consider trucking, aggregate supply, crane rental with operator, professional services consultants for Quality Control and/or design elements of the work
Lack of SBI Approved Electrical firms who can perform specialty electrical work (lack of capital, experience and equipment)	The prime can discuss the work scope in depth with the SBI subcontractor and offer partial participation utilizing their material relationships and heavy machinery, thus softening the financial burden of the subcontractor and relieving concern of lack of experience



# CONTRACTOR CHECKLIST

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Understand The Opportunity (*as it pertains to your Project Team*)

- Small Business Initiative (SBI)
- Small Business Set Aside (SBSA)
- Self Performance (35% Standard)
- DBE Participation (30% Standard)
- VOB Participation (3% Standard)
- Commercial Useful Function
- Capacity



# Contacts

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## THANK YOU