



btg

CONSULTING. COMPLIANCE. COMPETENCE.

Point of View
and Capability
Statement for
Public Private
Partnership and
Design/Build
Projects

Inclusion Strategies for Public Private Partnership (P3) projects

Agencies in metropolitan areas, facing the onset of large Design/Build (D/B) and Public Private Partnership (P3) projects and inclusion management, are sometimes applying traditional tactics and requirements that don't translate well to the new D/B and P3 environment. This creates some major concerns, for example:

- Often, inclusion strategies for small and disadvantaged businesses are not discussed until the procurement document is published to mandate compliance.
- Agencies usually leave the success of meeting these requirements up to the contractor with no agreed upon strategy.
- Executives and political officials many times lack information about project status that could result in sanctions.

These concerns and others occur because an essential component of the project was not dealt with in a more strategic and programmatic way. BTG believes that inclusion strategies in past practices of Design/Bid/Builds can be modified to meet the new demands of a D/B and P3 environment. Civil Rights operations need effective and timely solutions to address this new environment. In the past, there was a focus primarily on compliance tracking and reporting. The scale and complexity of D/B and P3 projects require a comprehensive approach that minimizes risk and optimizes the inclusion of small businesses. We believe that collaboration is the best approach with a strong partnership strategy.

Partnership Strategies and Collaboration

We believe a holistic solution tailored to minimizing risks and optimize the inclusion of small businesses on large, complex P/3 and Design/Build projects are important.

BTG's experience makes clear that partnerships work when they are built on trust. To create a trusting environment some fundamentals, need to be in place: focus, accountability, consistency, transparency and workable solutions.

- **Establish a Focused team effort** on each project, allowing Civil Rights organizations to augment their staff with a dedicated team that can properly analyze and monitor progress.
- **Derive Accountability** with routine, weekly discussions between the agency and contractor staff focused on successful solutions for the project and for the companies working on it, not just a commitment to the goal.
- **Use a Consistent methodology** agreed upon among all key stakeholders, that has proven to be reliable and is understood across the partnership.
- **Maintain Transparency** with a comprehensive and consistent process that has no hidden agendas, provides consistent communication and addresses conflicts directly and openly.
- **Create this environment with a "Turnkey" solution** allowing executives to see what the project status is and address concerns at a moment's notice.

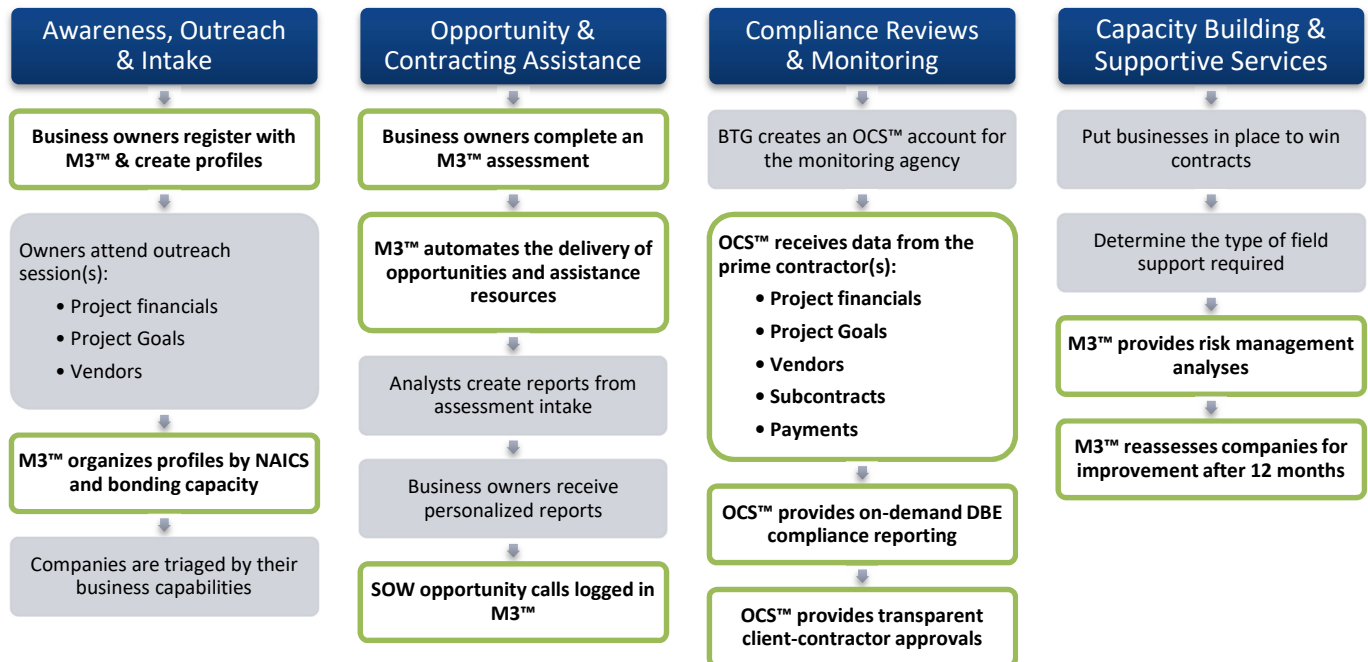


BTG's Methodology

Our firm's innovative methodology and suite of exclusive technology have been designed to support four key functions needed on D/B and P3 projects:

- Awareness, Outreach and Intake
- Opportunity and Contracting Assistance
- Compliance Reviews and Monitoring
- Capacity Building and Supportive Services

Below we show how our Small Business Program Management methodology and technology solutions support large Program Offices.



Past Performance and Qualifications



Virginia Department of Transportation (VDOT)
I-495 Project: \$1.4 Billion

S/D/M/WBE Goal Met	41.5%
Total contract value (benefitted from BTG's Assistance)	\$172,450,015
Total labor value	\$68,980,006
Annualized jobs created	1,684
Investment cost per jobs created	\$891

The I-495 Express Lanes project was the first Billion-dollar P3 project in Virginia. BTG was requested by the client to assist in meeting the most significant goal Virginia had ever required on a P3 project. The partnership and collaborative approach BTG helped to create on this project resulted in many significant

accomplishments. One of which included over 200 contracts to small businesses. The chart shows how the investments made by the Virginia Department of Transportation in BTG's efforts paid off by producing over 1,500 jobs, costing less than \$900 per job created.



Virginia Department of Transportation (VDOT)
Elizabeth River Tunnels Project: \$2.1 Billion

S/D/M/WBE Goal Met	35%
Total contract value (benefitted from BTG's Assistance)	\$131,743,008
Total labor value	\$52,697,203
Annualized jobs created	1,334
Investment cost per jobs created	\$974

Virginia's Elizabeth River Crossings (ERC) P3 project extends the Martin Luther King Boulevard Expressway, replaces Midtown Tunnel and rehabs the Downtown Tunnel. This project is also seen as a success because it has requirements of inclusion in the design, build and operation and

maintenance phases of the project. Again, the approach of a focused, dedicated team and a consistent and proven approach has produced significant results.



Maryland Transit Authority (MTA)
Purple Line Project: \$2.1 Billion

Program Leadership Assistance	RFQ & RFP Goal setting
Assisted with Providing Education to Small Businesses	USDOT Bonding Education Program
Conducted Project Information Sessions	Over 250 Companies
Hosted "Meet the Prime" Speed Dating Event	Over 200 Companies

MTA's Purple Line project, the first P3 project in Maryland, is a \$2.1 billion proposed 16-mile light rail transit line with 21 stations that connects Montgomery County and Prince George's County. BTG provided EEP services for the project to advocate for small and disadvantaged businesses, to ensure Civil Rights and Small

Business Program Management requirements were included in the procurement strategy, developed and managed workforce development, targeted hiring programs, as well as developed and implemented small business sustainment strategies to assist businesses along the corridor during construction.

