



# Wisconsin Department of Transportation (WisDOT) Business Contracting Matrix

HOW TO DO BUSINESS WITH ....		DOT-CONSTRUCTION	DOT-CONSULTING	DOT-PROCUREMENT	
<b>FIT</b>	1	What type of goods & service do you solicit?	Road building & related construction	Engineering, Related Services (design, geotechnical, environmental, DBE support services, etc.)	Products & services to support DOT facility operations & maintenance not directly related to highway construction.
	2	What certification is accepted to compete for subcontracts?	DBE	DBE	MBE / DVB
	3	Are any preferences given to small businesses?	DBE goals are Project-specific	DBE goals are Solicitation-specific	5% bid preference on contracts
	4	What documentation substantiates basis of competing for WisDOT contracts?	Statement of financial ability, equipment & prior experience. Primes provide to WisDOT; Subcontractors submit to Primes	Submit qualifications in NOI and/or RFP	Documentation is outlined in RFP or RFB
	5	How do you advertise contact opportunities?	Monthly bids lettings	Bi-monthly solicitations	Vendor Net posts or Email
<b>ACCESS</b>	6	Where can I find your contracting opportunities?	<a href="http://roadwaystandards.dot.wi.gov/hcci/">http://roadwaystandards.dot.wi.gov/hcci/</a>	<a href="http://www.dot.wisconsin.gov/business/engrserv/engserv.htm">http://www.dot.wisconsin.gov/business/engrserv/engserv.htm</a>	<a href="http://vendornet.state.wi.us/vendornet/">http://vendornet.state.wi.us/vendornet/</a>
	7	Where does WisDOT advertise contract opportunities?	WisDOT website (above), Daily Reporter	WisDOT website ( above)	Post on Vendor.Net
	8	How are winning contracts selected (Who determines the winner?)	Lowest responsible bidder's sealed bid; Bid reviewed by WisDOT' Bureau of Project Development	Qualification Based Selection based on e-submitted NOIs; reviewed and approved by central office administrators	RFP - Evaluation committee; RFB - Awarded on low bid
	9	Do I have to register to compete with WisDOT?	No, but if awarded a contract, you must register on CRCS	Yes. Engineering firms must registered on WisDOT Roster of firms; No registration requirement for open solicitations	Yes. VendorNet Help desk: 1-800-482-7813 or vendrhlp@doa.state.wi.us
	10	What amount/percentage of your contracts are for small business?	DBE goals averages 10% or about \$10 million	DBE goal averages 15% or about \$5million	Overall Annual State goal of 5% to MBE
	11	How do you track small business participation/goals?	Tracked monthly using web-based system, Civil Rights & Compliance System (CRCS)	DBE goals tracked by solicitation	Annual spending review
	12	What are your terms of payments?	Net 30 days to primes + 10 day prompt payment to subs per tier	Net 30 days to primes + subs per the subcontract agreement	Net 30 days after invoice
<b>SUPPORT</b>	13	What support/assistance do you provide small businesses?	DBE Workshops/Trainings, Financial Management, Technical Assistance, Legal Services, Small Business Network accounts	DBE Workshops/Training, Financial Management, Legal Services, Mentoring Connections services	VendorNet orientation
	14	Does WisDOT provide loans?	Yes. Only firms with WisDOT contract may apply for a WisDOT mobilization loan; We refer to applicable USDOT & federal resources	Yes. Only firms with WisDOT contracts may apply for a WisDOT mobilization loan. Firms with USDOT contracts are referred	No
	15	Does WisDOT provide financial grants?	No	No	No
<b>MARKETING</b>	16	Who/How do I market my small business?	Solicit Prime contractors on plan holders list; Use Small Business Network (SBN)	Present qualifications at Annual Events: Design Opportunity Day and Construction Administration Fair	MBE/DVB Contractors register with VendorNet; contact specific buyers (on website)
	17	Who do I talk to for advice on the competitive process?	Project Managers, Prime Contractors, DBE Office	Regional Consultant Unit Supervisors and aforementioned events	The bid contract manager or MBE Program Coordinator
	18	Who monitors WisDOT to ensure compliance?	USDOT: Highways-FHWA , Airports-FAA, Transit-FTA	USDOT: Highways-FHWA , Airports-FAA, Transit-FTA	DOA-State Bureau of Procurement