TRANSFORMATIVE RELATIONSHIPS
Bridging the Gap Between Primes & DBEs

PennDOT’s Rapid Bridge Replacement Project Networking Event

July 2014
The mission of the Center is to provide training and consulting services that will enable DBEs to acquire the proficiency, expertise and experience necessary to compete, on an equal basis, with non-DBEs for federally-assisted PennDOT highway contracts and subcontracts.
Service Delivery Goals

1. Increase the number of READY-TO-WORK DBE firms available across the Commonwealth of Pennsylvania
2. Increase the percentage of READY-TO-WORK DBE firms receiving Subcontract Awards
3. Increase the number of DBE firms who grow from Subcontractors to Primes
Overview of Services

- Comprehensive Business Development Program
  - Business Coaching
  - Marketing Assistance
  - Professional Trainings & Workshops
  - Technical Assistance with ECMS Navigation
  - One-on-one & Onsite Assistance:

There is no charge to DBE firms for these services
Custom Marketing Materials

- Capability Statements & DBE of the Week
- Assistance with website development
- Custom designed materials to company specifications, incorporating company pictures, logo, colors, etc.
Other DBE Marketing Strategies

- Marketing utilizing PLANHOLDERS Lists on ECMS
- Prime Bid Solicitations
- Project Locator on pennsylvaniaDBE.com
- DBE Finder on pennsylvaniaDBE.com
- Getting Ready for PRIMETIME: networking and training events
GETTING READY FOR PRIMETIME

TRAINING:

- ECMS
- Compliance
- Bidding & Estimating
- Marketing
- Financial Management
- Business Management
One on one
Matchmaking
Meetings for
Ready-to-Work
DBEs with
PRIME
Contractors
and/or
Consultants
Getting Ready for Primetime provides opportunities for DBEs to network with Primes, and other DBEs.
We Want to Hear from You! Complete the Needs Assessment Survey

Mission Statement

The mission of the DBE Supportive Services Center is to provide services to DBE firms to enable them to acquire the proficiency, expertise and experience necessary to compete on an equal basis with non-DBE firms for federally-assisted PennDOT contracts and subcontracts.
Needs Assessment Surveys

- DBEs are surveyed annually to help The Center build programs and services that are responsive to the needs of DBEs
- The survey measures the effectiveness of programs and services offered by The Center
- The survey is available online year-round
- A summary analysis is shared with PennDOT

Find the 2014 Needs Assessment Survey on www.pennsylvaniaDBE.com

(A new 2014 PRIME Needs Assessment Survey assists the Center in facilitating relationships between PRIMES and DBEs)
DBE Supportive Services Center

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