



TRANSFORMATIVE RELATIONSHIPS Bridging the Gap Between Primes & DBEs

**PennDOT's Rapid Bridge Replacement Project
Networking Event**

July 2014



DBE SSC Mission

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



DBE Marketing Strategies

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.

FALL 2013 | CAPABILITY STATEMENT

► WORK ZONE TRAFFIC ► BARRICADES ► MAINTENANCE CONTROL

Capable | Dependable | Compliant | Safety

CAMSCO Services

Experience | Pennsylvania | Infra-Structure

Work zone traffic equipment for the installation of construction projects.

PARTNERING WITH STATE AND LOCAL GOVERNMENTS AS THEY ADDRESS INFRASTRUCTURE PROJECTS STATE-WIDE

CAMSCO was established in 1974 and incorporated in Pennsylvania. CAMSCO is certified as a Disadvantaged Business Enterprise (DBE) and a Woman Business Enterprise (WBE) and PennDOT Business Partner. CAMSCO is willing to work in PennDOT Districts 1, 2, 8, 9, 10, 11 and 12.

Services: (1) Short and Long-term traffic control in work zones and (2) Provides required devices and trained personnel to meet federally mandated requirements for a road work projects.

The ideal partner (s) for CAMSCO are Construction, Maintenance and Utility companies that require temporary traffic control to compensate for expected and unexpected circumstances encountered by road users during infra-structure projects. CAMSCO prides itself on complying with local, state and federal standards for worker and motorist safety.

NAICS Codes: 238910

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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

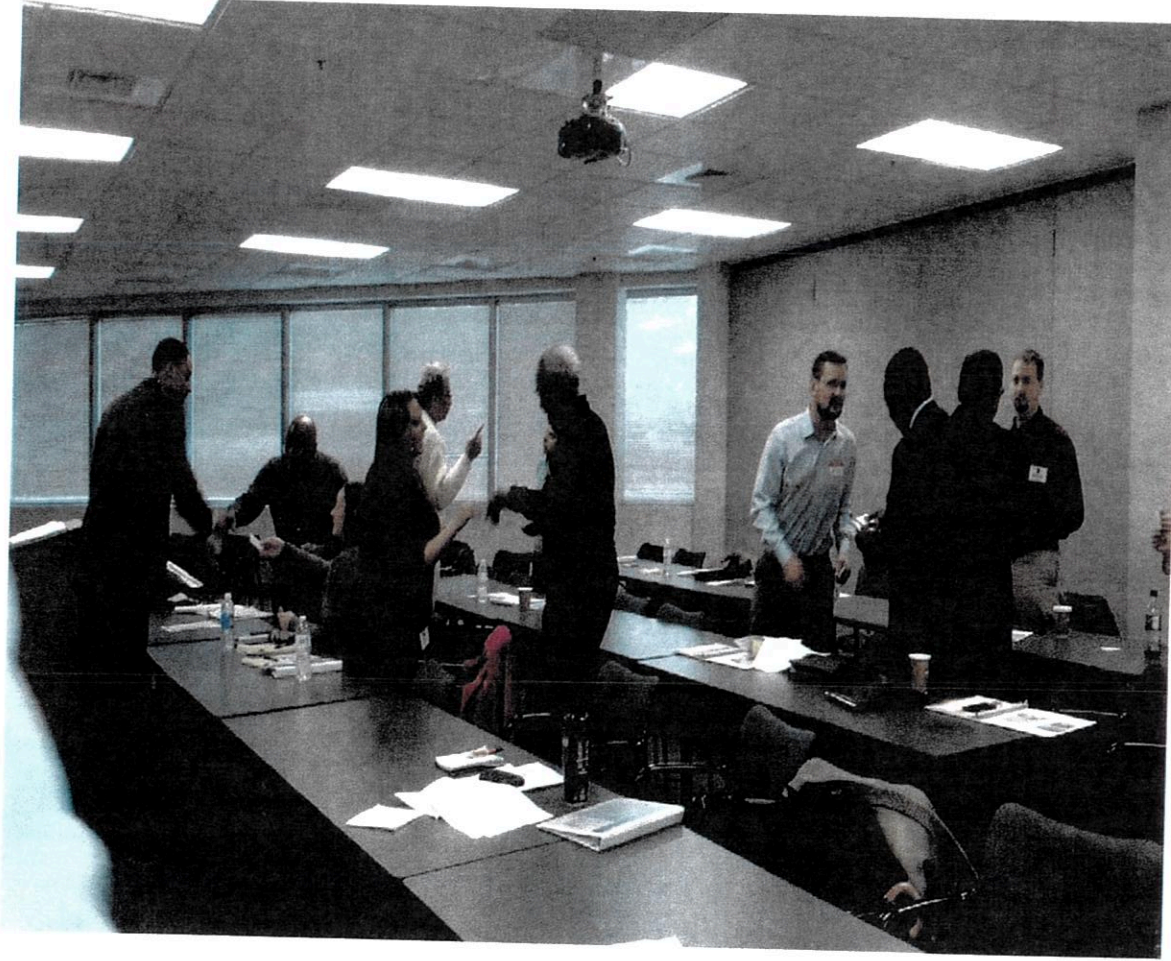


PRIMETIME MATCHMAKING

One on one
Matchmaking
Meetings for
Ready-to-Work
DBEs with
PRIME
Contractors
and/or
Consultants



PRIMETIME Networking



Getting Ready for Primetime provides opportunities for DBEs to network with Primes, and other DBEs.



www.pennsylvaniaDBE.com

Pennsylvania DBE Supportive Services Center

A proud institution of Chester University, Pennsylvania and the Pennsylvania Department of Transportation



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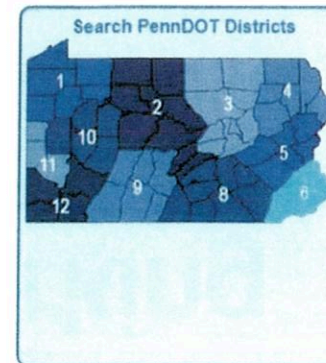
We Want to Hear from You! Complete the Needs Assessment Survey

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.

Search

Social Sites



APC News



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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Visit us on social media:

