



Subcontracting with Government agency Prime Contractors

This video is made possible by:



Agenda

- Understanding Prime Contractors
- Finding Prime Contractors
- Developing Relationships
- Subcontracting Best Practices
- Resources

Understanding a Prime's Motivation

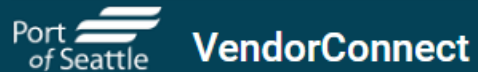


- Can you increase my chance of winning?
- Can your company help lower my costs?
- Do you have valuable insights, capabilities or connections that could benefit me?
- Have we worked together before?
- What size scope can you handle?

Finding the Primes

Threshold	Procurement Process
Less than \$350,000	Small Works Roster – Invitation Only
Over \$350,000	Formal Competitive Procurement - Transparent

Finding the Primes – Vendor Connect



Welcome to the Port of Seattle VendorConnect

Port of Seattle VendorConnect provides procurement and contract information for construction, consulting, and goods and services. This is also the one stop location for registering to be on the following rosters: small works (construction less than \$300,000), consulting services, and goods and services.

To begin, you must register yourself and then find or add your business. If you were in our old system, and this is your first time logging in you must recreate your login account. To do this, click the “REGISTER/LOGIN” button below, then the “Sign up now” link on the login screen.

[REGISTER/LOGIN](#)

You may search our solicitations, vendors, and view the event calendar as a guest.

[CURRENT AND PAST SOLICITATIONS](#)

[FUTURE SOLICITATIONS](#)

[SEARCH PUBLICLY VIEWABLE VENDORS](#)

[VIEW EVENT CALENDAR](#)



Finding the Primes - MRSC



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LOGIN

MRSC SMALL WORKS DATA

The following lists the awarded small works roster projects as documented in MRSC Rosters. MRSC only records those projects and rosters generated using MRSC Rosters. Agencies/local governments may use their own roster and post their own data separately. As required by RCW 39.04.152(6) after an award is made the information shall be recorded and publicly available. MRSC does not keep any physical bidding or award documentation. To request copies of documents please contact the Awarding Agency directly.

Last updated: September 04, 2024 12:57 PM | Data provided by: MRSC



Finding the Primes – Job Order Contract



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Government Construction Contracting Thresholds

Threshold	Procurement Process
Less than \$350,000	Small Works Roster
Over \$350,000	Formal Competitive Procurement

*MRSC (Municipal Research and Services Center of Washington)



Government Construction Contracting



*MRSC (Municipal Research and Services Center of Washington)



Finding Your Target List of Primes

Port of Seattle VendorConnect

DASHBOARD > SOLICITATION INDEX

Current Solicitations

A list of Future and Open solicitations with the Port of Seattle. Use the filter to search all solicitations.

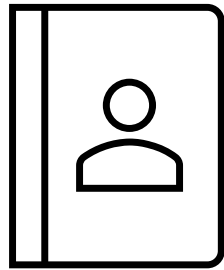
Search Solicitations [X]

Executed [v] Major Construction [v] Work Type Tag NAICS Code [X] HIDE FILTER [EXPORT TO EXCEL]

Number ↑	Title	Bid Due	Category	Status
MC-0321539	2024 Airfield Projects - Contract 1	Jan 4, 2024, 2:00:00 PM	Major Construction	Open



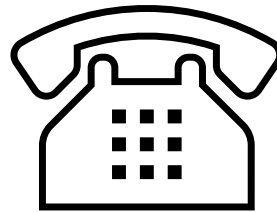
Leverage Your Network



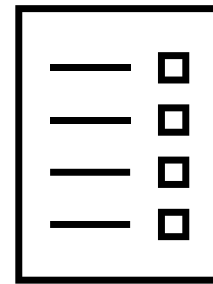
Contact
Government
Agencies



Join and
participate
in
associations



Talk to
Major
Players



Get on the
List



Use Your
APEX
Accelerator



Promote your Firm

There are key things your firm should have in place prior to contacting a prime.

- Online profile assessment
- Capability statement
- Capability Briefings



Avoiding Pitfalls

Understand your legal obligations

When will you be paid?

Is the scope clear?

Is the schedule realistic?



Resources

Washington APEX Accelerators offer no-cost advising to businesses seeking government contracts and subcontracts.

Learn more at www.washingtonapex.org or info@washingtonapex.org

