



Washington Consulting Corporation

April 24, 2012

Procurement and Business Development Facilitators

WCC is a one-stop solution for many of your business needs. We advise companies on matters related to public procurements and facilitate trade and investment activities of U.S. and international companies.

Government Contracts

- Prepare winning proposals and negotiate contracts with owners
- Identify small and minority – owned business as potential team partners to larger businesses in the U.S
- Find potential partners abroad
- Negotiate and draft teaming agreements
- Identify procurement opportunities

Strategic International Business Consulting

- Understand foreign markets' regulatory and legal requirements
- Perform risk analysis and recommend mitigation strategies
- Gather and analyze market intelligence
- Direct advocacy and company

WASHINGTON CONSULTING CORPORATION, O'RIORDAN BETHEL AND CMH & ASSOCIATES have teamed to assist clients in capturing and delivering on the more than \$600 million in transportation and infrastructure projects scheduled for San Francisco and the Bay Area. W will serve as our client's business intelligence consultants during the capture management process for these projects, identifying opportunities, gathering valuable information on such things as the status of the identified projects, getting answers to questions about the full scope of the project, timing, subcontracting opportunities, likely competitors, and the decision makers within SFMTA.

- ▶ Over the next year, over \$600 million in transportation construction projects will take place in the City of San Francisco alone
- ▶ California High-Speed Rail is moving full speed ahead
- ▶ Bay Area Rapid Transit (BART) Extension Projects are being planned
- ▶ The America's Cup event will take place in San Francisco in 2013

Contractors seeking to capture these opportunities face increased competition in a business climate that is becoming more and more focused on diversity and more specifically on the inclusion of DBEs in major transportation projects. The WCC / ORB / CMH Team will:

- ▶ Create and Nurture Prime/Subcontractor Relationships for Our Client
- ▶ Utilize Our Strong Network of Contacts with Local Leaders and Decision Makers to Develop and Cultivate Relationships for Our Client
- ▶ Develop Strategies for Teaming and Joint Ventures
- ▶ Provide Program and Project Management
- ▶ Design Systematic Approach to Small Business Capacity Building
- ▶ Structure Workforce Development and Utilization
- ▶ Build Relationships and Linkages with Community Partners

Bid Type / No.:	Construction / Contract No. 1253
Agency:	San Francisco Municipal Transportation Agency
Bid Title:	Third Street Light Rail Program Phase 2 - Central Subway, Union Square/Market Street Station
Bid Due:	7/11/2012
Est. Cost:	\$210 Million

Sampling of Immediate Opportunities:

representation

**Sample Projects in
Our Database:**

**Buenos Aires
Sewage Collector
Construction**

Metropolitan Area Water and Sanitation Program, construction of sewage collector in West Tigre, Tranche 2 in Buenos Aires.

Country: Argentina
Sector: Sanitation
Financing: IADB
Status: Preparation
Estimated cost: \$120.233.015

**Haiti Hospital
Construction**

Preliminary selection of bidders for the construction of the Providence County Hospital in Gonaives, Haiti.

Country: Haiti
Sector: Health
Financing: UN
Status: Preliminary
Estimated cost: Undisclosed

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Laura Rojas, President
Carol O'Riordan,
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Bid Type / No.:	Construction / Contract No. 1254
Agency:	San Francisco Municipal Transportation Agency
Bid Title:	Third Street Light Rail Program Phase 2 - - Central Subway, Chinatown Station
Bid Due:	5/22/2012
Est. Cost:	\$235 Million

CMH & ASSOCIATES (San Francisco, California) is a certified minority woman-owned and Disadvantaged Business Enterprise firm specializing in government and community relations, coalition building, fundraising, leadership training, political campaigns, issue advocacy and event planning. It has outstanding relationships with local, state and national elected government leaders. Its current and past client list includes California Assembly Speaker Pro-Tem Fiona Ma; Succeed to Lead, LLC; Parsons; National Congress of Black Women; San Francisco Assessor- Recorder Phil Ting; Bohannon Development Corporation, Menlo Park; Yes on Measure T, Menlo Gateway Project; BART Director Lynette Sweet; Jump Prep After School Program.

O'RIORDAN BETHEL (Washington, DC) provides consulting and legal services in commercial construction, infrastructure and government contracts (domestic and international). The firm's principals are AV® Preeminent Peer-Review Rated (5 of 5), and enjoy a national reputation for aggressive project management and quality results. The firm is a certified Disadvantaged Business Enterprise (minority woman-owned), and a current SBA 8(a)BD Program Participant.

WCC: International Construction Projects

WCC's international construction and trade practice group works with local and foreign companies in structuring their operations so as to take full advantage of the various regional trade agreements that include government procurement, allowing American companies to compete with national companies in foreign countries. WCC's "deep bench" of lawyers, international trade economists, and government procurement specialists offer contractors a complete project lifecycle service combined with legal advice. Our team has the knowledge and understanding of the best practices in procurement procedures, the construction industry, risk analysis, FDIC documents, and contract negotiations. We have proven experience with institutions, procurement guidelines and procedures – especially those of the international development banks such as World Bank and the Inter-American Development Bank (IADB); donors such as the Millennium Challenge Corporation, and with agencies that support American small business's participation in global markets such as the Ex-Im Bank, OPIC, and USTDA. WCC helps clients navigate through all aspects of Public Procurement, including export controls, Foreign Corrupt Practices compliance, country of origin restrictions and import practices.

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