Dinita Caldwell:

(silence)

Dinita Caldwell:

Can everybody hear me okay.

Michelle Parker:

Yes.

Dinita Caldwell:

Thank you. Good afternoon, and thank you for joining the Austin Independent School District, Historically Underutilized Business program for our 2017 Bond Life Safety Projects webinar. Our mission with the HUB program at the district is to ensure that we are creating equitable opportunities for you as a HUB firm for the district's projects. Today, we are putting that mission into action by sharing with you information about our life safety projects, that we highly encourage you to engage in the bidding process on. The investment that the district is making to revamp our security systems and other life safety upgrades is not only important to us as a district, but is also important to our families, our children and our voters. These are upgrades that are long overdue, and we're excited about working on these projects.

Dinita Caldwell:

It's important for you to note that our hub department has been working very closely with our project managers. Again, our goal is to ensure that we are creating opportunities where feasible. And so ahead of every phase, as you'll learn throughout this presentation for these particular projects, we're having in depth discussions around the project scope, and again, where there's opportunity to break it apart for subcontracting opportunities, we are doing so. And just as a reminder, we're feasible. So before we begin with formal hub team introductions and before we segue into the first portion of our presentation, which will be the contract and procurement department, I want to share with you a few housekeeping items.

Dinita Caldwell:

The first is, I want to acknowledge that this webinar is being recorded. We will share the slides to our webinar within five business days at the website located here, which is our hub program department's website. You'll be able to download the presentation and information. We will manage questions at the... or facilitate questions at the end of the session. But we do encourage you as you're hearing the various components of the session today, please feel free to use the chat feature and the icon is here in case you're not familiar with the zoom chat feature. Ask your questions there.

Dinita Caldwell:

We have a designated team member who will track all of the questions and ensure that we respond to them for you. So, we don't want you to forget what you may want to ask. So we, again, we encourage you to drop those questions in our chat, and that is the way that we will facilitate the question and answer session at the end of the webinar. There's some further instruction there for you in terms of how you locate that chat feature window. And just want to point out that due to limited time, if we're unable to respond to all questions, please still list your question in the chat and we will follow up, following the webinar, to respond to those questions.

Dinita Caldwell:

Virtually connecting with the hub program department, our hub team is available remotely. We're continuing to work remotely. Here, I have a list of contact information for you to reach out to our team. And at this time, I would like to ask each one of our team members to introduce themselves individually. If we can go ahead and start with Mr. Gerald Green.

Gerald Green:

My name is Gerald Green. I'm a hub coordinator and I monitor Bond construction projects for North and Central Austin.

Dinita Caldwell:

Thank you, Gerald. [Melfi 00:04:31]?

Melfi Pan:

Good afternoon, my name is Melfi Pan. I'm also a hub coordinator and I manage projects for Central and Southern regions.

Dinita Caldwell:

Thank you, Melfi. Cheryl?

Cheryl Johnson:

Hello. I am Cheryl Johnson and I am the contracts management specialist.

Dinita Caldwell:

Thank you. And Michelle.

Michelle Parker:

Hi, I'm Michelle Parker, and I'm the department's administrative assistant.

Dinita Caldwell:

And we want to encourage you to engage with our department via the various social media platforms that we have. We are on Twitter, LinkedIn. You can contact us by our department main line as well as our website and email addresses. So please feel free at any time, if you have questions regarding the district's hub program and our requirements, and or if you just have general questions about certification, we can direct you to the right entity for that information as well. Next, we will segue into contract and procurement services. I would ask that our team remain off camera during these presentations, and we will bring our team back on camera once we are in the question,

Felix Alvarez:

Good afternoon prospective vendors, my name is Felix Alvarez, and I have the privilege and honor of starting as the Austin Independent School District's executive director of contract and procurement services. Our mission and goal is to work with schools, departments, vendors, stakeholders, provide the goods and service that the district needs at the highest quality and provides the best value for the district. We are dedicated to meeting our goal to a competitor pricing while we make sure to adhere to laws, board policies, procedures, and rules. Also, to the right of the slide, you're going to see me and the team.

Felix Alvarez:

This is only the team that deals with the construction side of the house, and those that are bond funded projects, where we have historically underlied business' goals. I wanted to be able to provide y'all with emails and phone numbers, so you can have a direct contact when you have questions. In the next slide, we'll go ahead and talk about some of the delivery methods specific to this; the projects that we're discussing in this presentation; The Life Safety Projects.

Felix Alvarez:

So there's only going to be two project delivery methods that we're going to use. One is the CSP model, which is a competitive seal proposal. In that model, we put it on the street, we call it a formal procurement, where the Austin Independent School District, my staff will issue it on the street, advertise it for two consecutive weeks in the Austin American Statesman. It will also be posted on our website, and the website's actually that first bullet where you're going to be able to find all the project's solicitations that we issue through a CSP.

Felix Alvarez:

And the evaluation criteria consists of qualifications, financial responsibility cost. It's multiple factors, multiple weighted score, and we have a formal evaluation process that we go through, where technical qualifications and evaluations are done by CMD. Hub does their portion of the evaluations and my staff reviews financial responsibility and pricing, and we go through a negotiation process. The other process that we go through is, maybe some of y'all are familiar with, it's called the JOC, or purchasing COOP program.

Felix Alvarez:

The job order contracting is what the JOC acronym stands for and purchasing COOPs. These are where we kind of have not yet defined the projects. We just know that there's a need, and we've not developed a strong sour or strong scope of work, and it might be one that might be evolving. So what we do as we go through, we review our set list of purchasing cooperatives and JOCs that have been pre-approved by the vendor. And these are just programs itself, not vendors itself. And we look to see from the vendors that might have an awarded design, maybe a build out job through one of the board approved JOCs.

Felix Alvarez:

And we asked them to come to a presentation, a walkthrough, and they walked through the whole facility and tell them, "This is what we think is needed." And they give us a price, and we look at... It's not as extensive; an evaluation as if we were to have issued it through a CSP. It's kind of those that we need a short, quick turnaround. It's nothing major. Typically, we keep these under 500,000. And so, again, it's one of those that where the project is not yet defined. This is an opportunity. You're going to be able to see a list on slide six of all the JOCs and purchasing COOPs that the district utilizes. So what I would advise you all, is if you're interested...

Felix Alvarez:

This is a marketing tool that the contractors can use, because it's, we always like to hear, "Hey, you need floor installation done." We're a JOC approved contract [inaudible 00:09:45] board. And we always kind of like looking at those, unless it's over 500,000, it's extensive. We know it's tied to a major project that we might issue a CSP. But we continuously want to work with hub and CMD. We have a great three way partnership amongst the three areas. CMD does an awesome job of making sure to advocate and allow us to utilize hubs when necessary, or when able, and hub does a tremendous job of making sure that we're doing a good buyer program when it comes to hub utilization.

Felix Alvarez:

And so I urge you to look at that slide, google it. There's going to be a website link on there. I think this presentation will be shared. So, if you could just kind of reach out to them and say, "How can I be part of your program; your JOC program? What does it take?" I think that'll be a great first step for y'all. Next is, just some tips on what I've seen, especially here with Austin ISD, what my staff has seen, when we do the CSP; the competitive seal proposal process. It's important that in the document, you're going to see some landmark due dates.

Felix Alvarez:

You're going to see a pre-bid, when the pre-bid meeting is, when the deadline for question and answer is, when do you need to submit the actual bid; the due date and time? It's very, very important that you read those, because when we accept them, I staff checks for responsiveness and responsibility. And so if you were to turn in... You had a question and answer, and it was due by two o'clock tomorrow, that's the deadline. You cannot ask questions after that deadline and the whole purpose of the question and answers is for you to get a better understanding of the scope.

Felix Alvarez:

And if there's something that's not clear, this is your opportunity to ask those questions. Also, we can not... Can't stress this enough, we cannot accept the bid if it's due tomorrow at 2:00 PM or next Tuesday at 2:00 PM, and you turn it in next Tuesday at 2:01, Just can't be, we have to return it back to you. So we know how hard you work at submitting these documents, so please pay attention to due dates. Also, pay attention to the documentation that's required such as the body and insurance requirements, any conflict of interest questionnaires, the hub documents that might be that you need to fill out. We do check those for responsiveness and the district in the procurements of the [inaudible 00:12:18], it always says the district reserves a right to deem a vendor non-responsive, if these documents aren't submitted.

Felix Alvarez:

So please pay attention to the requirements set forth with the CSP. And again, if you have a question where you're unclear, that's why you have the question and answer due date. Attend a pre-bid; network, ask questions. It's very important for you to network, especially if you're a subcontractor. It's this large scale project that we've issued a CSP, and you don't have the bandwidth to fulfill the entire project. I think it's very important for you to understand who the major players are that might be able to fulfill those, attend the pre-bid, and then start marketing yourself to them network, ask questions. What are you looking for? Here's my portfolio of work that I've done. So, again, just those are some important things for you to know.

Felix Alvarez:

Lastly, things to know regarding COVID-19. We're in this very crazy time right now, and the district and my team's CMD and hub has done a phenomenal job of just going with the flow and being agile during these times. So, we have a different process. We're not accepting the hard disk right now, we're accepting everything through email. So, again, read the documents, and the new process is outlined in there. We are making sure that you mail in, you submit at time of the due date you submit your bond and insurance requirements.

Felix Alvarez:

But as part of the package that's emailed, however we are asking that within a certain time period, you make sure to mail us your originals, because we need the originals. I think we'll go onto the next slide. Here's the list of the AISD board purchasing cooperatives that the board approved March, 2020. This is not an extensive list. We'll be make sure to provide you the actual, the entire listing itself as a separate attachment, and I've already provided that to Dinita.

Felix Alvarez:

And so once she provides all these things, she can provide [inaudible 00:14:21] as a separate attachment, so you can gather all of the information of all the purchasing COOPs and hubs that we use. And one thing I didn't mention, is the reason the district does not have to go out for that formal bidding process as we would if we did our own CSP, is because these purchase cooperatives are allowed by the State of Texas law for competitive procurement, is they've already done that formal process for the members that participate in the COOP. So we're part of all of these COOPs. We've signed [inaudible 00:14:52] agreements.

Felix Alvarez:

And all it says is that, for the first one GPA, if they've done... They have a JOC program or person COOP for flooring again, and you're an awarded vendor from one of the bids that they submitted. What we can do is we can piggy back off that contract. We'll still do our own terms and conditions, we'll still do our own contract, however, the difference is we're just piggybacking off the procurement method; the CSP that they might've done, or the RFP that they might've done. Next slide, I think it's not me.

Dinita Caldwell:

Yup.

Felix Alvarez:

That's it. So I'll pass this off, and I'll get online, and I'll wait for questions.

Dinita Caldwell:

Yes, thank you so much, Felix. And if anybody has any questions related to contract and procurement, again, please utilize the chat feature and we will respond to those questions at the end of the webinar. I need to take a moment. I realized that, along with my hub team, I did not introduce myself. So, just let me take a few minutes. My name is Dinita Caldwell, and I am the program director for the district. I joined the district in mid January of this year; very excited about helping to advance our hub program. I apologize for that. So now we will segue into the 2017 Bond Life Safety Projects, and we have, Jessica,

Jessica:

Thank you. Yes, my name is [Jessica Coogan 00:16:21]. I'm assisting the police department as project manager to execute the Life Safety Projects. There will be five projects we plan to advertise over the next eight months, totaling 13.5 million in collective project value. I'll go ahead and give an overview of each project and then turn it over to [Michael Sabercool 00:16:41] and William Easley with the police department to address the technical information for each project. So, the first project that we will be advertising is the security system and design and installation.

Jessica:

It says a total project budget of $4,505,000. The scope of work to design and install new security system and cabling at 17 middle schools and 13 high schools. The primary contractor we're looking for, for this one, is the Texas licensed security system contractor, and possible subcontractor's scope. That could be included as well as the electrical wiring and service, low voltage cabling and structured wiring and installation, slab coring, antenna mounting, and CAD documentation.

Jessica:

So currently, we're targeting an advertisement of later this month; targeting August 28th right now. So the anticipated procurement method for this one will be the CSP process. So the next one up after that will be district wide kitchen hood suppression system replacements with a total project budget of 880,000. This scope of work will be to replace the fire suppression system at each kitchen hood at 73 elementary schools, 17 middle schools and 13 high schools. The primary subcontractor, sorry, primary contractor for this one will be the Texas Licensed Suppression System Contractor. And currently, we do not have any subcontractor or scope identified for this project specifically.

Jessica:

The anticipated procurement method for this one will be the JOC method. Next slide, please. The project after that we'll be advertising, will be the district wide security camera replacements. It says a total project budget of $6,004,000. Scope of work will be to replace security cameras, relocate cameras, and install wiring and additional new cameras at 73 elementary schools, 17 middle schools and 13 high schools, as well as 10 ASID facility buildings. The primary contractor for this will be the Texas Licensed Security System Contractor, possible subcontractor. Scope will be data and network cabling as well as CAD documentation.

Jessica:

The targeted advertisement for this one will be November of this year with the anticipated procurement method to be the CSQ method. So next project after that will be the district wide intrusion alarm upgrades with a total project budget of $2,100,000. We're doing this one in phases. So the first phase will be to replace existing intrusion control and detection equipment following by a phase two, which will be to repair existing intrusion control and detection equipment, and install wiring, and additional and new equipment at 73 elementary schools and 10 ASID facility buildings.

Jessica:

The primary contractor for this will be the Texas Licensed Security System Contractor and possible subcontractor's scope will be CAD documentation. Our targeted advertisement for this project is currently February, 2021 with anticipated procurement method being the CSP process. Next slide, please. So finally, the last project that we will be advertising is the district wide fire sprinkler repairs. This has a total project budget of 75,000. And scope of work to repair sprinkler deficiencies, including the sprinkler head leaks at 73 elementary schools, 17 middle schools, 13 high schools and 10 ASID facilities.

Jessica:

Verification will be needed at these locations to verify` where these sprinkler deficiencies are. The key trades for this will be primary contractor. We'll have the dual certification for Texas fire sprinkler and fire alarm contractor. And subcontractor's scope, currently there is none identified for this project. Our targeted advertisement is March, 2021 and anticipated procurement method of being the JOC method for this one. Next slide, please.

Jessica:

So finally, our last slide. We're showing our phased approach to these projects with all projects currently projected to be completed by the end of 2022. Just showing that over this month through September, we will be advertising that security system design and installation and kitchen hood suppression system and replacements. In November, 2020, we'll be advertising the security camera replacements. And then following next year, February through March, we'll be advertising the intrusion alarm upgrades with phase one and two, and the fire sprinkler repairs. Just want to turn it over to Michael Sabercool and [Bill Easley 00:22:07] for any technical knowledge they want to add for each of these projects.

Mark:

I might set up a call with AISD. I am a sort of a special consultant on this project. And to anybody who's interested in these projects, there's a large scope of work here and particularly for subcontractors, we'll need to get creative and figure out how they can fit into this puzzle. We've tried to break it out at, to identify particular subcontractor skill sets that we think can be existing in here, or maybe some that we overlooked. So, I'm hoping that's the case. But, anyhow, we certainly want your participation, and if there's any questions holding you back from participating, we certainly want to clear those up as well.

Bill:

Okay, Mark. Thanks. So, I'll say a few things about the type of systems that we use. A lot of y'all may not know the brands that we use as proprietary systems. Our security systems are made by NAPCO. In general, we use the [Gemini 00:23:29] series and we're probably be using the X255 security panels. We'll be replacing all of the security panels, and the motion sensors and power supplies to know those are for the ones that are in the elementary schools. But the middle schools and the high schools, they're going to get completely new systems, so those will follow the NAPCO brand.

Bill:

We're going to upgrade all of our kitchen hood systems to the [Ansul 00:23:55] system, so we're trying to have a uniform brand out there. And we're dedicated to go with the Ansul R-102 systems. So, that's what we'll be doing with the kitchen hoods. Our camera replacements, we're switching to Panasonic throughout the entire district. So all of our cameras will be Panasonic and we will be integrating them into our VSS system, which is video inside, which is a subsidiary of Panasonic as well.

Bill:

We do all of our enrollment and stuff in house, we have a VSS manager, [Wayne Russell 00:24:33] that will be assisting all of those contractors and enrolling them in the VSS system. And so basically, we're going to try to make these changes and make them uniform throughout the district and, but we will have proprietary parts. So, you will have to purchase those particular brands that we're going to require. So if you have any questions about those particular manufacturers, we'll be happy to entertain those questions.

Dinita Caldwell:

Thank you, Bill. I think now we are at the question and answer phase of the webinar. So at this point, I will turn it over to Mr. Gerald Green, who will be facilitating our Q and A.

Gerald Green:

For now we have two questions in the queue. The first question is from [Ernesto Kenya 00:25:34], and this will be for our hub director, Dinita Caldwell. Are you going to share the webinar recording?

Dinita Caldwell:

Thank you, and I apologize. I don't know how to come to turn my camera back on. I'm controlling the presentation, But, oops, yeah, so we are going to share the webinar. We have to work internal with our teams. We have a requirement to ensure that our recording is ADA compliant, and so there's a process to that. So we're going to be working on that, so that you all can actually have a recording as well. But in the interim, at minimum, you will have access to the slides that we're presenting as well as the information that the contractor procurement team shared, which will be those cooperatives that we are members of.

Gerald Green:

Thank you, Dinita. The second question is from James Moore, and this will be for [Mike Sabercool 00:26:41]. Mike, this question is two parts. The first part is, will the fire sprinkler repairs be based on inspection report?

Mike:

[inaudible 00:27:01]. The fire sprinkler repairs, a number of them will be based on inspection reports. We don't have the full scope of work on this year, James. Some of this is taking of stuff from previous years inspections that were more costly deficiencies, that it took this Bond funding to be able to taken care of. So, some of it will be recent inspection, some of it's older stuff like corroded pipe and things like that, that just needs to be removed as a precaution [inaudible 00:27:37].

Gerald Green:

And then the second part [crosstalk 00:27:41]. And the second part, Mike, is will those reports, if they are available, be provided?

Mike:

I will say, yes. We would provide the reports if they were... If it was related to the scope of work, absolutely.

Gerald Green:

Okay. Thank you, Mike. The next question is from Felix, and this will be for Mike as well. For the low voltage wiring, we understand that the anticipated advertisement is going to be in August, 22, 2020. What is the anticipated execution date?

Jessica:

I can take this one, Mike, if you want.

Mike:

Yeah.

Jessica:

Yeah, so just to kind of give an overview, we're targeting November board day to go to the board for approvals. So, all goes well, we'll probably want to start this one end of November, early December of this year.

Gerald Green:

Thank you, Jessica. The next question is from Ramirez, and this will be maybe for Jessica. Is there any upcoming projects with Intercom/PA [inaudible 00:29:32]?

Jessica:

I would say no, at this time, and I can probably confirm that as well, but, no, not at this.

Mike:

I'll say, as part of this project, there is not, however, [inaudible 00:29:50] Ramirez may want to take a look at the district's website for construction management, because there's pretty much ongoing work all the time for Intercom and PA work, so.

Gerald Green:

Thank you, Jessica and Mike. The next question is from Robin, and I will answer this and anyone else can chime in, if necessary. Will this include desk virus shield? And I will say, no, not for these projects.

Dinita Caldwell:

Okay.

Gerald Green:

Anybody else want to add anything to that? Okay, I guess not. The next question is from-

Dinita Caldwell:

And Gerald, I'm sorry, if I can chime in. One, I want to acknowledge that we have Zack Pearce on the call, who is our director of our construction management department, so thank you. But I believe we had an Intercom PA, was it in RFP, maybe that was awarded last year. Zack, do you want to speak more to that?

Mike:

Okay.

Jessica:

Zack, you're on mute.

Zack Pearce:

Somebody's got to do that every meeting, right? You're the one guy who's stuck on mute and talking away. So if I recall correctly, through our office of IT, we did a RFQ for installers of PA systems district-wide, that way our IT department has the ability to reach out to those folks who were preselected through that RFQ to initiate contracts, as they find deficiencies across the district with the school's PAs.

Dinita Caldwell:

Thank you, Zack.

Gerald Green:

The next question is from [Ernesto Pina 00:32:00], and this question will be for Jessica or Mike. Is there any web or service you have in place where we can subscribe? No, this one will be for me. Is there any web or service you have in place where you can subscribe to receive project notifications? So, Ernesto, we currently do not have a service where you will receive notification, but if you can put your email address into the chat for me, I will ensure that you receive any notifications for current projects that will be posted. In addition, I will send you the link to our procurement website, where you can see any procurements that are currently being advertised. Thank you for your question.

Gerald Green:

Next question is from Felix. And I will answer this question for Felix as a follow-up question, do we have to contact AISD to get prime contractors’ contact? No, you do not. If you put your contact information into the chat for me Felix, I will ensure that you get any prime contractor information in respect to these life and safety projects, and then you can talk to me offline. And if you have interest in any other AISD projects, I can put you into contact with those prime contractors. Thank you for your question. Thank you for your email address, Ernesto. I receive it and also with Felix. That is all the questions at the moment we have in Q. And before I turn it over to Dinita, I'm going to ask a few questions. This question is for Mike on the fire sprinkler repairs.

Gerald Green:

Do you anticipate, and for that matter, for any of our life and safety projects, do you anticipate a major need for supplies and materials?

Mike:

On the project coming up next year to replace existing security systems district-wide, there's going to be a substantial amount of materials, because we're doing 130 campuses, and that's a one for one change out. So there's a large amount of... I think a large amount of materials right there. So yes, there is one. On these other projects, we don't know the materials that will be used. A lot of them are repair projects right now, and we just don't know what the scope of some of that work will be, but on the security system replacements, that will be going out on the street in, I think in February. [inaudible 00:36:06] a large amount of equipment there. And obviously the security camera replacements will be a large amount of equipment there. I'm not sure who's purchasing that, but someone's going to be buying some equipment.

Gerald Green:

Thank you, Mike. I appreciate that. And in addition to this question, I want to let all the attendees know that there are certified hub suppliers that supply supplies and materials for any of these life and safety projects. If you want that information and you will be submitting as a prime or as a subcontractor, I'll put my information into... My information is in this presentation, but I'll put it in the chat; my email address. Please send me an email address, I mean, an email and I will send you the information regarding the hub certified suppliers that have materials and supplies. One other question from me, this will be from Felix. Felix, because we are doing life and safety upgrades, campus wide, on 73 elementary schools, 17 middle schools, 13 high schools, and 10 AISD facilities, how will these projects be broken up? Can a prime bid on a certain number of projects or a particular region, how will these projects be awarded?

Gerald Green:

Is Felix still on with us?

Felix Alvarez:

Yeah, I'm sorry.

Gerald Green:

No problem.

Felix Alvarez:

Can you repeat that question because I know that there's an attendee that's named Felix, and then I was just, I was confusing [crosstalk 00:38:22], I'm sorry.

Gerald Green:

Not a problem. Since we are upgrading campuses district wide, 73 elementary schools, 17 middle schools, 13 high schools and 10 AISD facilities, how will these projects be awarded? Can it be awarded by region? Can it be awarded by multiple schools, middle schools, elementary, high schools, or if I was a bidder or a proposer, can I propose on all 10 of the AISD facilities? How will these projects be broken up?

Felix Alvarez:

Yup, great question. So the answer would be, as we're developing these scopes of work, whether we say it's a JOC, or let's say we issue a CSP. When I work with Jessica and Mike Sabercool and my team and in a little while, do not let me forget. I forgot to introduce Morgan. She's awesome and she's on my team. She's the one that's going to be releasing all these CSPs. So, we always reserve the right to reward all multiple or none. So we'll either break it up into packages as part of one CSP, and we'll say, these are going to be by regions. But yes, I don't think we were going to do one big package to award everything all at one to one vendor. I think we've already discussed un-bundling when applicable and we're able to, and it make sense. But, I know Mike and I and Jessica had talked in the past about, would it be easier to just do this by regions that way? And you got a high school, middle school and elementary school in one region.

Felix Alvarez:

So, I would just urge you to strongly read the CSP documents. Again, we always reserve the right to award one, multiple or none. But the way I think it's going to break up is we're going to issue multiple CSPs for a specific project. And we're either going to group the project in separate categories, where we've done in the past, we release one CSP and we'll say region one and region two. These are the two schools, right, that make up region one and region two. Then you can bid on region one and region two in that same CSP, or you can just bid on both of them. And so we'll look at that.

Gerald Green:

Thank you, Felix.

Felix Alvarez:

And I want to... Morgan Wright is on the line. She's leading the efforts in our construction and procurement team; our pro-con team. I want to introduce her. She also has an additional comment on contacting primes real quick. But Morgan is the point of contact for all the CSPs that we issue out earnings on those.

Morgan Wright:

Yeah, hi everyone. Like Felix said, my name's Morgan Wright. And as far as contacting primes, we do post the sign-in sheet to all of our meetings. So our pre-bid meetings for any CSP that we have, or our bid opening meetings. So, you can go back on our contact and procurement website and look at those signage sheets and see which prime contractors are most involved or have previously bid on other life and safety projects and their contact information is right there for you as well. So, that's another route that you can take on your own to be able to find those contact information.

Gerald Green:

Thank you, Morgan. And to piggyback on what Morgan just explained, Felix, not the panelist, but Felix, the attendee, who initially asked the question. I will ensure, Felix, that you receive all of our attendees signing sheets for the life and safety projects, because as Morgan has indicated, those are available and I will attend every pre-bid. So, once that pre-bid is completed and Morgan makes the attendee list available, I will send that to you for your information. Dinita, before I yield to you, there are just one or two more questions that have come in. Is that okay?

Dinita Caldwell:

Sorry, I was on mute. We have plenty of time, so yes, Gerald.

Gerald Green:

Okay. This message is from [Janetta Tensely 00:43:18], and I can answer it. Do you need our contact information for your attendance record? Not at this point because everyone that has attended, we have your contact information and that contact information will be the name of your company, your email address, your phone number. We have that information. We just need to go and verify of the 20 plus attendees that we have, we make sure that we know who attended. Thank you, Janetta. And then Zack Pearce. Zack, did you want to share something else, or did you have a concern with a question?

Zack Pearce:

No, not necessarily with the question. I just like to take the opportunity when I have a captive audience of subject matter experts that I can talk to about the 2017 bond program and other opportunities for the folks that are involved with these trades. We're almost directly in the middle of a $1.2 billion bond, where 18 of those projects are new school bills. So, each of those schools are going to have opportunities in this area of all types of life safety, cabling, everything that you're doing or you're hearing about here, there'll be some opportunities presented in those projects, where you can be a part of one of our teams for these new school builds.

Zack Pearce:

So I would just like to encourage you to stay in touch with Gerald and Melfi and Dinita and get information when those projects are going to be out on the streets, so you can participate, and we can get you involved more in our other projects. We also have approximately 38 targeted projects every Summer that come out through the CSP process. And we have probably eight or nine contractors that continuously bid on those projects. Some of those have this type of scope in it, some don't, but there's an opportunity there as well for you to participate in the 2017 bond program outside of Life Safety. I'm not trying to steal your folks, Jessica and Michael, but the opportunity is there and we'd love to see the participation from all these hub vendors in our other projects as well.

Gerald Green:

Thank you, Zack. One more question before I turn it over to our hub director, Dinita. This is from [Al Rodriguez 00:46:08], and I will answer the question and Jessica and Mike, if you want to chime in, please feel free to do so. The question is, will equipment and materials be supplied by the installing contractor or owner supplied? In general, the equipment and the materials will be supplied by the installing contractor. And Jessica, Mike, you want to add anything to that?

Mike:

Gerald, I was just going to say that there's [inaudible 00:46:45] some of these, there will be some AES radios used for communication. We're not sure if the contractor will be able to buy those, or if we will have to provide those just because the equipment is based on a radio frequency that's owned by Austin ISD. And as far as I know, no one else can buy it, so we'll have to put that in the scopal work once we put that out on the street. We’ll have that figured out by them.

Gerald Green:

Thank you, Mike. One more question, Dinita, and this is the last one. This is from Al Rodriguez as well. And I will let Dinita take this question, so that she can close this webinar. Will a list of those attendees attending this zoom meeting be released?

Dinita Caldwell:

Thank you, Gerald, for facilitating our question and answer session. And in terms of releasing the list of attendees, we're open to that. We hadn't made any specific plans to release the attendees. Whoever's asking that question, if you would like to reach out to us directly, you can either email Gerald. I think he put his information in the chat. We also have the slide where we have all of our hub contact information and we can follow up with you offline on that. So one, I just want to add a few points just to make, help make you more successful within the hub program in general. Please remember to update your company's profile information on all of your lists that you're associated with. So if that's the City of Boston; small and minority business resources, if that's the state of Texas, hub program. Whatever list that you're on, you want to make sure that your primary contact person, that information is updated.

Dinita Caldwell:

We know that people change in and out. And so we came across a few where there were some changes that needed to happen, and we want to make sure that as we're reaching out to you, we're able to reach you directly. Another reminder is that, and I think we spoke on this a couple of times, but everybody who registered for this session, we have your information. We will be sure to add you to our list, so that you will receive notifications from us. So that's what we are committed to doing our part. However, the other part of that is for you to engage with us as well, be proactive, look at the contract and procurement website, follow up with our teams, reach out directly, so that we can begin to build those relationships, especially if you're new to doing business with the district. We are open to having meetings with you, having conversations to go over your capability profile.

Dinita Caldwell:

Our goal is to position you to be as successful as you can when you are submitting for our project opportunities. And so we are here for you as a resource, but we encourage you to make that first step in terms of reaching out directly to our teams. And last, I would like to say that, and I think Mr. Sabercool mentioned this, if there's anything that you think that we may have overlooked in terms of potential opportunities for subcontracting, we want to hear. Let us know. We're trying to do our best to facilitate hub participation. Again, I use the term when feasible. So, please reach out to us directly. Let's have that conversation. Again, our team is being very diligent about working with our project managers to ensure that we are maximizing those opportunities for you as a hub firm.

Dinita Caldwell:

And so with that, I thank you so much for joining our webinar. This has been excellent opportunity for us to, one, introduce you to our leadership team and the various areas that we have, but also for you to learn a little bit more about our process at the district. Again, this recording will be available later, but the slides will be made available on our hub website within five business days. We'll post that. Again, please reach out to our team. And we look forward to seeing all of you submit at some point for our project opportunities. Staff, if there's nothing else, this concludes our webinar.

Jessica:

Thank you.

Gerald Green:

Bye, bye.

Morgan Wright:

Thank you.

Jessica:

Thank you.