



METRORail Small Business Enterprise Initiative



RAIL MEANS BUSINESS

NEW OPPORTUNITIES ARE ON THE LINE



The METRORail Expansion Project

HELP BUILD HOUSTON'S FUTURE. AND WE'LL HELP BUILD YOURS.

The METRORail expansion project represents \$300+ million in opportunities for SBE contractors.

WHAT'S HAPPENING?

We're beginning construction on new light rail lines in the Houston area. That's exciting news for businesses like yours. These new lines are part of a larger Metropolitan Transit Authority of Harris County (METRO) mass transit plan known as METRO Solutions.

WHAT'S IN IT FOR YOU?

A lot. The METRORail expansion project represents well over \$300 million in opportunities for certified small business enterprises (SBE) of all kinds to participate and prosper—from construction and truck repair companies to printing and office supply firms.

WE WANT TO HELP YOU SUCCEED.

WHO'S OVERSEEING THIS PROJECT?

Houston Rapid Transit (HRT) is handling all aspects of construction. HRT is a joint venture including Parsons Transportation Group, Granite Construction Company, Kiewit Texas Construction, and Stacy and Witbeck.

YOU ARE NOT ALONE

Each of our partners is highly respected in the transportation and construction industries. Each has an impressive track record working with small businesses on major transportation projects around the globe.

We have a special program in place to make SBE participation in this METRORail project simple and profitable. Follow these simple steps, and you're on your way to success.



Take advantage of workforce training and ongoing support to help your company become more competitive and qualify for work with the METRORail expansion project.



STEP 1: GET CERTIFIED

First, get certified with METRO as a small business enterprise. It's the best way to take advantage of the programs and support offered by the SBE program.

Once your business is certified with METRO, it's good for three years. METRO also accepts the Disadvantaged Business Enterprise certification of the City of Houston, as well as the SBE certifications of the Small Business Administration, the Texas Unified Certification Program and the Houston Minority Supplier Development Council (formerly HMBC).

Go to ridemetro.org or call 713.739.4844 to certify your business with METRO.



STEP 2: GET IN THE LOOP

Once you are certified with METRO, you'll be added to the HRT database, iSqFt.com. This is where the solicitation package, construction drawings and specifications are posted for your reference. You'll receive a welcome email from iSqFt, along with a login and password to use. (This may take a week or two if you're a newly certified METRO SBE.)

To ensure you have access to the latest project information, visit iSqFt.com to make sure you've been enrolled or to update your profile if you are already registered.

Go to railmeansbusiness.com to request access to iSqFt at any time.



TIP: We provide all iSqFt notifications by email, so please be very careful to keep your email up to date.



STEP 3: GET TRAINED

The SBE office takes over from here, and we're with you every step of the way. Join us for regular training and networking events to help you make the most of every opportunity. Each month, we'll hold training sessions, roundtable discussions and procurement forums so you can get busy growing your business. We also have special SBE outreach teams available to provide one-on-one assistance.

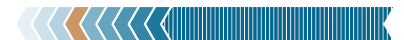
Go to railmeansbusiness.com and check your email for upcoming events.



STEP 4: GET WORK

We're doing our best to make that easy, too. Just go to our METRORail SBE web site regularly. That's where you'll find everything you need—the latest solicitations, networking opportunities with our joint venture partners, the iSqFt link and much more.

Go to railmeansbusiness.com often for the latest METRORail business opportunities.



TIP: The railmeansbusiness.com web site is used for METRORail SBE opportunities exclusively. These solicitations do not appear on the METRO web site. For METRO bids unrelated to the new rail lines, go to the ridemetro.org web site.



STEP 5: GET GROWING

You can respond to as many bid invitations as you like. In fact, to give more businesses the chance to get their piece of the pie, we've broken larger jobs into smaller ones, and we look forward to building a strong, working relationship with you. Count on us for ongoing involvement and support, or even help resolving an issue.

Go to railmeansbusiness.com and grow your business with METRORail.



SMALL BUSINESS OPPORTUNITY KNOCKS, IN A BIG WAY

The METRORail expansion project is on. And the opportunities are great for certified small business enterprises.

Don't get left behind. Take advantage of these special programs and services, designed to help you make the most of the outstanding opportunities available.

BUSINESS DEVELOPMENT TRAINING

"Getting Your Small Business on Track" is a series of regularly scheduled workshops to help you grow your business, covering topics such as:

- effective project management
- joint venturing
- bonding
- contract negotiations
- safety
- scheduling
- financial management
- general record keeping
- pricing your products and services

BUSINESS-TO-BUSINESS PROGRAM

The SBE Business-to-Business program provides a great way to share information and network with other firms. Large and small companies or individual business professionals can collaborate to advance their business objectives and learn from each other's experiences. In addition, we'll provide training on how to establish teaming agreements, partnerships and joint ventures.

ELECTRONIC PLAN ROOM

Visit our electronic plan room at iSqFt.com to view drawings for each active procurement opportunity.



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