



PONT INTERNATIONAL
GORDIE
HOWE
INTERNATIONAL BRIDGE



BNA Procurement Summit

Detroit, MI, USA

October 20, 2021



PONT INTERNATIONAL
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Thank you for joining us.

**Please be sure to mute your
microphone.**

We will begin shortly!



Welcome and Introductions

AGENDA

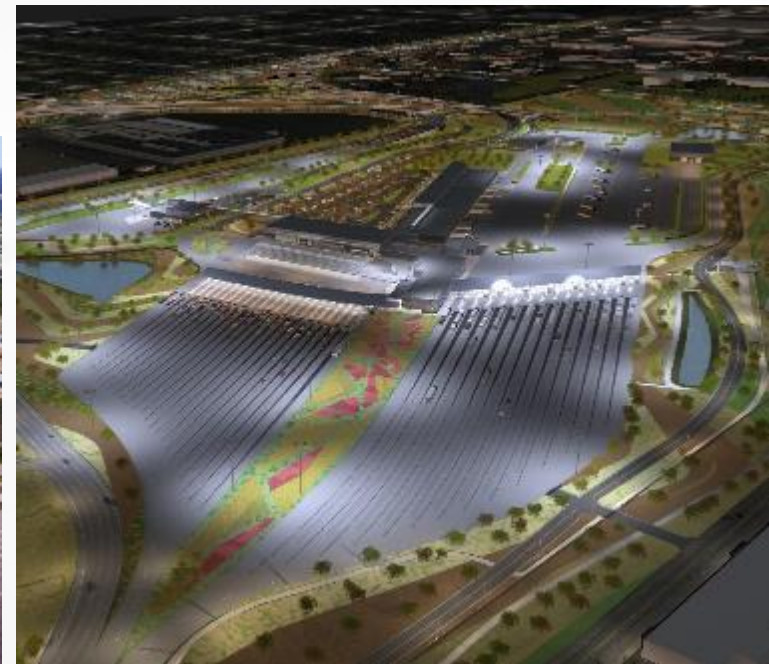
1. Welcome & Introductions
2. Safety Moment
3. Project Update
4. BNA Procurement Process
5. BNA Upcoming Opportunities
6. Tier 1 Speakers
7. DBE Goal & Opportunities
8. Q & A session
9. Wrap Up

SAFETY MOMENT

Bob Gallant,
Director of Health & Safety, BNA



PROJECT COMPONENTS



CURRENT PROGRESS & CONSTRUCTION UPDATE



Canadian bridge site tower work



US bridge site tower work

CURRENT PROGRESS & CONSTRUCTION UPDATE



Canadian Port of Entry Main Building



US Port of Entry Main Building.

CURRENT PROGRESS & CONSTRUCTION UPDATE



I-75 Corridor: Clark St Bridge



I-75 Siphons: Cavalry Street.

WORKING WITH BNA PROCUREMENT

Subcontractors should email procurement@bnausjv.com and register. Opportunities for ancillary materials and services will follow a more abbreviated process.

Some upcoming packages are listed in this presentation; others will be released into 2022 and beyond.

The project is always looking to source materials and tools locally; suppliers are invited to the less demanding RFQ process and may be requested by phone or email the BNA Procurement Team.

Companies who are looking for opportunities on the Project email address above. Should the inquiries be successful it will result in a Purchase Order, however other forms of Agreement may be used.

Ask any questions you want to at the end – none are too small

UPCOMING OPPORTUNITIES WITH BNA

Current Work Packages moving forward in Q4 2021 and Q1 2022 are as follows:

USPOE

Q4 – Perimeter Fence and Gates

Q4 – Concrete Paving, Sidewalk and Gutter

MI-75

Q4 – Guardrail

Q1 – Concrete Coating/Waterproofing

US BRIDGE

Q4 – Access Doors and Hatches

Q4 – Approach Bridge Access

While some of the packages seem very large there will be opportunities from Subcontractors awarded the larger packages.

To request a package and NDA, contact: procurement@bnausjv.com

| TIER 1 SUBCONTRACTOR - WALBRIDGE

Walbridge's Scope includes the US POE buildings and canopies that will serve the Customs and Border Patrol.


Construction is underway and anticipated completion is May 2024.

Subcontracts have been awarded for long lead equipment, concrete, steel, building enclosure, etc.

The remaining opportunities are as follows:

- Pistol Lockers & Gun Racks
- Fire Extinguishers/Visual Display Boards/ Projection Screens
- Cattle Equipment

TIER 1 SUBCONTRACTOR - WALBRIDGE


 **Walbridge**

CORE VALUES

- Think, demand and deliver safety in all aspects of our business.
- Serve our customers by listening, understanding and producing added value.
- Embrace change through constant learning, feedback and continuous improvement.
- Relentlessly pursue success through commitment to teamwork and innovation.
- Build trust and loyalty through uncompromising honesty and integrity.
- Provide opportunities for our employees to achieve their goals and improve the quality of life.
- Recognize that we have a responsibility to the environment, the community and other stakeholders.

CORE PURPOSE

Deliver world class facility and related services for our customers' success.

 **Walbridge**

CORPORATE VISION

We will be the provider of choice, leveraging our collective talents to meet the needs of our globally diverse customer base.

- We will conduct ourselves with uncompromising commitment to our core values.
- We will inspire and guide with positive leadership.
- We will attract and retain the best talent by providing challenging opportunities, encouraging innovation and rewarding accomplishments.
- We will leverage our resources through value-added alliances, partnerships and acquisitions to effectively provide the best solution.
- We will embrace promising technologies as a means to deliver added value and create competitive advantage.
- Our thinking will be flexible and entrepreneurial.
- Our actions will reflect agility and responsible integrity.
- We value diversity and see it as an advantage.
- We will continuously develop a learning culture that supports the development and growth of our professional, technical and craft teams.

TIER 1 SUBCONTRACTOR - WALBRIDGE

BRIDGE PROGRAM

B

Build
Partnerships
& Relationships

R

Reach Out
through
Networking
& Training

I

Inclusion

D

Document
Results/
Successes

G

Guidance

E

Endorsement
(Support)

TIER 1 SUBCONTRACTOR - WALBRIDGE

A vendor profile can be created using the link below. All vendors must prequalify to be considered for a contract award.

- http://www.walbridge.com/subcontractor_portal/

Once a vendor profile is created you can contact Greg Oszust or Dan Wulf for communication on future bid opportunities.

- (313) 442-1378 – goszust@Walbridge.com
- (313) 530-1325 – dwulf@Walbridge.com

Complete and sign non-disclosure agreement for access to bid documents.

Subcontractor
A company that will provide or perform labor on a project site with or without material, tools and equipment to perform a specific task as a part of the overall project. This classification also includes Testing and/or Consulting firms that will have onsite sampling, testing and commissioning services.
All companies in this classification will perform some type of On-site Labor
NEW / EXISTING USER

Vendor / Supplier
A Company that provides goods or services without providing any Project onsite labor to perform a specific task as part of the overall project. This includes but is not limited to the following:
A manufacturer, distributor, supplier of equipment, parts, raw materials (steel, lumber, concrete, etc.) or businesses that provide services like transportation, packaging, facility maintenance, rental equipment (equipment only, no labor) or commissioning services. This classification includes any other services that don't fit in the other categories.
These vendors will not perform any on site trade labor as part of the overall construction or tooling project. If you do, you must refer to Subcontractor.
NEW / EXISTING USER

Architect / Engineer
A firm with registered professional(s) capable of designing and sealing design documents for a discipline(s) and are generally the designer of record for said discipline(s), but do not provide onsite construction labor. This does not include firms whose function is to generate shop or detail fabrication drawings for subcontractors.
Download Registration Form
UNITED STATES
CANADA

TIER 1 SUBCONTRACTOR - CYMI

- CYMI is part of ACS Industrial Services, whose activity focuses on the development, construction, maintenance and operation of energy, industrial and mobility infrastructures
- CYMI in North America
 - USA: Main ongoing projects: Chesapeake Bridge Tunnel and Hampton Roads Bridge Tunnel (current backlog: \$150M USD)
 - Canada: Main ongoing projects: Eglinton LRT, Finch LRT, GHIB Canadian POE Electrical Works (current backlog: \$80M CAD)
 - Annual Revenue: \$50-\$60M



TIER 1 SUBCONTRACTOR - CYMI



- CYMI is looking for local subcontractors to support our company for a successful project
- Main Requirements
 - Highest standards in safety
 - Local manpower to support local communities
 - Qualified personnel – electrical works
 - Knowledge of local market
 - Unionized subcontractors
 - Experience in infrastructure projects
 - Diversity/integration
 - DBE



TIER 1 SUBCONTRACTOR - CYMI



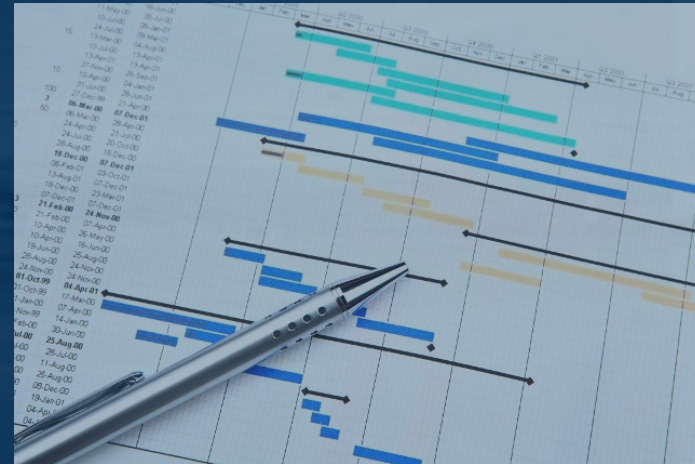
- CYMI is looking for local suppliers
- Main Requirements
 - Quality standards
 - Quick response
 - Technical knowledge
 - Engineering solutions
 - 24/7 Availability



TIER 1 SUBCONTRACTOR - CYMI



- Project Schedule – Electrical Works
 - Project Duration: 2021-2024
 - Construction Phase: 2022-2024
 - Construction Stages
 - Approaches
 - Bridge



TIER 1 SUBCONTRACTOR - CYMI



- Scope of Works
 - Supply and Installation of raceways (conduits, cable trays, etc.)
 - Supply and Installation of supports, junction boxes, pull boxes, etc.
 - Supply and Installation of MV and LV Power Distribution Cables
 - Supply and Installation of Distribution Panels
 - Supply and installation of bridge maintenance lighting
 - Supply and installation of Fire Alarm System
 - Supply and Installation of Roadway, Pedestrian and Underpass lighting Grounding and Bonding
 - Installation of Architectural Lighting



TIER 1 SUBCONTRACTOR - CYMI



- Bid Process
 - RFP document
 - Suppliers
 - Subcontractors
 - Selection Process
 - Shortlist
 - Discussion of Main Terms and Conditions
 - Final Negotiations
 - Award
- Project Procurement
 - Project Manager/ Coordinators
 - Purchases Manager



TIER 1 SUBCONTRACTOR – CYMI

- Bid Process Timing
 - Commercial Conversations with Suppliers and Subcontractors to be started by November-December 2021
 - Preparation of RFP Documents to be sent out for bidders – 2-4 weeks (January 2022)
 - Proposal Stage – Time to submit proposal
 - Subcontracts: 2-4 weeks
 - Suppliers
 - Materials package above \$50,000: 2-4 weeks
 - Materials package below \$50,000: <2 weeks
 - Proposals Evaluation: 1-2 weeks
 - Shortlist and Final Negotiations: 1-2 weeks
 - Award
- Bid process can take from 1-2 weeks for small scope packages to 6-8 weeks for main packages



TIER 1 SUBCONTRACTOR - CYMI



Contact Information

- Commercial Information:
 - Angel Munoz, 519.903.1750, amunozl@cymisa.com
 - Alexis Mozo, 416.732.5792, amozom@cymisa.com
 - Jim Eldert, 647.400.1922, jeldert@cymisa.com
- Procurement/Project Management Coordination:
 - Oscar de la Fuente, 519.903.7150, ofuentet@cymisa.com

www.cymisa.com



TIER 1 SUBCONTRACTOR - HONEYWELL

Honeywell Building Technologies

- Honeywell is providing the Integrated Security System (Card Access, CCTV Intrusion Detection) for the Canadian and US Points of Entry and the Bridge
- Honeywell will begin onsite work in mid 2022 until project completion in late 2024

Staffing Requirements

- Junior and Senior Level Security Systems Technicians both in Canada and US

Material Requirements

- Electrical Cabling and Standard Electrical Fittings
- Job Postings can be found at www.honeywell.com
- Procurement Inquires can be sent to frederic.lapierre@honeywell.com

DISADVANTAGED BUSINESS ENTERPRISE OPPORTUNITIES

DBE Goal

2.15% of the cost to design and construct the Michigan Interchange with I-75 and the portion of the Bridge that is in Michigan.

It is anticipated that considerable opportunities for DBE participation will be available at later stages of the project, including solicitations for the U.S. Port of Entry.

DISADVANTAGED BUSINESS ENTERPRISE OPPORTUNITIES

SUBCONTRACTING OPPORTUNITIES

Tier 1	
Anticipated Work Areas and Time Frame of Engagement	
Lane Marking & Signage (US POE)	Q3 2023
Fencing & Gates	Q4 2021
Landscaping, Restoration	Q1 2022
Fabrication of Misc. Steel Structures	Various and ongoing
Concrete Barriers	Q4 2021
Guard Rails & Crash Barriers	Q3 2022
Comms & External Electrical	Q4 2020

DISADVANTAGED BUSINESS ENTERPRISE OPPORTUNITIES

SUBCONTRACTING OPPORTUNITIES

Tier 1

Anticipated Work Areas and Time Frame of Engagement (continued)

Asphalt Paving	Q4 2021
Concrete Flatworks	Q3 2021
Retaining Walls	Q3 2022
Water Main	Q3 2021

NOTE: These dates are approximate and will be refined as the program strategy is honed based on the impacts of BNA's outreach initiatives.

DISADVANTAGED BUSINESS ENTERPRISE OPPORTUNITIES

SUBCONTRACTING OPPORTUNITIES

Tier 2 and Below

DBE PARTICIPATION

Ways of identifying potential DBE Tier 2 opportunities include, but are not limited to:

- MUCP Directory
- Networking
- BNA Referrals

DISADVANTAGED BUSINESS ENTERPRISE OPPORTUNITIES

SUBCONTRACTING OPPORTUNITIES

Tier 2 and Below

This is not anticipated before the end of Q3 2021, but it is envisaged that the following packages could see DBE participation at the Tier 2 level and below:

- Electrical Supplies/Materials
- Fencing
- Flooring / Carpentry
- Janitorial Services

BNA liaises closely with its Tier 1 supply chain members to facilitate DBE involvement.

DISADVANTAGED BUSINESS ENTERPRISE OPPORTUNITIES

SUBCONTRACTING OPPORTUNITIES

Tier 2 and Below (continued)

This is not anticipated before the end of Q3 2021, but it is envisaged that the following packages could see DBE participation at the Tier 2 level and below:

- Plumbing and Piping
- Reinforcing Steel Fabrication
- Steel fab / Misc. Metals
- Trucking

BNA liaises closely with its Tier 1 supply chain members to facilitate DBE involvement.

DISADVANTAGED BUSINESS ENTERPRISE OPPORTUNITIES

DBE CERTIFICATION

To learn about the program and eligibility requirements, go to:
<https://mdotjboss.state.mi.us/MUCPWeb/welcome.htm>

To apply for certification, go to:
<https://mdotjboss.state.mi.us/MUCPWeb/forms.htm> and download the DBE Certification Application and related forms.

To add NAICS codes, go to:
<https://mdotjboss.state.mi.us/MUCPWeb/forms.htm> and click on Additional Work Request Form.

To search for NAICS codes, go to: <https://www.naics.com/search/>

DISADVANTAGED BUSINESS ENTERPRISE OPPORTUNITIES

DBE PROGRAM ADMINISTRATION

DBE Program Administrator:

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(517) 402-1994

Thank you for attending Question and Answer Session

