



# Grow the Hidden Value of Invitations to Bid

By Kaiya Barrett

Are the responses to your latest invitation to bid or ITB not generating the buzz you expected? It may be time to take a step back and work on actively expanding your network.

Take a good look at your ITBs. They hold gifts you may never considered before. The value of an ITB is based on action and being proactive in your outreach to contacts. An expanded network gives you more trusted, skilled options to deliver true customer value and expectations. Once you've nailed down your network, you can better evaluate profitability based on the needs of each project and your ability to deliver quality results.

So, where do you start? Turn on the inner extrovert and start relationship building.

network of fresh and new connections. With access to new contacts that will see your projects, you can be proactive in your follow up with them.

Here are some steps for successful interactions.

**Make follow-up calls part of your process.** A good best practice after sending your ITB is to follow up with a phone call. The conversation isn't over if you find out this contact can't make this specific bid. If they're already booked for that time, you can ask when they will be free. Or you can invite them to participate in another project at a different time.

**Take note of the conversation.** Never treat the follow-up contact as a one-off conversation. It is helpful to think of this person as a potential partner, so make sure you're making notes during the conversation. Maybe you can hear their dog barking in the background, or you just happened to call them on their birthday. These are talking points that will make future outreach much easier. Having a bid management tool, where you are able to take notes and build actions from your conversations allows you to be more personal in future outreach.



**If You're a Subcontractor**  
 When you receive an invitation to a party, do you respond or not? If you can't attend, at the very least, you should let the host know you appreciate the invite, and that you'll try to meet up

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# Sub-Bid Requests

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**IS CURRENTLY SOLICITING COST PROPOSALS FROM QUALIFIED AND CERTIFIED DBE AND SDVOB SUBCONTRACTORS, VENDORS, SERVICE PROVIDERS**  
**Midtown Bus Terminal Replacement Program Construction Services for the Staging and Storage Facility and Ramp Structure Project**  
 PANYNJ RFP No. 62272  
**Bid Date: December 4, 2024**

**Brief description of work:**  
 The project's scope of work includes, but is not limited to, the preparation for construction and the construction of the SSF and associated ramp structure that serves the SSF, underground utility work and relocations, demolition of existing car and bus ramps, and construction of a new temporary ramping system to facilitate and maintain an uninterrupted operation at the existing main terminal. Once the project is completed, the SSF and ramp structure will serve as a temporary terminal for the duration of the existing PABT demolition and construction of the new main terminal. The Port Authority expects zero impacts to all existing operations, inclusive of all city street and tunnel traffic.

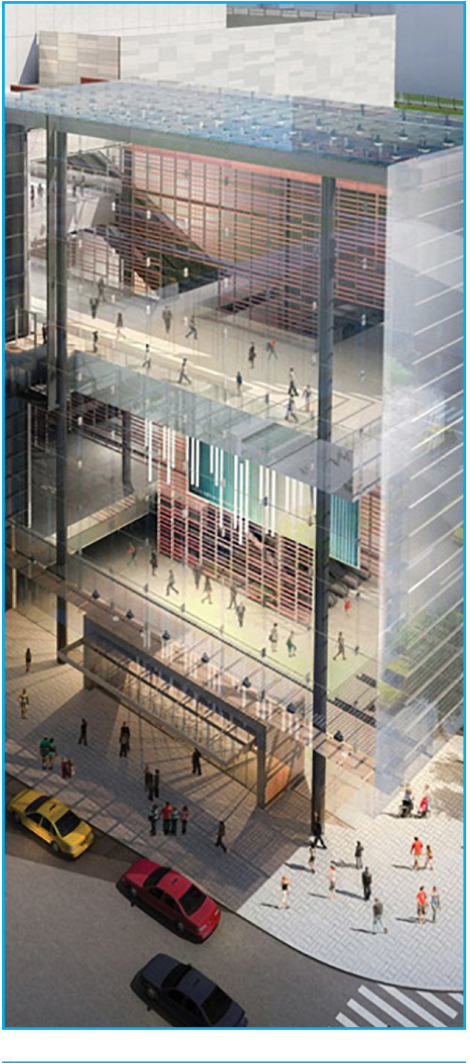
**Invitation to bid for DBE and SDVOB firms**  
 For further information concerning subcontracting and/or purchasing opportunities, and to register as a subcontractor or vendor, please respond to [solicitations@tutorperini.com](mailto:solicitations@tutorperini.com) or contact Arlene McBayne at (914) 739-1908. Come and join our team!

**SKANSKA**  
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**IS SOLICITING COST PROPOSALS FROM NEW YORK, NEW JERSEY, AND CONNECTICUT DBE SUBCONTRACTORS AND VENDORS**  
**Rehabilitation of Primary Settling Tanks and Ancillary Facilities at North River WRRF**  
 NYC DEP Contract No. NR-111  
**Bid Date: December 18, 2024**

**Description of project:**  
 The scope of work at the North River WRRF includes the replacement of the eight PST sludge collection system mechanisms, rehabilitation of the PST interior concrete structures, and improvements to related PST systems, such as the influent channel motorized slide gates, the primary sludge pumps, scum collection and concentration system, and the grit suspension pumps. The scope also includes replacement of the two SCT collection mechanisms and rehabilitation of the SCT interior concrete structures.

**Many bidding opportunities are available:** CPM scheduling, progress photos, pest control, demolition, spall repair and crack repair, sawcutting, structural concrete, rebar supply and installation, survey, masonry, miscellaneous metals, roofing, doors, mechanical pumps and equipment, HVAC, hazardous material removals, piping, electrical, I&C, office cleaning, trailer rental.

If you are interested in bidding on this project, please contact Skanska's Outreach Coordinator: [Aislinn.Speranza@skanska.com](mailto:Aislinn.Speranza@skanska.com) • EOE/M/F/Vet/Disabled



**SKANSKA**  
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**IS SOLICITING COST PROPOSALS FROM NEW YORK STATE DBE SUBCONTRACTORS AND VENDORS**  
**Design-Build Services for LIRR West Side Yard Flood Mitigation Measures**  
 MTA Construction and Development Contract No. 6401  
**Bid Date: February 3, 2025**

**Description of project:**  
 Design, furnish, construct, and install concrete perimeter flood walls, seepage cut-off barriers below the concrete flood walls, flood gates, deployable flood barriers, sump pumps, a tide gate chamber, drainage system improvements, workable aisles and a diesel generator, an automatic transfer switch, ancillary electrical equipment, and required communications.

This project will develop flood protection solutions for the West Side Yard in order to prevent and mitigate flooding of the LIRR Tunnels. The flood protection along the WSY perimeter will be accomplished via a combination of permanent flood walls and deployable flood barriers.

**Many bidding opportunities are available:** deep foundations, minipiles, jetgrout, sheeting, rebar installation, concrete supply, site work, electrical work, painting, paving, curb and sidewalk, site utilities.

If you are interested in bidding on this project, please contact Skanska's Diversity and Outreach Coordinator: [Aislinn.Speranza@skanska.com](mailto:Aislinn.Speranza@skanska.com) • EOE/M/F/Vet/Disabled



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For more info contact  
 Valerie Voorhies at  
[vvv@sbeinc.com](mailto:vvv@sbeinc.com)

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## NORTHEAST EVENTS FOR YOUR BUSINESS

**2024**

**Selling to the Federal Government Webinar**  
 Thursday, December 12, 2024, 1:00 pm–4:00 pm Online  
**Main Sponsor(s): US Small Business Administration**  
**Contact: George Tapia, 610-382-3086, george.tapia@sba.gov**  
**Fee: Free; registration required**  
 Did you know that the federal government is the largest purchaser of goods and services in the world? Interested in learning how your business can market your services or goods to the federal government? Register online at <https://www.eventbrite.com/e/how-to-sell-to-the-federal-government-tickets-21790713611> SBA helps to ensure small businesses get fair opportunities to share federal government prime contracts. Topics will include: How to Register, Small Business Certifications, Finding Opportunities, Marketing Your Firm, Federal Supply Schedules, Getting Paid, Tips to Prepare Your Offer, How to Seek Additional Assistance. All training sessions are held via Microsoft Teams Meeting. Participants must ensure Microsoft Teams is functioning.

**Federal Contracting: Woman-Owned Small Business (WOSB) Certification Program Webinar**  
 Tuesday, December 17, 2024, 2:00 pm–3:30 pm Online  
**Main Sponsor(s): US Small Business Administration**  
**Contact: Patrice Dozier, patrice.dozier@sba.gov**  
**Fee: Free; registration required**  
 Welcome to the WOSB webinar series! Are

you a woman owner of a small business? The federal government's goal is to award at least five percent of all federal contracting dollars to woman-owned small businesses each year. Join us for training on how to register for SBA's Woman-Owned Small Business (WOSB) program, which helps eligible small businesses to qualify for federal contracting opportunities. The monthly sessions include an overview of the self-certification process, and a discussion of the NAICS codes that qualify as WOSB or EDWOSB. Register at <https://www.eventbrite.com/e/woman-owned-small-business-wosb-certification-program-tickets-853224426227>

**8(a) Orientation and SAM Registration Webinar**  
 Wednesday, December 18, 2024, 10:30 am–11:30 am Online  
**Main Sponsor(s): US Small Business Administration**  
**Contact: SBA Illinois District Office, 312-353-4528, illinois.do@sba.gov**  
**Fee: Free; registration required**  
 Join the Small Business Administration (SBA) Illinois District Office for a virtual workshop providing an overview of the 8(a) Business Development program, eligibility requirements, and program benefits. Also learn how to increase your potential for federal contract opportunities through System for Award Management (SAM) registration, including information that you need for the registration process. SBA presenters will offer additional tips, address FAQs, give directions on where to get further assistance, and answer your other questions. To register for this free webinar, <https://www.eventbrite.com/e/basics-of-sbas-8a-business-development-orientation-and-sam-registration-tickets-1030097909577>

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