



**Opportunity
Rising.**

Diversity in Procurement

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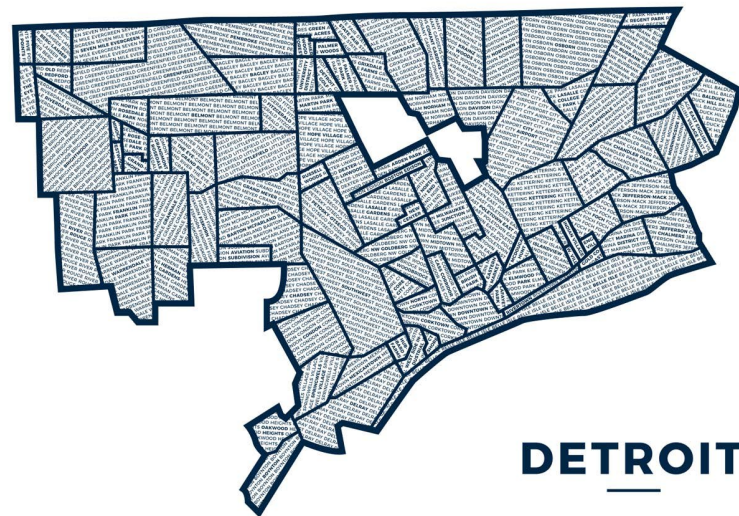
Civil Rights, Inclusion & Opportunity (CRIO)

- **CRIO Certifications:**

- ❖ **Detroit-Based Business**
- ❖ **Detroit Resident Business**
- ❖ **Joint Venture**
- ❖ **Mentor Venture**
- ❖ **Detroit Headquartered Business**
- ❖ **Detroit-Based Small Business**
- ❖ **Detroit-Based Micro Business**
- ❖ **Minority Enterprise Business**
- ❖ **Woman Enterprise Business**



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Color Legend:

Currently in the DWSD policy.

To be considered for updated policy.

CRIO Certification Definitions

Detroit-Based Business: a CRIO-certified business which pays city income taxes on the business' net profits and pays city property taxes on a plant or office and equipment for at least one year.

Detroit Resident Business: a CRIO-certified business which employs a minimum of four (4) employees and at least fifty-one (51) percent are City residents.

Joint Venture: a joint venture of separate firms, one of which is a DBB, DBSB, DRB, or DBMBC, which has been created to perform a specific contract, and is evidenced by a written agreement. (Performs at least fifty-one (51) percent of the total performance, responsibility, and project management.)

Mentor Venture: a joint venture of two or more separate businesses, one of which is a DBB, DBSB, DRB or DBMBC, which has been created to perform a specific contract, and is evidenced by a written agreement. (Performs at least thirty (30) percent of the total performance, responsibility, and project management.)

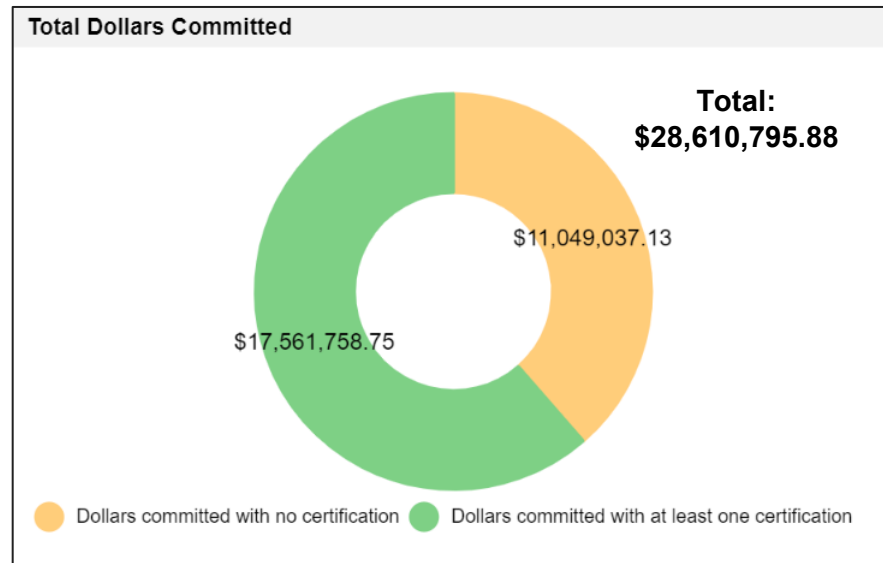
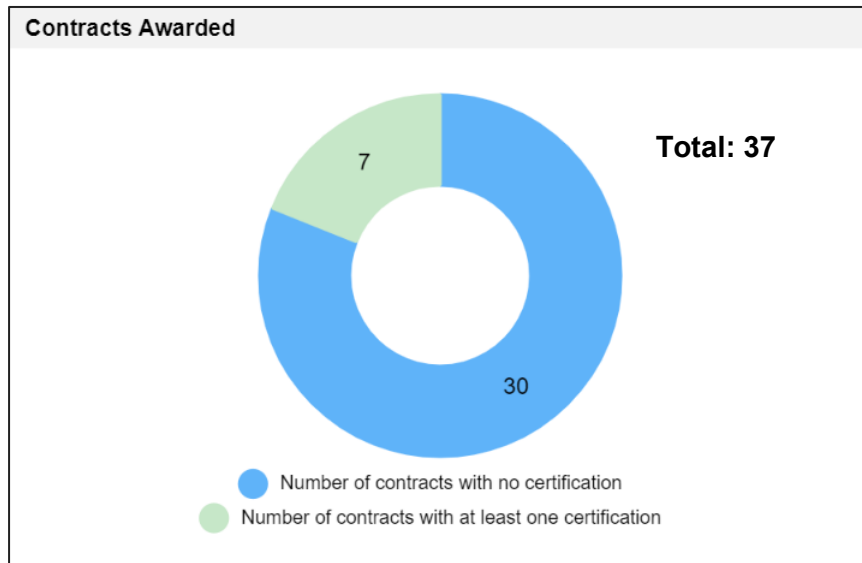
Procurement & CRIO Certifications

- Certifications are used to score the prime contractor's bid/proposal. (Equalization Credit)
- Currently, primes **are not** required to submit the names of their subs on their bids/proposals up front.
- Beginning FY23, we are now **recording and tracking** how many CRIO certified businesses work with DWSD.



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CONTRACTS AWARDED (July 1 – Dec. 31, 2022)



19% of DWSD contracts were awarded to contractors with at least one certification.

61% of the total dollars committed went to contractors with at least one certification.

Outreach & Education

- **WS 735 – Lead Service Line Replacement (\$25M)**
 - **11** targeted informational meetings (**28** vendors)
 - **6** vendors submitted bids; **2** new vendors
 - **New contractor awarded. (\$5M lower from next bidder.)**
 - **Priority Hiring Agreement (DESC/Detroit At Work)**
- **Lead Service Line Replacement (\$45M, \$5M, AND MORE)**
 - Informational meeting on Friday, March 3 (**72** vendors)
- Community events, meetings, workshops, etc.
- Monthly Contractor Connect Newsletter
- Social Media posts/Updated website
- Pre-bid/Pre-Proposal meetings




You're invited to an informational meeting on DWSD's Lead Service Line Replacement Program

DWSD is getting ready to post a solicitation for lead service line replacements (LSLR) throughout Detroit. The \$45 million contract will be awarded to multiple contractors, large and small. **Will you be ready to submit your proposal?**

Contractors ask me all the time, "How do I get a contract with DWSD? What do I need? How do I get started?"

I'm here to help. You are invited to join us for a virtual informational meeting to hear an overview of our LSR program from DWSD staff. There will also be an opportunity for general questions and answers.

Friday, March 3 at 1 p.m.
Register using the link below.
(A Zoom link will be emailed to you prior to the meeting.)

Register: <https://app.smartsheet.com/tu/form/4153e80be52144ed926ef8c024d715fd>

PLEASE NOTE: This is a general information meeting, not a pre-bid nor contractually binding meeting. All attendees should read the official solicitation, once posted, and respond accordingly.

For more information contact
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