



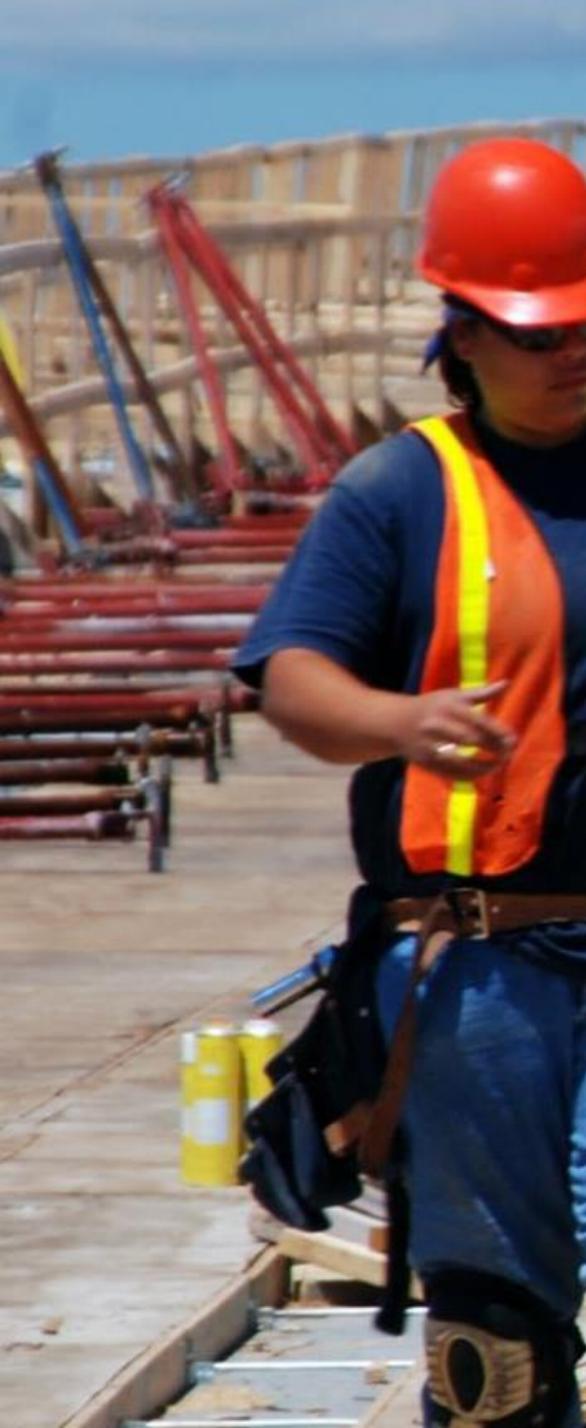
Illinois Tollway **DIVERSITY**

Driving Economic Opportunities

BUILDING FOR SUCCESS

Illinois Tollway Statement of Interest Workshop

August 22, 2022



HOUSEKEEPING RULES



Housekeeping Rules



WELCOME & INTRODUCTIONS

Illinois Tollway Statement of Interest Workshop



PETE FOERNSSLER
Acting Chief of
Procurement
Illinois Tollway



Marlene Vick
Deputy Chief of Diversity &
Strategic Development
Illinois Tollway

FIERCE COMPETITION

Since the Move Illinois Program began in 2012...

Advertised **34**
Professional Services
Bulletins

Provided **328** contract
opportunities

More than **5,000**
Statement of Interests
reviewed



Notification of Upcoming PSBs

PSB Tentative Look Ahead Schedule

TO RECEIVE NOTIFICATIONS OF FUTURE PSBS, CALL Catrice Hardwick-Giles 630-241-6800 EXT. 4653. SEE TOLWAY WEBSITE FOR ADDITIONAL INFO.

**Tentative Schedule
Professional Services Bulletins (PSB)**

Activity	Publish PSB	Statement of Interest Due	Selection Meeting	Type of Work
PSB 22-3	August/ September 2022	September 2022	November 2022	<ul style="list-style-type: none">• One contract for design services for Lake Cook Road bridge reconstruction over the Tri-State Tollway (I-94)• One contract for construction management services upon request systemwide• One contract for bridge inspection and bridge design services upon request• One contract for construction management services for pavement and structural rehabilitation on the Illinois Route 390 Tollway• One contract for design services upon request systemwide• One contract for facilities support services systemwide
PSB 23-1	January/ February 2023	February/ March 2023	April/May 2023	<ul style="list-style-type: none">• One contract for design services upon request systemwide• Three contracts for construction management services upon request systemwide• One contract for construction management services for bridge reconstruction on the Reagan Memorial Tollway (I-88)• One contract for construction management services for bridge reconstruction on the Jane Addams Memorial Tollway (I-90)

Publication dates, number of contracts and type of work is subject to change.

As of 08/19/2022



SELECTION PROCESS

Qualifications-based selection

Statement of Interest is submitted

Formal review and scoring process

Top firm is notified and fee is negotiated

Board of Directors approval



SUBMITTING STATEMENT OF INTERESTS (SOIs)

e-Builder Procedure

Download **e-Builder**  resources



Participate in webinar training



Search database for 'Firm Code' name



Obtain 'Firm Code' name

Have questions? Contact ebuilder@getipass.com

SUBMITTING STATEMENT OF INTERESTS (SOIs)

Scoring criteria

Specialized experience

Performance history and expertise

Ability to complete work in time

Commitment/availability of key personnel

Proposed method of accomplishing objectives

**Inclusive and substantive DBE/VOSB plan,
including any Partnering for Growth proposals**





SUBMITTING STATEMENT OF INTERESTS (SOIs)



SUBMITTING STATEMENT OF INTERESTS (SOIs)

What to do

10 **Make the deadline**

9 **Proofread**

8 **Make it interesting**

7 **Be concise**

6 **Give us your best people**



SUBMITTING STATEMENT OF INTERESTS (SOIs)

What to do

5 Address our core values

4 Add value

3 Diversity and compliance matters

2 Team up appropriately

1 Visit illinoistollway.com



SUBMITTING STATEMENT OF INTERESTS (SOIs)

What to avoid

Not Curable

- Submitting late
- Not including disclosure forms

Common Mistakes

- Directly copying scope from the PSB
- Using same SOI submittal on multiple items
- Using SOI submittals for other agency work

Things to Do

- Ask for a debrief
- Be persistent



DOING BUSINESS WITH THE TOLLWAY

Statement of Interest (SOI)

For general advice in preparing Statement of Interest (SOI) proposals, please click [here](#)
To view the presentation/panel discussion on Reverse Mentor-Protégé agreements, please click [here](#)

Professional Service Bulletin (PSB)

To view the latest Look-Ahead Schedule, please click [here](#)

Capability Statements

For general advice on preparing a business capability statement, please click [here](#)
To submit a business capability statement to post on the Tollway's website, please email Lorena Ponce at Lponce@getipass.com

Technical Assistance

Tollway Technical Assistance providers are now available to assist professional services firms in taking their businesses to the next level
To learn more about the Technical Assistance Program, please click [here](#)

TOLLWAY TECHNICAL ASSISTANCE PROGRAM

Illinois Hispanic Chamber of Commerce



Marisol Flores



Dana Harder

Services available

- Capabilities statements
- Certification assistance
- Finding subconsultants or teaming partners
- Help with Statement of Interest forms
- P4G matchmaking and agreements
- Post award services
- Prequalifications

Inner City Underwriting



Bruce Washington



Sheila Atkins



Isaac Bishop



TECHNICAL ASSISTANCE

POWERED BY THE ILLINOIS TOLLWAY

Equipping Businesses for Success

GET THE LATEST UPDATES AND INFORMATION

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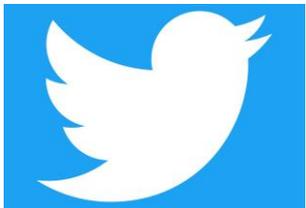
Facebook

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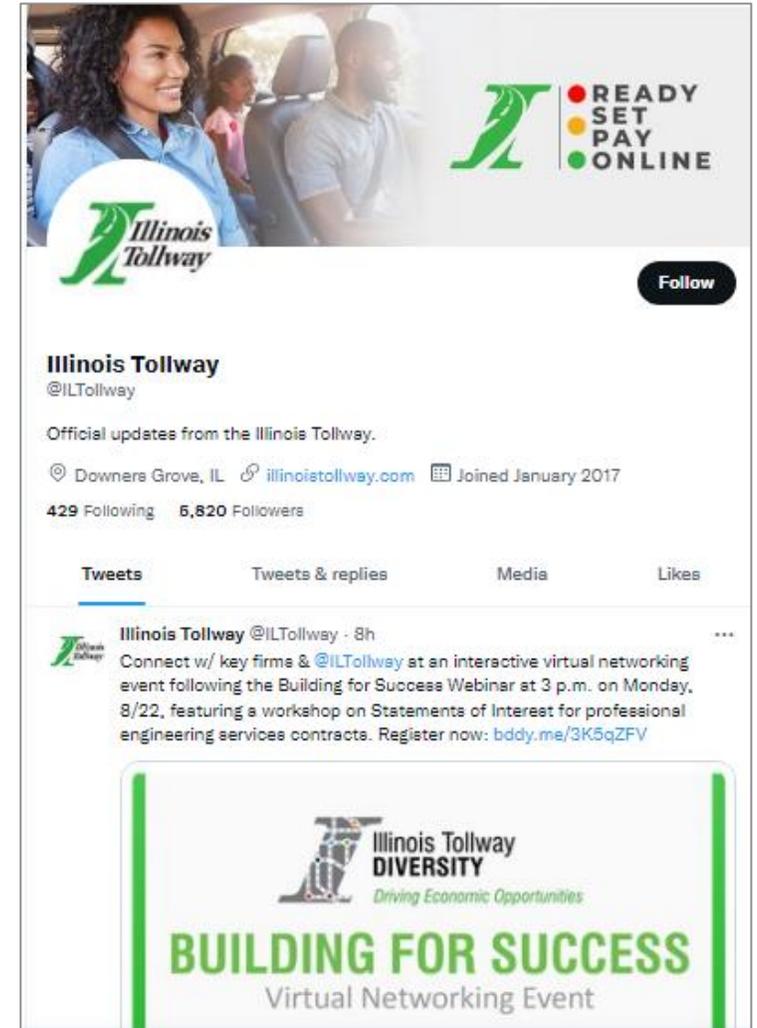
LinkedIn

linkedin.com/company/illinois-tollway



Twitter

[@ILTollway](https://twitter.com/ILTollway)





NETWORKING SESSION

VIRTUAL NETWORKING

Today's networking event will utilize Remo – an interactive virtual event platform

- Attendees can freely move from table to table to meet potential partners
- There will be multiple tables for networking
- Tollway representatives will be at assigned tables if you want to speak with them
- Networking will end after 75 minutes – so make the most of your time!
- If you have technical questions, find a Diversity Tollway representative



VIRTUAL NETWORKING *TIPS*



Turn on your camera

- Forming a connection is easier when you're visible

Mute yourself when not speaking

- Eliminates background noise, ensures you won't stand out for the wrong reason

Have an elevator pitch

- Be prepared to quickly highlight certifications, capabilities, past clients

Keep moving, especially if the table is crowded

- Multiple tables for virtual networking available

Follow up with key attendees on social media

- Use apps like LinkedIn to continue the conversation and stay connected to contacts





THANK YOU