Do Business With Us

David Malone
Procurement & Payables, finance & business operations, dept executive services
David Malone has 30+ years of management experience in Fortune 500 organizations and government. His focus areas include strategic sourcing, purchasing operations, supplier diversity, logistics management, and travel management. David is a servant leader who uses data and analytics as his primary weapon to promote process improvement. He takes pride in the growth of those he leads.

An acknowledged change agent, David leads Supply Chain Transformation Initiatives focused on Strategic Sourcing, P2P Technology Implementation and Procurement Process Improvements.

David is currently the Chief Procurement Officer for King County, Washington (Seattle), with an annual spend of $2.7 billion. He previously served as Chief Procurement Officer for Washington Suburban Sanitary Commission in Laurel, Maryland and the City of Chicago.
about King County

13th largest county in the U.S.

- 2.1 million residents
- 14,000 employees
- 40 lines of business
King County’s Procurement Process

Current State

Future State

Expected Outcomes
King County Procurements

• Architecture & Engineering
• Construction (Public Works)
• Goods & Services
### Upcoming Capital Projects

Plan ahead for these construction, architecture & engineering projects

<table>
<thead>
<tr>
<th>Project</th>
<th>Value</th>
<th>Est. Ad Date</th>
<th>Type</th>
<th>Division</th>
<th>Contact</th>
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<tr>
<td>Chinook Wind in Suspension Mitigation Project</td>
<td>$800,000,000.00</td>
<td></td>
<td>Construction</td>
<td>Water &amp; land</td>
<td><a href="mailto:Ryan.Clemens@kingcounty.gov">Ryan.Clemens@kingcounty.gov</a></td>
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<td>North Mercer Island and Enatai Interceptors U...</td>
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<td>Construction</td>
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<td><a href="mailto:Tammy.Carbaugh@kingcounty.gov">Tammy.Carbaugh@kingcounty.gov</a></td>
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<td>A/E Consultant</td>
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<td>Interbay Force Main and O...</td>
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<td>Jameson Building Replacement</td>
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<td>BRPS Replace Ctrl Bldg</td>
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<td>4/15/2021</td>
<td>Construction</td>
<td>Water &amp; Land</td>
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<td>Pacific Right Bank CM&amp;I</td>
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<td><a href="mailto:Tammy.Carbaugh@kingcounty.gov">Tammy.Carbaugh@kingcounty.gov</a></td>
</tr>
</tbody>
</table>

| 2020 | 60+ projects worth $390 million |
Big Contracts in 2020

Architecture & Engineering

• Engineering, Planning and Design Services for RapidRide 1033 (Transit) - $3.6 million
• West Point Treatment Plant Raw Sewage Pump Replacement Project (WTD) – $3.6 million
• Construction Management Services for Lower Russell Levee Setback Project (WLRD) – $2.7 million
• Engineering, Planning, and Design Services for RapidRide 1027 (Transit) - $2.6 million

Construction

• Lake Hills and NW Lake Sammamish Sewer Upgrade Project (WTD) – $65 million
• North Mercer Island Interceptor and Enatai Interceptor Upgrade – Conveyance Improvements (WTD) - $51 million
• RapidRide H-Line Construction – (Metro Transit) $30 million
• King County Parks Central Maintenance Facility (Renton Shop) (Parks) - $25 million
• Lower Russell Levee Setback Phase 2 (Water & Land) – $23.5 million
• Lake Hills Interceptor Phase II (WTD) - $13.3 million
• Area 7 Stage 5 Closure and Area 7/8 Liner Tie-in (SWD) - $17.7 million
Process Improvements

Save Time

Our new process is faster, easier, and more transparent.
Transit Pilot

A dedicated team of 4-5 staff from construction, A/E, and goods & services backgrounds working solely on Transit contracts.
Do Business With Us

community values in action
SCS small business **criteria**

- Personal net worth less than $1.32M
- Less than 50% of SBA business size standards
- Agree to participate in technical assistance & business development
**social equity goals**

**King County**
- SCS: 3% - 20% SCS
- Apprenticeship: 5% - 15%

**Priority Hire**
- Apprenticeship: 5% - 15%
- Journey Level: 10% - 15%

**Federal**
- FTA (triennial): 12% DBE
- FAA (triennial): 15.5% DBE
- EPA construction: 10% MBE / 6% WBE
- EPA architecture/engineering: 10% MBE / 4% WBE
- FHWA / WSDOT (triennial): 19% DBE
Sustainable Purchasing Guide

- 25+ commodities
- Policy requirements
- Ecolabels

kingcounty.gov/procurement/green
Do Business With Us

let’s get started
do business with King County

MAXIMIZE your opportunities

REGISTER as a vendor

APPLY to a roster

CERTIFY your small firm

1

2

3
New online vendor registration process

• Part of Procurement Tech Modernization process
• Goal is to have available in Sept 2020
• Register for “ALL” pertinent NAICS codes
• Make sure contact information is updated and current
• Solicitations will be sent based on NAICS codes (i.e. Commercial and Institutional Building Construction – 236220)
  Go to www.naics.com
• Keep an eye out for notifications of when to register in the new system
## Types of Rosters

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<th>Dollar Limit</th>
<th>Contract Type</th>
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<tr>
<td>$35,000 or less</td>
<td>Limited Public Works (construction)</td>
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<tr>
<td>$300,000 or less</td>
<td>Small Works (construction)</td>
</tr>
<tr>
<td>$300,000 or less</td>
<td>A/E Consultant Roster</td>
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</tbody>
</table>
Rosters:
Perfect for small businesses

17 contracts worth $4.4 million total have been awarded using the AE Consultant Roster...

including 11 contracts awarded to SCS-certified small businesses ($2.8 million)
King County’s small business certification is called Small Contractors and Suppliers (SCS). The number of SCS firms continues to grow.

SCS certification is recognized by:

King County, Port of Seattle, Sound Transit, SEATTLE COLLEGES Central, North, South, SVI
small business | new online certification

NEW! Diversity Compliance Management System (DCMS) launched in 2019

- 100% online process
- Streamlined and secure application process
- Shared platform with OMWBE, optimizing certification process for businesses seeking multiple certifications
- Access to SCS and OMWBE directories
- One place for certification and compliance

https://kingcounty.diversitycompliance.com
Once the agency submits your invoice, our Accounts Payable department will issue payment immediately.

Get your money fast!
upcoming highlights

Procurement Technology Modernization Project

New Travel and Expense Reimbursement System

Skills/Competencies to support our Vision
LEARN MORE

Come to our free orientation
How to do business with King County

kingcounty.gov/procurement