



King County

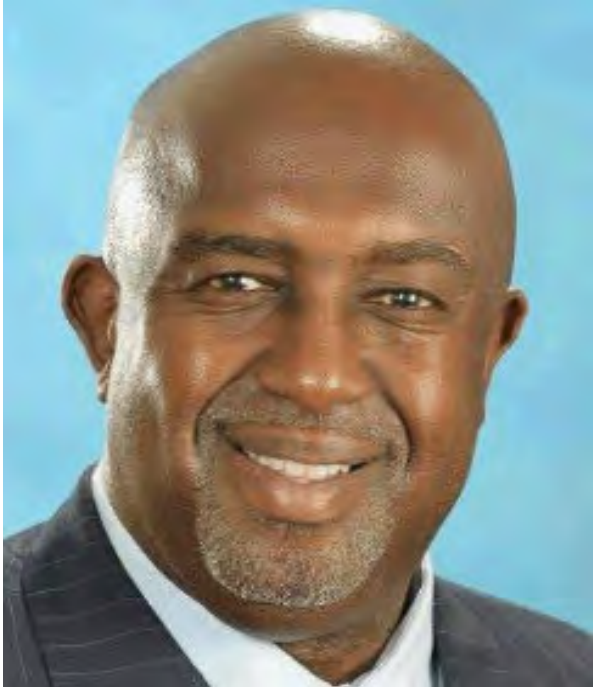
Do Business With Us

David Malone

Procurement & Payables, finance & business operations, dept executive services



presenter **bio**



David Malone, CPSM

Chief Procurement Officer
King County, WA (Seattle)

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.

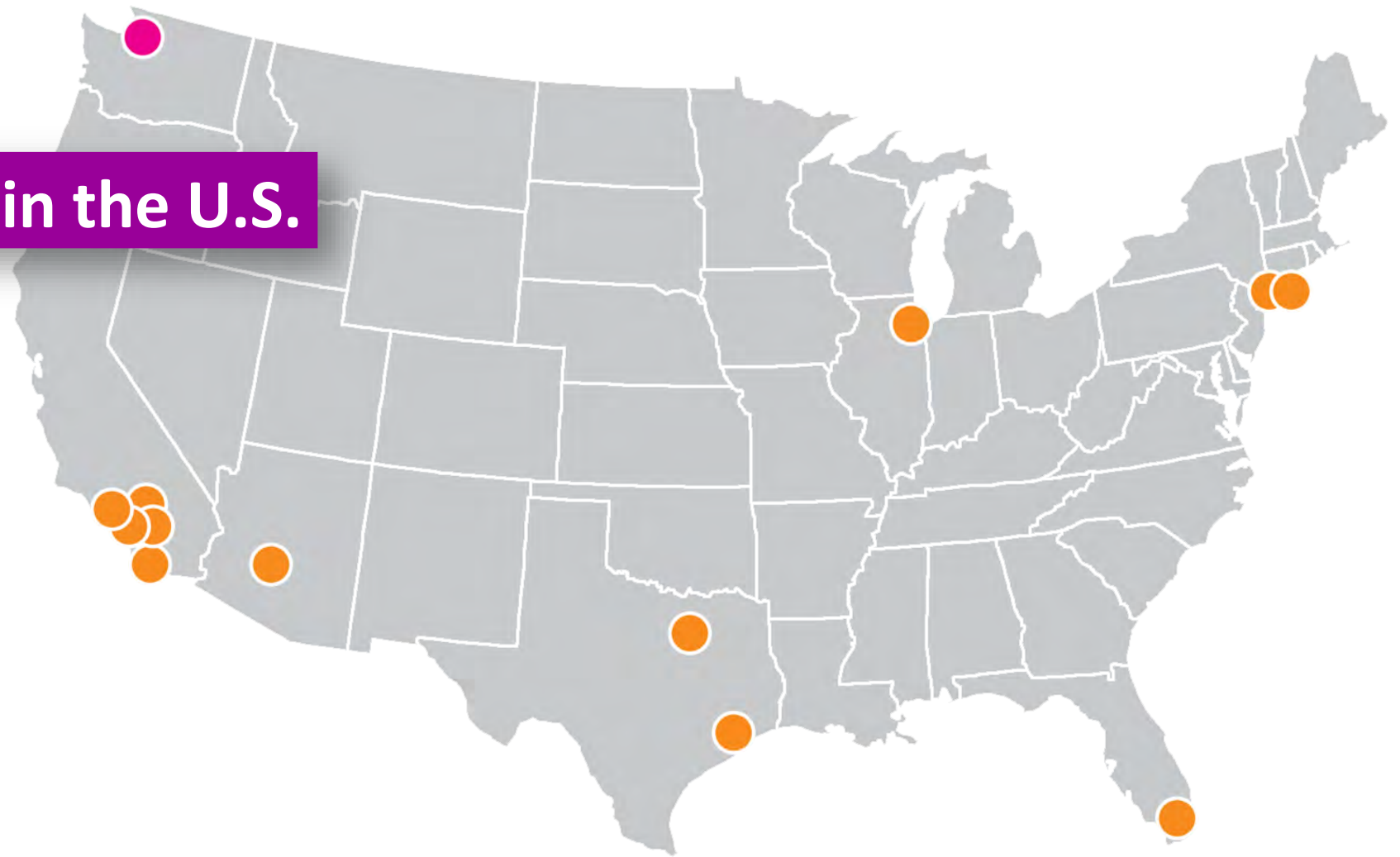
An acknowledged change agent, David leads Supply Chain Transformation Initiatives focused on Strategic Sourcing, P2P Technology Implementation and Procurement Process Improvements.

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

Hide fields Filter Group Sort

Project	Value	Est. Ad Date	Type	Division	Contact	Phone
Crinoid Windmills Erosion Mitigation Project ...	\$400,000.00	3/23/2020	Professional	Water & Land	Lana.Chromis@kingcounty.gov	(206)
81 North Mercer Island and Enatai Interceptors U...	\$60,000,000.00	4/1/2020	Construction	Wastewater	Stan.Hummel@kingcounty.gov	(206)
82 Lake Hills and NW Lake Sammamish Intercept...	\$67,000,000.00	4/1/2020	Construction	Wastewater	Ann.Grothe@kingcounty.gov	(206)
83 West Point Primary Sedimentation Area Roof ...	\$17,200,000.00	4/1/2020	Construction	Wastewater	JR.Meksavanh@kingcounty.gov	(206)
84 North Mercer Island and Enatai Interceptors U...	\$60,000,000.00	4/1/2020	Construction	Wastewater	Sibel.Yildiz@kingcounty.gov	(206)
85 Herzman Levee Setback Construction	\$3,200,000.00	4/25/2020	Construction	Water & Land	Tammy.Carbaugh@kingcounty.gov	(206)
86 Lower Jones Road (Cedar)	\$1,000,000.00	4/30/2020	A/E Consultant	Water & Land	Tammy.Carbaugh@kingcounty.gov	(206)
87 Interbay Force Main and Odor						
88 Jameson Building Replacemen						
89 BRPS Replace Ctrl Bldg	\$8,900,000.00	4/13/2021	Construction	Water & Land	Tammy.Carbaugh@kingcounty.gov	(206)
90 Pacific Right Bank CM&I	\$5,000,000.00	9/5/2021	Professional	Water & Land	Tammy.Carbaugh@kingcounty.gov	(206)
91 Hafner Barfuse Floodplain Restoration Project	\$1,500,000.00	11/15/2021	Professional	Water & Land	Tammy.Carbaugh@kingcounty.gov	(206)

2020 | 60+ projects worth \$390 million

Finance & Business Operations

Procurement & Payables

For Business +

For King County Agencies +

Payment Processing +

Forms

Reporting

About us

archived +

Home » Finance & Business Operations » Procurement & Payables

Procurement & Payables

**FREE
ORIENTATION SESSIONS
FOR BUSINESSES**



Quick Links

Invoice Payments

Awarded Contracts

Forms

for Business

[Contracting Opportunities](#)

[Vendor Registration](#)

kingcounty.gov/procurement

[Buying Goods & Services](#)

[Contract Services](#)

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**

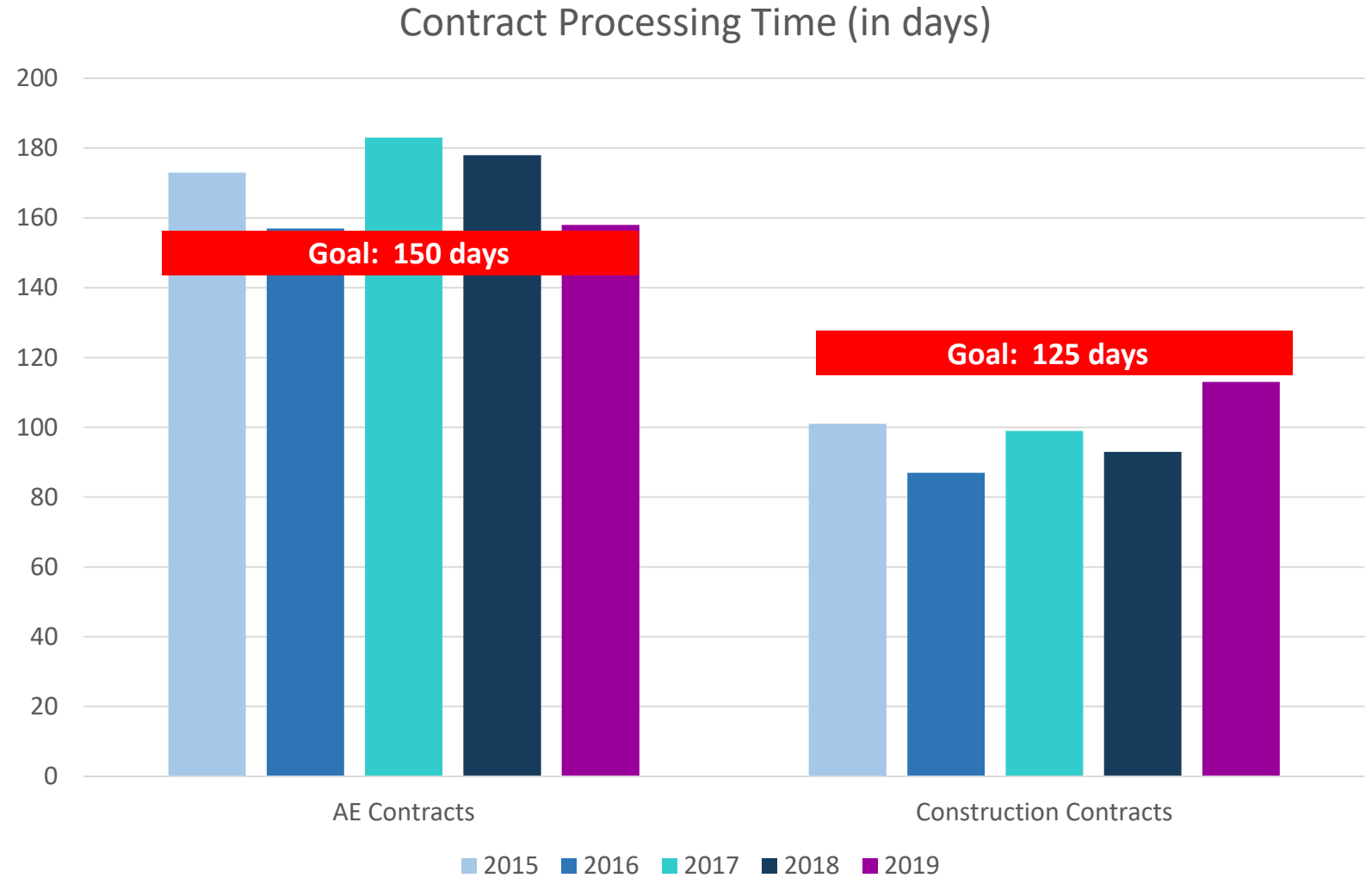
Construction

- 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

The screenshot displays the 'Procurement & Payables' section of the King County website. A navigation menu on the left lists various commodity categories, with 'Concrete' highlighted. The main content area is titled 'Concrete' and includes a breadcrumb trail: Home > Finance & Business Operations > Procurement & Payables > For King County Agencies > Sustainable Purchasing > Sustainable Purchasing Guide > Concrete. Below the breadcrumb is a paragraph explaining the environmental impact of concrete and the benefits of recycled aggregate and supplementary cementitious materials (SCM). To the right of the text is a photograph of a paved walkway with a concrete curb. Below the text is a 'Policy and Goals' section, which states that the guide is based on King County's Sustainable Purchasing Executive Policy (CON 7-22-EP) and lists the goal of using low-greenhouse gas cement alternatives. At the bottom, there are three columns: 'Choose' (listing porous or pervious concrete, SCM, recycled content, and EPDs), 'Avoid' (listing virgin concrete and non-porous concrete for lightly trafficked areas), and 'End of Life' (listing recycling where available). A table at the very bottom lists 'Environmental Labels', 'Minimum Requirements', 'Contracts', and 'Resources', each with a plus sign icon.

Finance & Business Operations
Procurement & Payables

For King County Agencies

Sustainable Purchasing

Sustainable Purchasing Guide

Antifreeze

Appliances

Asphalt

Carpet

Compost

Computers & Imaging Equipment

Concrete

Copy Paper

E-Waste

Food & Catering

Fuel

Furniture

Janitorial Products

Laundry & Uniforms

Lighting & Solar

Linoleum

Lubricants

Maintenance & Repairs

Office Supplies

Paint

Pest Management

Printing

Services

Recycling & Waste Management

Tire Retreading


Toner

Vehicles

Home > Finance & Business Operations > Procurement & Payables > For King County Agencies > Sustainable Purchasing > Sustainable Purchasing Guide > Concrete

Concrete

Due to the energy-intensive process of producing and transporting concrete, it is among the highest emitters of greenhouse gases of any building material. Several alternatives exist to lessen the environmental impact of this material, including the use of recycled concrete aggregate or reducing the cement content through supplementary cementitious materials (SCM), called fly ash and granulated blast furnace slag (slag), which require much less energy to make. Addressing another environmental impact of concrete, porous pavement supports pedestrian, recreational and light vehicular traffic, including parking, while allowing water to pass through and flow into the soil. Porous pavement including pervious concrete, porous asphalt, concrete pavers, and plastic grid systems can all reduce the volume of storm water and increase groundwater recharge, which ultimately improves aquatic habitat in stream and rivers.



Policy and Goals:

As stated in [King County's Sustainable Purchasing Executive Policy \(CON 7-22-EP\)](#),

- Use low-greenhouse gas cement alternatives

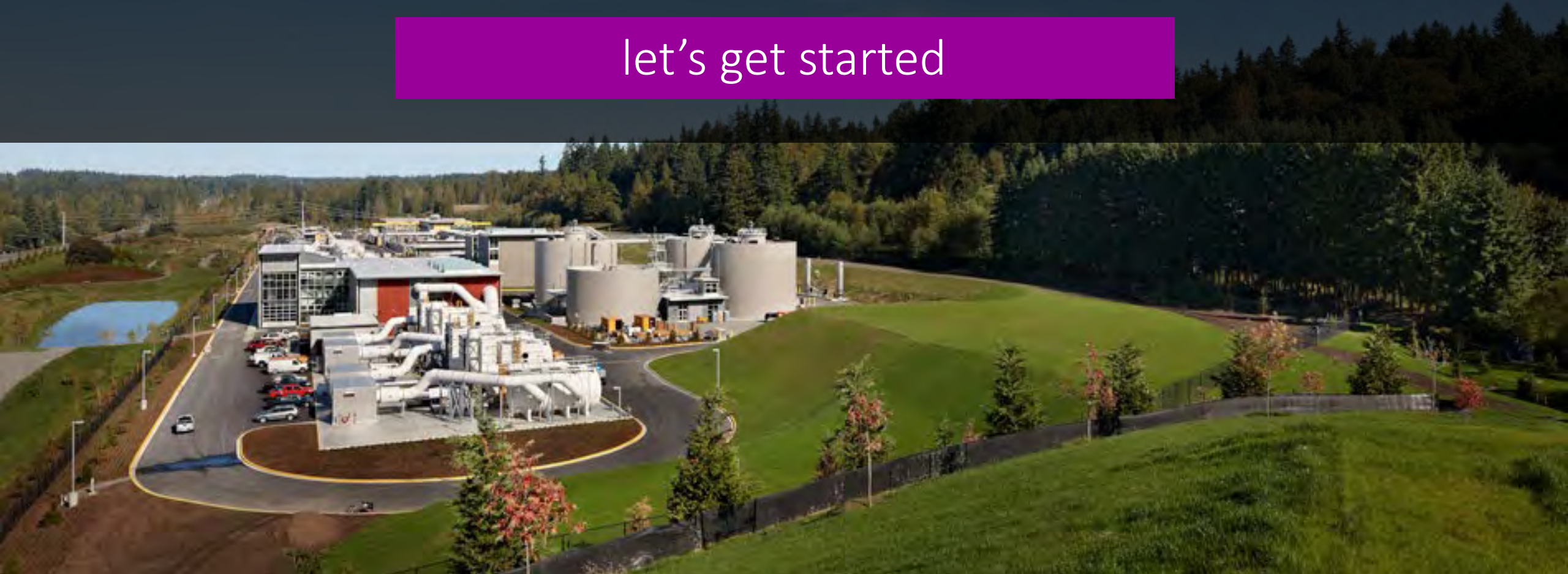
Choose	Avoid	End of Life
<ul style="list-style-type: none">• porous or pervious concrete• use supplementary cementitious materials (SCM) called fly ash and granulated blast furnace slag (slag)• recycled content• request Environmental Product Declarations (EPDs) of concrete	<ul style="list-style-type: none">• virgin concrete• non-porous concrete for lightly trafficked areas	<ul style="list-style-type: none">• recycling "where available"

Environmental Labels	+
Minimum Requirements	+
Contracts	+
Resources	+



Do Business With Us

let's get started





do business with King County

MAXIMIZE

**your
opportunities**

REGISTER

as a vendor

1

APPLY

to a roster

2

CERTIFY

your small firm

3

Coming Soon

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](http://www.naics.com)
- Keep an eye out for notifications of when to register in the new system

types of rosters

Dollar Limit	Contract Type
\$35,000 or less	Limited Public Works (construction)
\$300,000 or less	Small Works (construction)
\$300,000 or less	A/E Consultant Roster



Rosters:

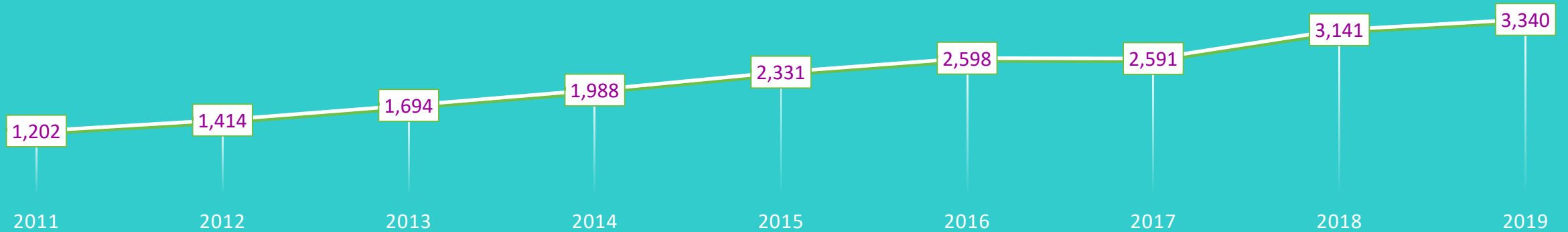
Perfect for small businesses

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)

small business certification

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:



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>

The screenshot displays the homepage of the Diversity Compliance Management System (DCMS). At the top, a semi-transparent banner reads "Diversity Compliance Management System". Below this banner are two buttons: "Vendor Log In" and "King County Staff Log In". The main content area is organized into several sections:

- SCS Certification:** Includes the text "Search and/or join our database of certified businesses" and two buttons: "Small Contractors & Suppliers (SCS) Directory" and "Apply for Certification".
- Upcoming Events:** Includes the text "View our upcoming events" and a button labeled "Events".
- Account Access:** Includes the text "Lookup Contractor accounts or reset user passwords" and two buttons: "Account Lookup" and "Forgot Password".
- System Training:** Includes the text "Learn how to fully utilize our system with a live trainer" and a button labeled "Training".
- About the System:** Includes the text "Learn more about this system and how it works today" and two buttons: "Information for Certification Applicants" and "Information for Businesses".
- Additional Vendor Directories:** Includes the text "Additional Vendor Directories" and a button labeled "OMWBE Certification Directory".

DID YOU KNOW?

ACCOUNTS PAYABLE

Pays Immediately

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

A close-up photograph of a worker in a yellow hard hat and safety glasses, wearing a blue plaid shirt, working on a metal structure. The worker is using a power tool, possibly a drill or screwdriver, on a metal surface. The background is a blurred industrial setting with a grid of holes in a metal wall.

LEARN MORE

Come to our free orientation

How to do business with King County

kingcounty.gov/procurement