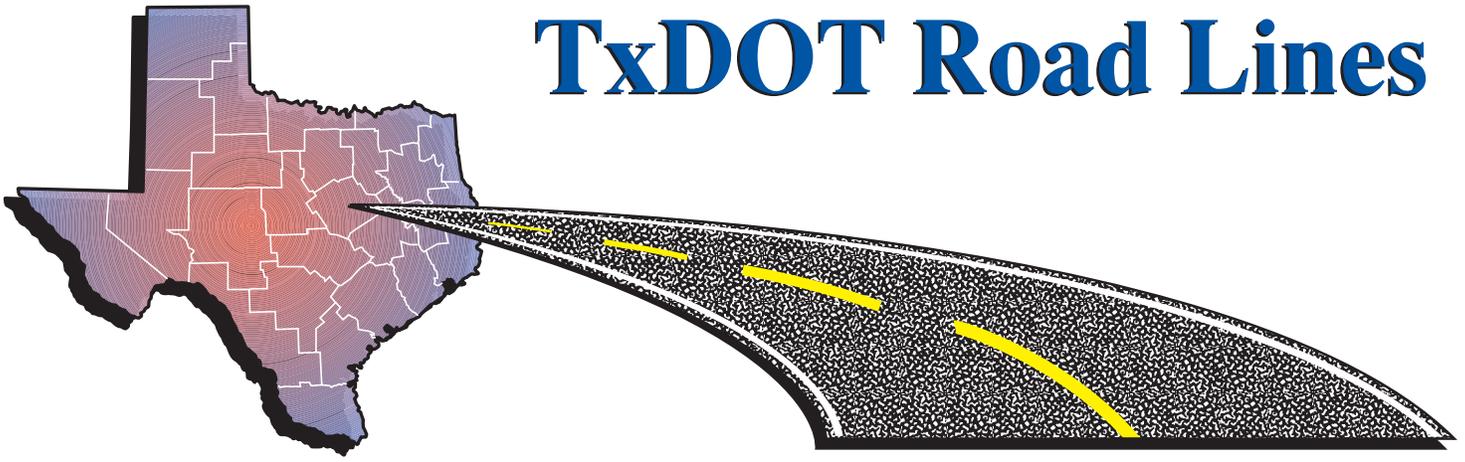


TxDOT Road Lines



Volume 5, No. 15

Business Opportunity Programs Section Publication

November 2004

TxDOT's LINC Small Business Mentor/Protégé Program Receives National Award From AASHTO

The Texas Department of Transportation (TxDOT) Learning, Information, Networking, Collaboration (LINC) Mentor/Protégé Program was given the American Association of State Highway and Transportation Officials (AASHTO) Standing Committee on Quality, Team Excellence Program Pathfinder Award at the 2004 AASHTO Conference. This prestigious national award is a tribute to the exemplary achievements of the TxDOT LINC Program. This program works with prime contractors and TxDOT personnel to mentor small businesses with training and information to increase their chances of conducting business with TxDOT.

Small businesses not familiar with TxDOT's regulations and procurement process have historically, only minor successes in doing business with us. By participating in the LINC Program,

they receive the necessary training and information that improves their chances of submitting winning bids.

LINC is administered by the Business Opportunity Programs (BOP) Section of the Construction Division, and provides small businesses in the Goods and Services, Information Technology, Professional Services and Construction industries with information on how to do business with TxDOT and business development training. Statewide outreach efforts include economic opportunity forums; quarterly newsletters; and liaison meetings with Disadvantaged Business Enterprises (DBEs), Historically Underutilized Businesses (HUBs), and Small Business Enterprises (SBEs) to discuss contracting opportunities with TxDOT. These outreach efforts point to the

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LET US INTRODUCE YOU!

Have you been wondering "Who can I meet with at TxDOT to see if my product or services are purchased and what are the purchasing procedures"? You need not wonder any longer because we will introduce you to the appropriate purchaser or contract manager through our One on One Business Appointment Program (One on One).

"MAKING IT HAPPEN ONE BUSINESS AT A TIME" has become the motto for our One on One Program. The purpose of this program is to provide an opportunity for vendors to present their product and services information directly to TxDOT purchasers and contract managers and to develop a relationship that hopefully will set the stage for doing business with TxDOT.

With the cooperation of our TxDOT purchasers and contract managers, the

Business Opportunity Programs (BOP) Section has developed a procedure to expedite the process of a vendor getting a face to face appointment. The BOP Section is the first point of contact. If a vendor would like to have an appointment, they need to contact BOP and complete a Business Profile Form. Once the form is completed, the vendor is assigned to a BOP Specialist as their point of contact. The BOP Specialist will be the one to make the appointments and inform everyone regarding the particulars of the appointment, i.e., time, place, and parties involved.

The Texas Building and Procurement Commission (TBPC), the central purchasing agency of the State of Texas, has delegated purchasing authority to state agencies. TxDOT operates under the basic principles

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From the Director



James Dossett

“A lot of small businesses are interested in doing business with the Texas Department of Transportation (TxDOT), and we in TxDOT are committed to assisting them to do that. Through our various programs, implemented by the Business Opportunity Programs (BOP) Section, we provide information on opportunities and training to enhance their skills to become more competitive bidders.

As a result of the programs, we are seeing more participation by TxDOT’s DBE/HUB/SBE in the bidding process. I want to share with you information about these programs.”

Liaison Committee Meetings

- These meetings serve as vital link between the DBE/HUB/SBE community and TxDOT, and improve communication between them;
- These meetings identify issues and concerns DBE/HUB/SBEs have doing business with TxDOT
- They generate new ideas for better ways to do business with TxDOT.

Learning - Information - Networking - Collaboration (LINC)

- Proteges learn about TxDOT’s business opportunities, and receive information to assist them in bidding and performing on TxDOT contracts
- Introduction of the LINC proteges to key TxDOT staff and to prime contractors.

Economic Opportunity Forums and One-On-One Meetings

- TxDOT reaches out to the small business community by attending forums hosted by various organizations - at those forums, we provide information on contracting and procurement

- Based on these Profile Forms, we set one-on-one meetings between businesses and the appropriate department purchasers and/or contract managers.

Technical Assistance Program

- Provides free training to DBEs; (include training on, accounting/cash flow, bonding, business management, business law, computers, marketing, construction, safety requirements, environmental document compliance, professional services, communication skills and, of course, EEO)
- It is designed to complement and/or enhance business skills; and
- It can give small businesses a competitive edge when proposing and/or performing on TxDOT projects.

TxDOT Road Lines Newsletter

- Provides the small business community with pertinent information for conducting business with TxDOT
- Includes announcements of upcoming events, newly certified DBE firms and policy and rule changes as they occur
- Serves as another avenue for businesses to get answers to questions they have regarding doing business with TxDOT
- Circulation = 8000: to prime contractors, DBEs, HUBs, SBEs, community organizations as well as to TxDOT employees
- The newsletter is also available on the Internet

Internet Sites

- Upcoming Contract Opportunities;
- Contact Persons; and
- On-Line Plans and Specifications

The personnel of the BOP Section is ready to assist your firm in conducting business with TxDOT. The key to increasing your participation is to provide you with information. Let us hear from you. We do have a toll free number which is 866-480-2518. 🇹🇽

LET US INTRODUCE YOU! *(continued from page 1)*

of free and vigorous competition. To do business with us, you need to know: (1) how we buy what you sell, (2) who to contact to find out what we are buying, and (3) what the requirements are, if any, to submit a bid. TxDOT purchases a wide variety of items and services, which fall under various categories. These categories require different purchasing procedures. Additionally, the dollar amount may determine who makes the purchase (the District, Austin Headquarters, or TBPC), adding even more variations to the purchasing procedures. Consequently, there is an abundance of procedures and knowing which one to follow may be confusing at best.

We suggest that you utilize our One on One Business Appointment Program to take the guess work out of the pursuit of doing business with TxDOT. Let us help you. You may contact us at our toll free number 866-480-2518 and ask us to send you a Business Profile Form. Let us hear from you. 🇹🇽



BOP gives Certificates of Appreciation to TxDOT Purchasers Oscar Anderson, Matt Jordan, Ken Kuykendall, Tamela Saldana (BOP), Barbara Brooks, Karen Lewis.

Congratulations!

Newly Certified as DBEs

EP Venture Group, LLC

9 Civic Center Plaza
El Paso, TX 79901
915-545-5025
Misc.: Software Dev., Computer
Systems Design and Related
Services

Mr. Mario A. Garza

517 E. Brazos Street
Uvalde, TX 78801
830-278-2497
Truck Owner-Operator

Sun City Auto Service

2930 Alameda Ave.
El Paso, TX 79905
915-544-3213
Misc.: Equipment and Vehicle
Repair & Maint. and General
Welding

Gwen and Bears

Playground Plus
3349 Hwy 22
Hillsboro, TX 76645
888-480-7773
Misc.: Sales and Installation of
Playground Equipment and Park
Amenities

Air Quality Associates, Inc.

PO Box 4250
Tyler, TX 75712-4250
903-592-7316
Misc.: Asbestos Abatement

Williamson & Belin Transport

1131 S. Smith Circle
Ashdown, AR 71822
870-898-9105
Hauling

Environmental Allies, Inc.

PO Box 980164
Houston, TX 77099-0164
281-442-4112
Landscaping: Major Erosion
Control & Silt Fencing

RGS Landscaping-Lawn

Service
4300 Crenshaw Dr.
Midland, TX 79705
432-570-6708
Landscaping

FALC Enterprises, LLC

3730 Taylor Ave.
El Paso, TX 79930
915-562-3347
Hauling

Mr. Jesus H. Moreno

PO Box 225
Knippa, TX 78870-0225
830-934-2223
Truck Owner-Operator

Teams By Design

1001 Park Lane
Suisun City, CA 94585
707-427-3595
Misc.: Uniforms and Work
Apparel with Custom Embroidery or
Patches

Quest Contracting, Inc.

3560 Lee Blvd.
El Paso, TX 79936
915-857-2733
Asphalt Paving and Earthwork;
Base and Subbase

XL Construction Company

1237 Amber Morgan
El Paso, TX 79936
915-637-0496
Concrete Paving and Incidentals

C.C.M. Construction

PO Box 4520
Tyler, TX 75712-4520
903-596-7381
Fencing, Painting, Minor
Structures, and
Misc.: Concrete

C H & J M Construction, Inc.

11315 Sheffield Dr.
El Paso, TX 79927-3583
915-858-4269
Concrete Paving, Landscaping,
Minor Structures, and Rest Areas

HOPE Services, Inc.

11338 Hwy 110 North
Tyler, TX 75704
903-882-6858
Hauling

Olguin Bros. Landscaping

6875 Fannet Road
Beaumont, TX 77705
409-842-1665
Landscaping, Underground and
Utility Work, Misc.: Landscape
Irrigation & Lawn Maint.

Apollo Environmental Strategies, Inc.

PO Box 12114
Beaumont, TX 77726-2114
409-833-3330
Misc.: Environmental Contracting
and Consulting

Texas State Auto, Inc.

11715 C.R. 340
Tyler, TX 75706
903-858-3086
Rest Areas: Maintenance and
Misc.: Vehicle Sales

H.Perez Concrete Construction

3100 Seymour Hwy., Ste. 101
Wichita Falls, TX 76307
940-696-1277
Concrete Paving, Minor
Structures, and
Misc.: Demolition

Funk & Company

2000 Myrtle Ave.
El Paso, TX 79901
915-542-1502
Illumination, Minor Structures,
Rest Areas, Underground and
Utility Work and Misc.: Complete
Mechanical/Electrical/ Plumbing
Contractor

Potter Trucking

12100 Spring Valley Road
Moody, TX 76557
254-248-2777
Hauling 

Let us help you
be certified as
a DBE!

866-480-2518

TxDOT's LINC Small Business Mentor/Protégé Program

Receives National Award From AASHTO *(continued from page 1)*

need for continually providing technical assistance to the small business community. LINC sessions have focused on Construction, Goods and Services, Information Technology and Professional Services industry categories. LINC sessions pair up small business Protégés with TxDOT Mentors who provide technical assistance, training and information regarding contracting opportunities for at least one year.

Since the 2001 implementation of LINC, 283 small businesses have participated in the program. LINC participants have successfully received prime contracts and subcontracts totaling \$43,339,466.52. The LINC Program demonstrates that small businesses provided training and assistance in the procurement process can successfully compete for contracts. With the assistance of prime contractors and

TxDOT district personnel, small businesses receive a comprehensive overview of the bid procedures and requirements associated with the procurement process.

If you are a small business with a product and/or service that you believe TxDOT purchases, then we would like to have you complete an application for our LINC Program. We are currently establishing our LINC sessions for the next year. Do not hesitate because we can only mentor 20 companies per region, per session, for each industry category; Construction, Goods and Services, Information Technology, and Professional Services. Please contact Christina Calvo, toll free number 866-480-2518 and she will make sure you get an application. 

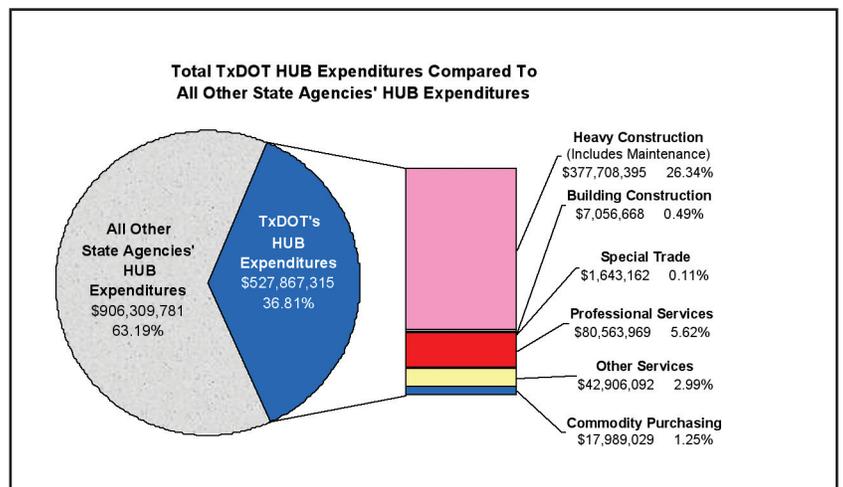
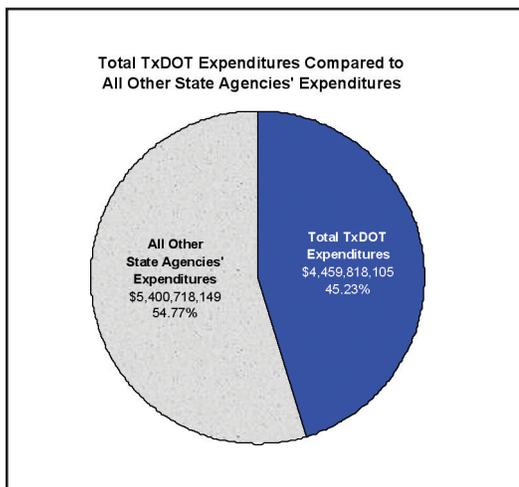
TxDOT's 2004 HUB Goal Achievements

The Texas Building and Procurement Commission (TBPC) manages the Historically Underutilized Business (HUB) Program as authorized by the Texas Government Code. One requirement of all state agencies is to report semi-annually to the TBPC expenditure and payment information regarding HUB utilization during the year. The report documents expenditures and contracts awarded (both state- and federally-funded) in six procurement categories: Heavy Construction (includes Maintenance), Building Construction, Special Trade, Professional Services, Other Services, and Commodities.

Procurement Category	Goal (Unadjusted)
Heavy Construction (Includes Maintenance)	11.9%
Building Construction	26.1%
Special Trade	57.2%
Professional Services	20.0%
Other Services	33.0%
Commodity Purchasing	12.6%

TxDOT participates in the state's HUB Program and strives to meet the goals set forth by the TBPC, the agency that oversees the program. Goals are set for each of six procurement categories. The following analysis of the department's expenditures presents this information and also compares TxDOT's expenditures with the rest of the state agencies.

The HUB expenditures for each state agency are determined by the actual direct and indirect payments made to firms. The report shows HUB expenditures for TxDOT for each of the procurement categories as well as for the entire state. Comparing TxDOT's expenditures to the sum of all other state agencies' expenditures presents a compelling picture. And likewise, comparing TxDOT's expenditures with HUBs to the sum of all other state agencies is very noteworthy. Clearly, TxDOT's HUB expenditures of \$527,867,315 (36.81%) accounted for a significant portion of the state's total HUB expenditures. The chart below presents a breakdown of these expenditures by the six procurement categories. 



FACT NOTE:

Which places in the U.S. and Texas have the highest percentages of each racial group? According to the United States Census for 2000 the percentages are as follows:

- Caucasians: 69.1 percent
- Hispanic: 12.5 percent
- Black: 12.3 percent
- Asian: 3.7 percent
- Native American: 0.9 percent

White folks must like cold weather because the highest percent are living in Maine with 96.5 percent. The county with the highest percentage of whites is Slope County, North Dakota with 99.6 percent.. In Texas, Roberts County (in the Panhandle north

of Pampa) is first with 95.8 percent. Starr County in the Rio Grande Valley has the highest percentage of Hispanics among counties in the U.S. with 97.5 percent. The U.S. county with the most African-Americans is Jefferson County, Mississippi with 86.5 percent. Ironically, Jefferson County is first in Texas with 33.7 percent.. The nation's highest percentage of Asians reside in Honolulu County, HI with 61.6 percent. In Texas, Harris County is first with 5.7 percent Asian. The U.S. county with the highest percentage of Native Americans is Shannon County in South Dakota with 94.2 percent. In Texas, Polk County has the highest with 1.7 percent. 

[Source: U.S. Census Bureau]



James R. Johnson

Thoth Solutions Inc. (TSI) is a Software Service and Project Management Consultant Company located at 133 Brockdale Park Road, Lucas Texas. Founded in 1996, TSI is a privately owned corporation certified with the Small Business Administration as an **8(a) and Small Disadvantaged Business (SDB)**. In addition, TSI holds a **North Central Texas Regional Agency Certification (NCTRCA)**, is a **Texas State certified Historically Underutilized Business (HUB)**, as well as a **Texas Department of Transportation protégé** and is listed in the state catalog as a **Catalog Information Systems Vendor (CISV)**. It is also an active and certified member with the **D/FW Minority Business Development Council (MDBC)**. Since its inception, TSI has worked hard to become firmly established in the service industry and gained expertise through strategic and tactical engagements with major corporations.

TSI's vision is to become the premier provider of business solutions through information technology project management. TSI will deploy the SEI Capability Maturity Model (CMM), Project Management Book of Knowledge (PMBOK) principles and provide resources to augment our customer's staff. Our strategy is to successfully empower clients with this framework. We will search for companies that are having serious problems with IT processes, standardization, and establishing quantitative measures for projects, and then encourage innovative efforts and resolutions.

TSI provides its customers with experienced professionals skilled in virtually any technological platform. TSI's professionals have developed and implemented complex enterprise solutions, and strategic reporting systems as well as several system migration and integration projects utilizing business intelligence tools. TSI has effectively managed within the planned project constraints of time, budget and quality, thus providing the blueprint for repeated success within many organizations.

TSI's business opportunities and services have been extended to world-class companies such as Nortel Networks; SBC/Cingular; IBM; JP Morgan Chase; Enron and a strategic alliance with Montgomery Watson Harza/City of Fort Worth, Science Application International Corporation (SAIC), Jardon & Howard Technologies (JHT), Qwest, IDT, Savvis, and AT&T. Thoth has also cultivated offshore relationships to meet the increasingly competitive, cost and quality conscious needs of our customer base.

Whether you face a small, site-specific technology implementation or one with global, enterprise wide reach, a skilled project management partner can help keep the project on schedule and within budget. However, some project managers can become just another expense, siphoning your company's limited financial and personnel resources. Therefore, it's important to choose Thoth Solutions, Inc., a project management partner whose **full compliment of project management assets** and proven approach will deliver the results you want: a cost-effective implementation, completed in a timely fashion.

No matter how carefully you have planned the technical aspects of your project to ensure it comes in on time and under budget, a host of unforeseen barriers may impede your success. Often these impediments fall outside the realm of technology considerations. Among the most frequently cited pitfalls are:

A seasoned project manager contracted from Thoth Solutions, Inc. can help you work through or avoid these sometimes-unrecognized matters, resolving them before they have a debilitating effect on the implementation. He or she completes a number of activities and draws on a number of skills to navigate the often-treacherous waters that can surround a project. For example, the project manager should follow a carefully defined and tested process, use the project plan as a controlling document, set clear responsibilities, establish goals and measurements, ensure management sponsorship and involvement, and provide experienced leadership. By undertaking these activities, he or she will be able to clarify everyone's expectations, track changes, gain support as needed and make sure the right people are deployed at the right time.

A Thoth Solutions project manager has a number of specific responsibilities routinely undertaken as a part of his or her project management role. Here is our checklist of those responsibilities to ensure our customers get the best-trained and dedicated project managers:

- Organize resources
- Develop and document detailed work plans
- Authorize work
- Manage scope, cost, schedule, and quality
- Manage team performance
- Manage risks
- Communicate status and issues
- Lead and motivate team(s) to drive toward success

As a single point of contact, your project manager streamlines the process of getting your questions answered and your issues resolved. Thoth Solutions will work with you to develop the answers in a participative way versus prescribing them to you. You should be able to engage a project manager either as a member of the prime contractor's team, a subcontractor under your direction or a subcontractor to your solutions provider – whichever arrangement suits your situation best.

CONTACT INFORMATION: Deborah Shivers, VP of Professional Services, Tel 866-787-4152, Fax: 309-787-4152, dshivers@thothsolutions.com, www.thothsolutions.com, PO Box 57 • Allen, TX 75013-0002 • Phone (866)-787-4152 • Fax (972)-442-2928 • www.thothsolutions.com 

How TxDOT Purchases

Ask Us About Our Small Business

	Who at TxDOT solicits bids and makes the purchase?				\$	What are the limits?
	\$	Districts	Divisions & Offices		\$5000 and under	Competitive bid required. Bids may be by...
Services	All dollar amounts	Districts handle this.	Must go through the General Services Division of TxDOT.	Goods & Services	\$5000.01 thru \$25,000	A minimum of 3... required. Bids... and may be by... thirds of the ver... must be HUBs.
Goods (Includes equipment) (Goods are also referred to as supplies or commodities.)	\$15,000 or delegated limit and under	Districts handle this.	Must go through the General Services Division of TxDOT.		Over \$25,000	Formal written b... through the Op... process by the... and Procurement
	Over \$15,000 or delegated limit	Must go through the General Services Division of TxDOT.				

Goods and Services

Goods Services LINC Program

The bidding process?	Where does TxDOT find vendors for soliciting bids?	Where can vendors find what is available for bidding on?
Bidding is not required and may be verbal or phone.	Purchases in this dollar range fall outside the established requirements for locating vendors; therefore, purchasers are free to use a variety of resources such as the CMBL, personal knowledge of available vendors, Internet, vendor lists on TxDOT's mainframe, the Thomas Registry, trade magazines, and the yellow pages.	<p>Purchases in this dollar range fall outside the established requirements for posting bidding opportunities; therefore, purchasers are free to use a variety of sources. Vendors may want to explore options such as (1) contacting purchasers at TxDOT's districts; (2) subscribing to the CMBL; (3) attending workshops sponsored by Chambers of Commerce, TxDOT or other business-related entities, and; (4) the Texas Marketplace (although not required, amounts \$25,000 and less may be posted).</p> <p>In an effort to help vendors identify what is available for bidding, TxDOT's BOP Section can arrange one-on-one meetings between vendors and TxDOT purchasers.</p>
All bids are required and may be verbal or phone. Two- to three vendors contacted	Purchasers must use the CMBL.	
All bids are required on Open Market Bid and Texas Building and Construction Commission.	<p>Purchasers must use the CMBL.</p> <p>All vendors on the CMBL listed under the commodity code for the requested item will receive a solicitation.</p>	<ul style="list-style-type: none"> * Electronic State Business Daily (ESBD), available through the Texas Marketplace. * A prospective bidder not on the CMBL may request, via the ESBD or in writing, a copy of a solicitation anytime prior to the bid opening date and time. * Specific information on Open Market Bids can be found at www.tbpc.state.tx.us; then click on Procurement Resources, Bid and Contracting Opportunities, Open Market, enter keyword search.

Did You Know . . .

In FY 04, the Learning Information Network Collaboration Program awarded \$15,455,466 to program participants. A total of \$44,009,108.90 has been awarded to 34 protégé companies since the introduction of the LINC Program in 2001. In FY 05, TxDOT will continue its efforts of assisting small and minority businesses with their efforts of doing business with the agency. The LINC Program is a mentor - protégé program in which TxDOT mentors protégé companies providing them with technical assistance and networking opportunities with TxDOT district and division staff as well as Prime Contractors that perform on TxDOT contracts. In addition, companies are provided with hands on training in various technical business development areas such as financial management, business plan development, marketing, bidding and estimating, contract law and project management. In addition, the Construction Industry

LINC receives training in the areas of safety, bonding and inspections.

This year, TxDOT will continue to expand this program offering LINC Sessions in Goods & Services, Information Technology, Construction and Maintenance and Professional Service Industries. Approximately 20 DBE/HUB/SBE firms are chosen from each industry area for each site location. Interested firms must complete an application by the deadline date to be considered. Of those companies who submit an application, companies are selected based on their need and ability to complete the program as well as the company's ability to meet TxDOT's contracting needs. Upon completion of the program, each protégé is awarded a TxDOT LINC Mentor Protégé Program Certificate. 

Complete your application as soon as possible.

Goods & Services LINC		
Application Dateline	Place	Type
11/2/04	El Paso	G & S LINC
12/13/04	Beaumont	G & S LINC
2/1/05	San Antonio	G & S LINC
4/1/05	Fort Worth	G & S LINC
Construction LINC		
11/2/04	El Paso	Construction LINC
12/21/04	Beaumont	Construction LINC
2/11/05	San Antonio	Construction LINC
4/13/05	Fort Worth	Construction LINC
Professional Service LINC		
1/14/05	Houston	Professional Service LINC
6/1/05	Austin	Professional Service LINC
Information Technology		
1/14/05	Austin	Information Technology LINC

To receive your application, call Christina Calvo, toll free at 866-480-2518 or email at ccalvo@dot.state.tx.us.

Houston District - Ken Kuykendall



"I love my job," Ken Kuykendall said, "There is just so much going on. I can really appreciate my job and the opportunities it brings." Kuykendall purchases information technology for the Houston District. In an environment of dynamic changes, Kuykendall keeps abreast of changes in computerization, graphic interfaces and the prerequisite support systems to keep the Houston District's investment in technology functioning. A ten-year employee with the

department, Kuykendall first joined the department in 1986 but split his service. Since returning to the department, Kuykendall has noted many of the changes that have made TxDOT a competitive agency.

"There are several things you have to understand about purchasing for the state. Years ago many vendors would not want to bother with state agency contracts when payments were slow or the purchasing capability was limited. Today vendors see TxDOT as a good agency to work with. Payments are made promptly and regularly and vendors like that. Now TxDOT can realistically negotiate for service. In fact, I have seen vendors rethink their product line to attract this agency," Kuykendall added with emphasis, "particularly Houston TranStar." The Houston District was the first district to establish a traffic management center in cooperation with local government. Today Houston TranStar remains on the leading edge of technological applications. The joint participation of the City of Houston, Harris County and METRO, the local public transportation authority, has provided a laboratory for the transfer of technology from theory to application. Kuykendall specializes in translating the needs of the agency to the vocabulary of the seller. "I think it really helps that I am a gadget freak. My ten-year-old son and I subscribe to computer geek magazines just to keep up with the new things being developed."

The father of four, Kuykendall has one son in the US Air Force, a daughter working in the district's Permit Office, a son in college and the youngest son at home. His wife of twenty-five years has to be patient when father and son start comparing notes on local animation trends. "Old movies and new animation graphics are hobbies, but you would be surprised to see how graphics interface with screen technology. "The next big wave of technology for this district will be going wireless," Kuykendall says; he explains: "Wireless means that we can get more information to the clients faster, better and with less interference." Kuykendall describes the information gathering currently going on at bridges, streams, overpasses and structures located throughout the Houston District. Some measure wind velocity or rainfall. Other monitors measure stress or fatigue in

potentially vulnerable structures. On highway curves with high volumes of truck traffic, too tall and too fast trucks are alerted to danger by flashing caution lights. For southbound travelers on IH 45-Gulf Freeway, information from the Galveston Causeway and waiting times for the Galveston ferry recently became available to Houston motorists through the internet and through DMS (Dynamic Message Signs).

For Kuykendall, the more applications available to the general public, the greater service he has provided to the motoring public. Kuykendall is especially pleased with the small local radio broadcasts that are available to motorists when driving. "In Houston, drivers turn their radio to the HAR system (Highway Advisory Radio) and there is local information available. We have so many HAR stations in Houston, the vendor had to develop a system of staggering frequencies so motorists could receive clear instructions. I get to mediate between Houston TranStar and the vendors. Each year I coordinate the purchase of approximately \$4-5 million. This can be large service contracts or a small one-time purchase." Kuykendall has been busy purchasing CTMS (Computerized Transportation Management Systems) for placement throughout the six-county district. Following the devastation of Tropical Storm Allison in 2002, the Houston District's electronic systems had to be replaced and improved. It was just another opportunity for Kuykendall to learn more about the most recent advances in CTMS applications.

Kuykendall routinely takes the opportunity to ensure that minority- and women-owned businesses participate in TxDOT's purchase process. In addition to meeting with HUB owners, Kuykendall meets bi-weekly with state personnel to keep informed of future requirements. The Houston District is extremely advanced technologically.

"And this is due to Houston District's leadership in using these systems at Houston TranStar," Kuykendall says. "It is internationally recognized for it's IT system (Intelligent Transportation), the website and the way it is used." When a tornado threatened IH 610-South Loop, messages appeared alerting the public. "I can say I helped," Kuykendall adds." and that is why I love my job." 🇺🇸

Order Form • Order Form • Order Form

- TUCP DBE Certification Application
- TUCP DBE Certification Application for Truck Owner-Operator
- Business Networking Resources
- DBE/HUB/SBE Comparison Sheet
- Technical Assistance information
- List of TxDOT districts and purchasers
- Other (please specify) _____

Please send the items indicated above to:

Please type or print.

Name _____

Company _____

Address _____

City, State & Zip _____

Phone # _____

e-mail _____

*Do you have a question?
Or a suggestion!*

Let us hear from you.

UNINTECH

BIG Project, Little Firm, Major Results

When you think of DBE construction firms most often one thinks of construction trades and suppliers. Truth is there is a multitude of Professional Services DBE firms that are equal to or excel in performance and reliability to non-DBE firms.

One of these firms is UNINTECH which is recognized for its project-specific designs and client focus service.

In 1992, Clifford Hew established Unintech Consulting Engineers, Inc. in San Antonio. With a Bachelor of Science degree in civil engineering from the University of Texas at Austin, Hew quickly demonstrated a determination for engineering excellence. From its inception, UNINTECH's unique name has been synonymous with reliable structural consulting services.

In 1998, the firm incorporated and added W. Elisa Chan as president. With her business acumen and master's degree in computer science, Chan has helped spur the firm's growth and development with the addition of civil and survey divisions. Chan has also increased UNINTECH's team of professionals and initiated operational advancements responsive to a higher level of customer care.

UNINTECH joined the Lone Star Infrastructure team in 2002 and added toll facility architectural services to its transportation expertise. Senior technical support to the Texas SH 130 Toll Road Project – a design-build 90-mile toll road that will connect Georgetown to Seguin, Texas when completed - included bridge design, architectural design coordination, and CADD expertise.

In solving highway expansion dilemmas, UNINTECH's methods have been spotlighted by the American Concrete Institute. Cantilever Precast Concrete (CPC) retaining walls - the most recent and viable option for designing vertical projects - are the brainchild

of UNINTECH. Serving as co-author, Hew examines the CPC advantage in the April 2004 issue of Concrete International Magazine.

Today, UNINTECH is a full-service structural, civil engineering and surveying company comprised of over 45 employees. It provides consulting services to public and private sector clients - municipal, county and state agencies, architects, and precast concrete manufacturers – throughout the United States. UNINTECH's goal is to offer reliable, consistent quality, and best-dollar value services. Advancing the standard for timely and practical engineering solutions, UNINTECH produces innovative designs that meet project-specific structural, civil, and surveying needs.

UNINTECH's commitment is long-term and the firm values the relationships it builds. It understands the diverse responsibilities that engineering firms face and is committed to a policy of business ethics that respects the client's trust.

For UNINTECH, breaking new ground is both a tradition of serving its clients and developing the company. In 2003, it opened a branch office in Austin, Texas and in 2005, construction will be completed on a new 10,000 square-foot office in San Antonio, Texas.

UNINTECH is Engineering for Tomorrow. Contact information: 12758 Cimarron Path, Ste. 118, San Antonio, TX 78249, Phone: 210/641-6003, Fax 210/641-8279. 



Clifford Hew and W. Elisa Chan



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*Genius . . . means little more than the facility of perceiving in an unhabitual way.
William James (1890)*

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