

PACKET B

Sia Partners Statement of Qualifications – Community Centered Transportation Leadership to Curb Carbon



PROPOSAL TITLE PAGE

RFQ Title:	Community Centered Transportation Leadership To Curb Carbon
Issuing Organization:	Washington State Department of Transportation
Name of Proposing Organization:	Sia Partners
Submission Title:	Sia Partners Statement of Qualifications – Community Centered Transportation Leadership to Curb Carbon
Submission Date:	February 16, 2024
Main Point of Contact:	John DePalma, Engagement Lead john.depalma@sia-partners.com

PACKET B

February 16, 2024

**John DePalma
Sia Partners
3120 139th Ave SE
suite 500
Bellevue, WA 98005**

**Washington State Department of Transportation
310 Maple Park Avenue SE
P.O. Box 47300 Olympia, WA 98504-7300
Re: RFQ “Community Centered Transportation Leadership to Curb Carbon”**

To Whom It May Concern,

I am pleased to transmit the attached proposal titled “Sia Partners Statement of Qualifications – Community Centered Transportation Leadership to Curb Carbon.” This proposal outlines Sia Partners’ capabilities for fulfilling Washington State Department of Transportation’s Request for Qualifications. Herein, we highlight key skills and experience to successfully complete the proposed project.

Thank you for your attention to this matter.

Sincerely,

John DePalma
Associate Partner
Sia Partners

Consultant Information Form

Firm Name: Sia Partners US Inc		FYE Date: 2024	Number of Employees: 492
Address: 48 Wall St			
City: 48 Wall St	State: New York	Zip Code: 10005	County: New York
Phone: 404-202-2446	Fax:	Company Web Site: www.sia-partners.com	
Remit to Address: 48 Wall St			
City: New York	State: New York	Zip Code: 10005	County: New York
Phone: 404-202-2446		Fax:	
Statewide Vendor Number (SWV) for Remit to Address:		Federal Tax ID Number or Social Security Number: 74-3243189	
Unified Business Identifier Number (UBI):		Date Universal Numbering System (DUNS) Number: 079928918	
Year Firm Established: 1999	UDBE/SBE/MSVWBE Certification Number:: 604427419	NAICS Code & Code Name:	
Proposed Project Manager: Myrielle Robitaille		Email: myrielle.robitaille@sia-partners.com	
Financial Contact: Peter Pietrucha		Email: contracts-us@sia-partners.com	

Firm Type:

- Sole Proprietor
 Partnership
 C – Corp.
 Limited Partnership
 Subchapter S Corp.
 Limited Liability Company

Annual Gross Receipt:

- \$0 to \$1 Million
 \$1 Million to \$5 Million
 \$5 Million to \$10 Million
 \$10 Million to \$15 Million
 Over \$15 Million

Note:

Firm Name: Please *do not* use: dba's – doing business as; combination names when two firms are working together, unless the combination name is the formation of a legally registered new company such as a joint venture; derivatives of your legal name; acronyms; etc. The firm name shown must be your firm's legal name.

Federal Tax ID Number: Your Federal Tax ID number must be that number registered to your legal firm name. If you do not have a Federal Tax ID number, please use your social security number.

Unified Business Identifier (UBI) Number: Your firm will be **REQUIRED** to acquire a UBI Number prior to execution of an agreement and/or being approved as a Sub-consultant to an existing agreement. This is a Washington State Business license and can be acquired by contacting the Washington State Department of Revenue web site at www.dor.wa.gov

Statewide Vendor (SWV) Number: The Statewide Vendor (SWV) Number is **REQUIRED** for vendors to receive payments. If your firm doesn't already have an SWV number, your firm will be required to acquire a SWV number prior to execution of an agreement. For additional information, please visit the Office of Financial Management (OFM) at <https://www.ofm.wa.gov/it-systems/accounting-systems/statewide-vendorpayee-services>

FYE Date: Your firm's fiscal year end date.

UDBE/SBE/MSVWBE Certification: If your firm is certified as a UDBE/SBE/MSVWBE enter your firm's certification number. Federal Certifications: Underutilized Disadvantaged Business Enterprise (UDBE), Small Business Enterprise (SBE). State Certifications: Minority, Small, Veteran, Women Business Enterprise. For additional information go to the Washington State Office of Minority & Women's Business Enterprises web site at www.omwbe.wa.gov

It is critical that your firm name is your legal firm name and that it is the same name assigned to your Federal Tax ID number and is the same name utilized for your SWV number.

Criteria 5

**CONTRACTOR CERTIFICATION
EXECUTIVE ORDER 18-03 – WORKERS’ RIGHTS
WASHINGTON STATE GOODS & SERVICES CONTRACTS**

Pursuant to the Washington State Governor’s Executive Order 18-03 (dated June 12, 2018), the Washington State Department of Transportation is seeking to contract with qualified entities and business owners who certify that their employees are not, as a condition of employment, subject to mandatory individual arbitration clauses and class or collective action waivers.

Solicitation Title: 2024 COMMUNITY CENTERED TRANSPORTATION LEADERSHIP TO CURB CARBON

I hereby certify, on behalf of the firm identified below, as follows (check one):

NO MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm does NOT require its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers.

OR

MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers.

I hereby certify, under penalty of perjury under the laws of the State of Washington, that the certifications herein are true and correct and that I am authorized to make these certifications on behalf of the firm listed herein.

FIRM NAME: SIA PARTNERS
Name of Contractor/Bidder – Print full legal entity name of firm

By: [Signature]
Signature of authorized person

JOHN DEPALMA
Print Name of person making certifications for firm

Title: ASSOC. PARTNER
Title of person signing certificate

Place: BELLEVUE, WA
Print city and state where signed

Date: 02/12/2024

Criteria 6

**CONTRACTOR CERTIFICATION
WAGE LAW COMPLIANCE – RESPONSIBILITY CRITERIA
WASHINGTON STATE GOODS & SERVICES CONTRACTS**

Prior to awarding a contract, agencies are required to determine that a bidder is a 'responsible bidder.' See RCW 39.26.160(2) & (4). Pursuant to legislative enactment in 2017, the responsible bidder criteria include a contractor certification that the contractor has not willfully violated Washington's wage laws. See Chap. 258, 2017 Laws (enacting SSB 5301).

Solicitation or Agreement Title: 2024 COMMUNITY CENTERED
TRANSPORTATIONAL LEADERSHIP TO CURB
CARBON

Solicitation Posting Date or Agreement Start Date: 01/18/2024

I hereby certify, under penalty of perjury under the laws of the State of Washington, that the below certification is true and correct and that I am authorized to make the following certification on behalf of the firm listed herein.

CERTIFICATION:

This firm has NOT been determined by a final and binding citation and notice of assessment issued by the Washington Department of Labor and Industries or through a civil judgment entered by a court of limited or general jurisdiction to have willfully violated, as defined in RCW 49.48.082, any provision of RCW chapters 49.46, 49.48, or 49.52 within three (3) years prior to the date of the above-stated date.

FIRM NAME: SIA PARTNERS
Name of Consultant/Contractor – Print full legal entity name of firm

By: [Signature]
Signature of authorized person

JOHN DEPALMA
Print Name of person making certifications for firm

Title: ASSOC. PARTNER
Title of person signing certificate

Place: BELLEVUE, WA
Print city and state where signed

Date: 02/12/2024

Submittal Instructions:

- If submitting a proposal in response to a solicitation, a signed Certification Document for the Prime and all Subs must also be included in your proposal Packet B (see advertisement for additional requirements).
- If requesting to add a Sub to an existing agreement, submit the signed Certification Document to: ConsultantRates@wsdot.wa.gov.

Criteria 7

**Washington State
Department of Transportation**

**Performance Evaluation
Completed by Reference**

Consultant Name: Latham Biopharm Group - Part of Sia Partners
Consultant's Project Manager: Kimberly Weber
Project Name to be Evaluated on: (Work must have been completed within the last 3 years or is currently being performed.) Advancing the rVSV Vector Platform Technology for Filovirus Vaccine Development - Marburg V

Type of Work:

Roadway Design
 Plans Specs & Estimates
 Transportation Study
 Right-of-Way
 Other

Contract Information: (Work must have been completed within the last 3 years or is currently being performed.)

	Start Date	End Date	Dollar Amount of Services
<input type="checkbox"/> Prime	02/01/19	03/31/25	3,400,000.00
<input checked="" type="checkbox"/> Sub			

Performance Evaluation	
Rating Criteria	Score
Please rate each criteria on a scale of 1 to 10. 1 being low and 10 being high.	1 - Low to 10 - High

1. Was the firm cooperative and responsive during any negotiations whether they were budget related or work element related?	10.00
2. Did the firm complete the project within the total budgeted amount?	10.00
3. Did the firm complete the project within the contract schedule(s)?	10.00
4. Did the firm meet all of your technical standards and quality expectations?	10.00
5. Was the firm's communication, both oral and written, clear and concise?	10.00
6. Was the firm's project management system effective?	10.00
Total Score	60.00
(Total the score by adding the scores for criterias 1 through 6.)	
Average Score	10.00
(Average the score by dividing the total score by the total number of criteria that was rated.)	

Evaluator Information:		
Firm/Company Name: Public Health Vaccines. LLC		
Evaluator's Name: Dr. Joan Fusco, PhD	Evaluator's Title: COO	
Firm/Company Address: One Broadway, 14th Floor, Cambridge, MA 02142		
Phone: (515) 203-9951	Fax:	Date: 02/16/23

Distribution:
 Original: Return to Consultant being evaluated; and
 Copy: Fax to WSDOT at 360-705-6838 or email to wsdotcso@wsdot.wa.gov

Washington State Department of Transportation

Performance Evaluation Completed by Reference

Consultant Name: Sia Partners
Consultant's Project Manager: Aurélien Labrunye
Project Name to be Evaluated on: (Work must have been completed within the last 3 years or is currently being performed.) Optimization of Operational Performance

Type of Work:

Roadway Design
 Plans Specs & Estimates
 Transportation Study
 Right-of-Way
 Other

Contract Information: (Work must have been completed within the last 3 years or is currently being performed.)

	Start Date	End Date	Dollar Amount of Services
<input checked="" type="checkbox"/> Prime	01/01/18	12/31/21	725,000.00
<input type="checkbox"/> Sub			

Performance Evaluation	
Rating Criteria	Score
Please rate each criteria on a scale of 1 to 10. 1 being low and 10 being high.	1 - Low to 10 - High

1. Was the firm cooperative and responsive during any negotiations whether they were budget related or work element related?	8.00
2. Did the firm complete the project within the total budgeted amount?	9.00
3. Did the firm complete the project within the contract schedule(s)?	8.00
4. Did the firm meet all of your technical standards and quality expectations?	8.00
5. Was the firm's communication, both oral and written, clear and concise?	9.00
6. Was the firm's project management system effective?	9.00
Total Score	51.00
(Total the score by adding the scores for criterias 1 through 6.)	
Average Score	8.50
(Average the score by dividing the total score by the total number of criteria that was rated.)	

Evaluator Information:		
Firm/Company Name: City of Montreal		
Evaluator's Name: Nathalie Colette	Evaluator's Title: Head of Division - Org Performance	
Firm/Company Address: 275, Rue Notre-Dame Est Montréal, QC H2Y 1C6		
Phone: (514) 781-5251	Fax:	Date: 02/14/24

Distribution: Original: Return to Consultant being evaluated; and
 Copy: Fax to WSDOT at 360-705-6838 or email to wsdotcso@wsdot.wa.gov

**Washington State
Department of Transportation**

**Performance Evaluation
Completed by Reference**

Consultant Name: SIA Partners
Consultant's Project Manager: Myrielle Robitaille
Project Name to be Evaluated on: (Work must have been completed within the last 3 years or is currently being performed.) ZEV Strategy and Support to the EV charging deployment (ZEV = Zero Emission Vehicle)

Type of Work:

Roadway Design
 Plans Specs & Estimates
 Transportation Study
 Right-of-Way
 Other

Contract Information: (Work must have been completed within the last 3 years or is currently being performed.)

	Start Date	End Date	Dollar Amount of Services
<input type="checkbox"/> Prime	03/06/23	09/29/23	87,350.00
<input type="checkbox"/> Sub			

Performance Evaluation	
Rating Criteria	Score
Please rate each criteria on a scale of 1 to 10. 1 being low and 10 being high.	1 - Low to 10 - High

1. Was the firm cooperative and responsive during any negotiations whether they were budget related or work element related?	8.00
2. Did the firm complete the project within the total budgeted amount?	10.00
3. Did the firm complete the project within the contract schedule(s)?	8.00
4. Did the firm meet all of your technical standards and quality expectations?	7.50
5. Was the firm's communication, both oral and written, clear and concise?	8.00
6. Was the firm's project management system effective?	8.00
Total Score	49.50
(Total the score by adding the scores for criterias 1 through 6.)	
Average Score	8.25
(Average the score by dividing the total score by the total number of criteria that was rated.)	

Evaluator Information:		
Firm/Company Name: Ville de Terrebonne		
Evaluator's Name: Alain de Guise	Evaluator's Title: Cadre-conseil mandats spéciaux	
Firm/Company Address: 775 Rue St Jean Baptiste, Terrebonne, QC J6W 1B5		
Phone: (514) 726-0915	Fax:	Date: 02/12/24

Distribution:
 Original: Return to Consultant being evaluated; and
 Copy: Fax to WSDOT at 360-705-6838 or email to wsdotcso@wsdot.wa.gov

**Washington State
Department of Transportation**

**Performance Evaluation
Completed by Reference**

Consultant Name: Sia Partners
Consultant's Project Manager: Anthony James
Project Name to be Evaluated on: (Work must have been completed within the last 3 years or is currently being performed.) Fire Prevention Business Transformation

Type of Work:

Roadway Design
 Plans Specs & Estimates
 Transportation Study
 Right-of-Way
 Other

Contract Information: (Work must have been completed within the last 3 years or is currently being performed.)

	Start Date	End Date	Dollar Amount of Services
<input checked="" type="checkbox"/> Prime	02/14/22	05/17/22	57,000.00
<input type="checkbox"/> Sub			

Performance Evaluation	
Rating Criteria	Score
Please rate each criteria on a scale of 1 to 10. 1 being low and 10 being high.	1 - Low to 10 - High

1. Was the firm cooperative and responsive during any negotiations whether they were budget related or work element related?	10.00
2. Did the firm complete the project within the total budgeted amount?	10.00
3. Did the firm complete the project within the contract schedule(s)?	10.00
4. Did the firm meet all of your technical standards and quality expectations?	10.00
5. Was the firm's communication, both oral and written, clear and concise?	10.00
6. Was the firm's project management system effective?	10.00
Total Score	60.00
(Total the score by adding the scores for criterias 1 through 6.)	
Average Score	10.00
(Average the score by dividing the total score by the total number of criteria that was rated.)	

Evaluator Information:		
Firm/Company Name: Puget Sound Regional Fire Authority		
Evaluator's Name: Aaron Tyerma	Evaluator's Title: Deputy Chief	
Firm/Company Address: 24611 116th Ave SE, Kent WA 98030		
Phone: (253) 856-4300	Fax: (253) 856-4317	Date: 02/14/22

Distribution:
 Original: Return to Consultant being evaluated; and
 Copy: Fax to WSDOT at 360-705-6838 or email to wsdotcso@wsdot.wa.gov

Criteria 8



Proposed Billing Rates

Date: 12-February-2024

Company Name: Sia Partners

Address: 3120 139th Ave SE, Suite 500

City / State / Zip: Bellevue, WA 98005

Subject: Proposed Labor Classifications and Hourly Billing Rates for 2024 Community Centered Transportation Leadership to Curb C

Attention: Manager, Contract Services Office

Below are the highest anticipated hourly billing rates for the identified labor classifications.

Labor Classification	All Inclusive Billing Rate
Community Outreach Coordinator	\$ 121.00
Grant Support	\$ 125.00
Technical PM Specialist	\$ 177.00
Grant Management	\$ 192.00
Grant Program Manager	\$ 201.00
Transportation / Fleet Decarbonization Expert	\$ 209.00
Digital Transformation Expert	\$ 255.00
Project Manager	\$ 280.00
Steering Committee: Digital Transformation Lead	\$ 280.00
Steering Committee: Non-dilutive Funding Lead	\$ 324.00
Steering Committee: Engagement Lead	\$ 331.00
Sustainability Expert	\$ 398.00

Note: Proposed Billing Rates, as submitted, shall be reviewed, accepted, and incorporated as an exhibit to the agreement. The Proposed Billing Rates shall be effective throughout the life of the agreement in accordance with the agreement payment provision.

Respectfully,

Signature 

Title Associate Partner

Name	BU	Labor Class	Function	PgM Role	Rate	LOE	Hrs./Yr.	Hrs./Mo.	Labor Total
Myrielle Robitaille	Sia	Managing Director	Key	Program Manager	\$ 280	90%	1,872	156	\$ 524,160
Amit Mehta	Sia	Manager	Key	Grant program manager	\$ 209	90%	1,872	156	\$ 391,248
Chloe Maximo	Sia	Associate Consultant	Key	Outreach coordinator	\$ 121	90%	1,872	156	\$ 226,512
Deborah Roby	LBG	Senior Associate Consultant	Key	Grant management	\$ 201	20%	416	35	\$ 83,450
Adelaide Masterson	LBG	Senior Analyst	Key	Grant support	\$ 125	20%	416	35	\$ 51,979
Jean Trzcinski	Sia	Partner	Key	Sustainability expert	\$ 398	15%	312	26	\$ 124,176
Nicholas Duplessis	Sia	Senior Manager	Key	Digital transformation expert	\$ 255	15%	312	26	\$ 79,560
Cassidy Cantin	LBG	Director	Key	SteerCo	\$ 324	10%	208	17	\$ 67,361
John DePalma	Sia	Associate Partner	Key	SteerCo	\$ 331	10%	208	17	\$ 68,848
Amy Jo Stolmeier	Sia	Managing Director	Key	SteerCo	\$ 280	10%	208	17	\$ 58,240
Hugues De Vinck	Sia	Senior Consultant	Key	Transportation expert	\$ 177	15%	312	26	\$ 55,224
Paul Esteves	Sia	Associate Manager	Key	Technical Specialist	\$ 192	50%	1,040	87	\$ 199,680

\$ 1,930,438 TOTAL

12 Team Member Count

Year Basis **2080** hrs

25-Mar-2024 Project Start

25-Mar-2025 Project End

9,048 Total Program Hours

\$213 Blended Rate