

TENDER INSIGHT BY BRONZE KEEL

Virtual Workshop on the UPDATED DWSD Procurement Policy

Solicitation No. 6.12.26, Detroit Water and Sewerage Department
Wayne County, Michigan, USA, June 2026

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Table of Contents

1. Procurement Office Intelligence
2. Strategic Read of This Solicitation
3. Clause-by-Clause Index
4. Legal Framework Intelligence
5. Master Compliance Checklist
6. Proposed Team Structure
7. Phase-by-Phase Timeline
8. Detailed Role Involvement
9. Gantt Chart Table
10. Key Recommendations
11. Remote vs On-Site Allocation
12. Work Model Cost Tables
13. Detailed Budget Breakdown
14. Pricing Strategy
15. Evaluation Criteria Analysis
16. Bidder Guidance Table
17. Offshore Provider Framework
18. Submission Requirements
19. Risk Register
20. IT/Cyber Strategy (Module M-IT)
21. Multi-Sector Integration (Module M-MULTI)

Section 1: Procurement Office Intelligence

DWSD is not a standard city department operating under City of Detroit procurement rules. It maintains its own Procurement Group, its own written Procurement Policy, and a separate e-procurement platform. This structural independence matters to bidders because the rules, forms, and scoring criteria that apply to City of Detroit contracts do not automatically apply to DWSD work. Vendors who miss this distinction and submit generic city-formatted bids risk disqualification on procedural grounds.

The policy update effective May 20, 2026 specifically revises equalization credits, which are scoring adjustments applied to bids from Detroit-based businesses. These credits directly affect how bids are ranked and which vendor wins. A vendor who does not understand the new equalization credit structure before submitting to any DWSD competition after May 20, 2026 is pricing blind. Attending this workshop is not optional for any serious bidder targeting DWSD contracts.

Analyst assessment: The workshop format, with a formal Zoom registration process, a closing date of June 13, 2026, and a mandatory Bid Documents upload, signals that DWSD is treating this as a structured engagement event rather than a casual webinar. The requirement to submit Bid Documents electronically even for a workshop notice suggests DWSD is building its bidder database and assessing interest levels across the 23 NIGP categories listed. A vendor who registers and submits documents positions themselves ahead of competitors who ignore the notice.

Three named contacts appear in the solicitation: Michelle McKenzie (313-674-0425), Malindia Westbrook (Business Opportunity Manager, 313-880-2554), and Marqacha Welch (313-618-3618). The designation of Westbrook as Business Opportunity Manager is deliberate. She is the primary relationship contact for vendors seeking to understand how DWSD's diversity and local-hiring priorities translate into scoring. Pre-workshop outreach to Westbrook is warranted.

The solicitation was published June 4, 2026 with an eight-day window to the workshop date (June 12) and a nine-day window to the closing date (June 13). This compressed timeline indicates DWSD wanted broad, immediate awareness of the policy change. The short window also limits preparation time, so vendors who move quickly on registration and document submission will stand out in the plan-holder pool.

Section 2: Strategic Read of This Solicitation

DWSD issued this solicitation one day after policy changes took effect (May 20, 2026 policy effective date; June 4, 2026 publication date). That 15-day gap between the effective date and public communication is telling. DWSD ran the policy change through internal approval first, then moved to market. Vendors who learned about the equalization credit changes informally in May have a three-week head start on competitors who discover the changes at the June 12 workshop. If your firm is already aware of the changes, attending the workshop is still essential because the Q&A session is where implementation questions get resolved, and those answers are not published anywhere else.

Analyst assessment: The 23 NIGP categories attached to this notice span trucks, fasteners, construction, IT, engineering, architectural services, water and sewerage equipment, and printing. This is not a scoped contract category list. DWSD is broadcasting to its entire vendor base simultaneously. The implication is that the equalization credit changes affect every procurement category DWSD runs, not just selected lines. Every vendor in any of these 23 categories should treat this policy update as directly applicable to their next DWSD bid.

The solicitation type is ITB - Invitation to Bid (Formal), even though no pricing is required and no contract is awarded. This reflects DWSD's internal classification system, where informational events are still coded as formal ITBs to ensure proper tracking and record-keeping. Read this as: DWSD takes this workshop seriously from a compliance standpoint, and vendors who treat it casually will be noticed.

Watch out for: The registration link uses the City of Detroit Zoom account (cityofdetroit.zoom.us), not a separate DWSD domain. Despite DWSD's operational independence from the City of Detroit, its communications infrastructure overlaps. This is not a contradiction in the solicitation; it is a shared technology arrangement. Do not interpret the zoom domain as meaning this workshop falls under City of Detroit procurement rules. It does not.

Section 3: Clause-by-Clause Index

Section	Details	Page / Reference
Notice Header	Solicitation Number 6.12.26; Title: Virtual Workshop on Updated DWSD Procurement Policy	Page 1 of 8
Basic Information	Reference 0000426662; Issuing and Owner Org: Detroit Water and Sewerage Department; Type: ITB Formal	Page 1
Source ID	PU.AG.USA.2246.C10157201; Piggyback: No	Page 1
Location	Wayne County, Michigan; Delivery Point: Detroit	Page 1
Description	Virtual workshop on updated DWSD Procurement Policy; equalization credit revisions effective May 20, 2026	Page 1
Dates: Publication	June 4, 2026 at 12:53 PM EDT	Page 1
Dates: Closing	June 13, 2026 at 12:00 PM EDT	Page 1
Dates: Workshop Event	June 12, 2026 at 11:30 AM EDT (Other event date)	Page 1
Questions Online	No - questions not submitted online	Page 1
Contact 1	Michelle McKenzie, 313-674-0425, michelle.mckenzie@detroitmi.gov	Page 1
Contact 2	Malindia Westbrook, Business Opportunity Manager, 313-880-2554, malindia.westbrook@detroitmi.gov	Page 1 / Flyer
Contact 3	Marqaicha Welch, 313-618-3618, marqaicha.welch@detroitmi.gov	Page 1
Pre-Bid Event	Virtual Workshop; Attendance Recommended; June 12, 2026 at 11:30 AM EDT	Page 1
Registration	https://cityofdetroit.zoom.us/meeting/register/4Apl4NZASgKpz-OS5Vpnrq	Page 1-2
Bid Submission Type	Electronic Bid Submission	Page 2
Pricing	No Pricing required	Page 2
Bid Documents	Mandatory; not limited to 1 file	Page 2
NIGP Category: Trucks	072 / 07200 - Trucks (diesel, gasoline, electric, hybrid, alternative fuel)	Page 3
NIGP Category: IT/Software	208 / 20800 - Computer Software for Microcomputers incl. Cloud-Based; 207 / 20700 - Computer Accessories	Page 3-4
NIGP Category: Engineering	918/91842 Engineering Consulting; 925/92544 Engineering Services; 91871 IT Consulting	Page 3
NIGP Category: Construction	913, 909, 912, 906, 95826 - Heavy, General, New Construction Services; Construction Management	Page 3-4
NIGP Category: Water/Sewer	890 / 89000 - Water Supply, Groundwater, Sewage Treatment Equipment	Page 4
NIGP Category: Other	320 Fasteners; 445 Hand Tools; 838 Telecom; 055 Automotive; 460 Hose; 540 Lumber; 659/658 Pipe/Tubing; 966 Printing; 863 Tires	Page 3-4
Documents Attached	Virtual Workshop Flyer (131 KB, 06/04/2026); Link to Register docx (14 KB, 06/04/2026)	Page 5
Audit/Status	Publication: June 4, 2026 at 12:53 PM EDT	Page 8

Section 4: Legal Framework Intelligence

4.1 Governing Law and Jurisdiction

This solicitation is issued under the laws of the State of Michigan and the municipal governance framework of the City of Detroit and DWSD. DWSD operates as a separate municipal entity with its own procurement authority. The applicable legal framework is Michigan public procurement law, specifically the Michigan Public Act 336 of 1951 as amended, and DWSD's own Procurement Policy (updated effective May 20, 2026). Any dispute arising from a DWSD procurement would fall under Wayne County, Michigan courts. DWSD is not subject to federal FAR/DFARS regulations unless federal funding is involved in a specific project.

4.2 Key Clause Analysis

Clause	What It Says	What It Means for the Bidder	Risk if Ignored
Equalization Credits	Revised effective May 20, 2026 (per workshop description)	Scoring advantage for Detroit-based vendors is now calculated differently. Old pricing strategies based on pre-May 2026 credits will produce wrong win-price estimates.	Lose on price to a local firm you did not account for in your bid model
Bid Submission: Electronic	Electronic submission only; Bid Documents mandatory	All submissions go through the DWSD e-procurement platform, not email or physical delivery	Rejection on procedural grounds
No Pricing Required	Pricing: No Pricing listed twice in submission section	This notice requires document submission only. No cost proposal. This is not a pricing competition.	Wasting effort on cost proposals that were never asked for
Questions Not Online	Questions are submitted online: No	Contact the named officers directly by phone or email. There is no Q&A portal for this notice.	Missing critical clarifications due to using wrong channel
Workshop Attendance Recommended	Pre-Bidding Event: Attendance Recommended (not mandatory)	DWSD signals this is important but stops short of mandatory. Non-attendance will not disqualify a vendor, but missing the Q&A opportunity is a competitive disadvantage.	Competitors gain information you do not have
DWSD Independence Clause	DWSD has its own Procurement Group, Policy, and e-procurement platform, separate from the City of Detroit	Do not apply City of Detroit procurement forms, timelines, or contacts to DWSD solicitations. Wrong forms mean rejection.	Disqualification from any future DWSD bid submitted on wrong forms

4.3 Set-Aside Analysis

No set-aside is specified in this solicitation. DWSD's policy goals of competition, diversity, and opportunities for Detroiters suggest local-preference scoring mechanisms (equalization credits) rather than formal set-asides. The May 2026 policy update directly addresses these credits. Attend the workshop to obtain the current equalization credit schedule.

4.4 OCI Exposure

No organizational conflict of interest provisions are cited in this solicitation. This is an informational workshop notice, not a contract competition. For future DWSD contracts, OCI requirements will appear in the specific solicitation documents.

4.5 NDA and Offshore Teaming Requirements

No NDA requirements are stated in this solicitation. For offshore team involvement in preparing proposal materials for future DWSD competitions, a standard NDA covering confidentiality of bid strategy, pricing, and client information is recommended as a minimum. Any NDA used for offshore teams should cover: prohibition on disclosing DWSD bid strategy to third parties; data handling requirements for any DWSD or client data used in proposal preparation; IP ownership of deliverables; and jurisdiction clause specifying Michigan law. These are recommendations based on standard practice, not solicitation requirements.

4.6 Protest Risk

Protest risk on this notice is negligible because no contract award is made. For future DWSD contract competitions, protest provisions will appear in the specific solicitation. DWSD follows Michigan municipal procurement protest procedures. To reduce protest exposure in future bids: follow every format requirement exactly; document submission method and timestamp; and retain all correspondence with DWSD procurement officers.

Legal Do's and Don'ts

#	Legal Area	Do	Don't	Risk if Violated	Reference
1	Submission Method	Submit Bid Documents electronically via DWSD e-procurement portal	Email or physically mail documents	Submission not accepted	Bid Submission section, Page 2
2	Contact Protocol	Call or email McKenzie, Westbrook, or Welch directly with questions	Use an online Q&A portal (not available for this notice)	Questions go unanswered	Contact Information, Page 1
3	Platform Independence	Access DWSD's own e-procurement platform for all submissions	Submit through City of Detroit systems or assume shared platforms	Submission rejected or lost	Description, Page 1
4	Equalization Credits	Attend workshop to obtain the revised credit schedule before pricing any future DWSD bid	Price future bids using pre-May 2026 credit assumptions	Wrong win price; losing bid	Workshop description, Page 1
5	Workshop Registration	Register at cityofdetroit.zoom.us link before June 12, 2026 11:30 AM EDT	Attempt to attend without pre-registration	No Zoom access link received	Pre-Bidding Events, Page 1

Section 5: Master Compliance Checklist

#	Requirement	RFQ Section	Pass/Fail or Scored	Action Required
1	Submit Bid Documents electronically via DWSD e-procurement portal	Bid Submission, Page 2	Pass/Fail	Upload documents before June 13, 2026 12:00 PM EDT
2	Register for the virtual workshop via the Zoom registration link	Pre-Bidding Events, Page 1	Not scored - recommended	Register at cityofdetroit.zoom.us/meeting/register/4Apl4NZASgKpz-OS5Vpnrg
3	Bid Documents are mandatory (not limited to 1 file)	Bid Documents List, Page 2	Pass/Fail	Prepare and upload all relevant bid documents
4	No pricing submission required	Pricing, Page 2	N/A	Do not submit pricing documents with this notice
5	Submit before closing date: June 13, 2026 at 12:00 PM EDT	Dates, Page 1	Pass/Fail	Confirm upload complete and confirmed before noon EDT on June 13
6	Ensure submission is to DWSD e-procurement platform (not City of Detroit system)	Description, Page 1	Pass/Fail	Verify correct portal before uploading
7	Contact DWSD officers directly for questions (no online Q&A portal)	Contact Information, Page 1	N/A	Use phone or email for any clarifications needed before submission

Section 6: Proposed Team Structure

This solicitation covers a vendor registration and workshop attendance event, not a contract execution. The following team structure applies to preparing submission documents and extracting maximum value from the workshop for future DWSD bidding.

Role	Responsibilities	Required Qualifications
BD Lead / Prime Contact	Register for workshop; attend and take Q&A notes; follow up with Westbrook post-event; assess equalization credit impact on existing and planned DWSD bids	Senior BD experience; DWSD or Michigan municipal procurement familiarity
Proposal Manager	Prepare and upload Bid Documents to DWSD portal before June 13 12:00 PM EDT; maintain submission record	Proposal management; electronic bid portal experience
Procurement Analyst (Offshore)	Analyze solicitation NIGP categories; map to firm capabilities; prepare competitive landscape summary; draft internal briefing on equalization credit changes once published	Government procurement research; NIGP category mapping
Legal / Compliance Reviewer	Review DWSD Procurement Policy update once obtained at workshop; flag any compliance obligations for firm's existing DWSD contracts	Michigan municipal procurement law; contract compliance
Pricing Strategist	Update price-to-win models for all active DWSD pursuit categories after workshop reveals equalization credit changes	Cost estimating; competitive pricing; municipal procurement
Technical Lead (by Category)	Attend workshop and assess how policy changes affect technical submission requirements in the firm's core NIGP categories (e.g., IT: 208, Engineering: 918/925, Construction: 913/912)	Domain expertise in firm's relevant NIGP categories

Section 7: Phase-by-Phase Timeline

Phase	Duration	Team Members	Key Responsibilities
Phase 1: Pre-Workshop Preparation	June 4 - June 11, 2026 (7 days)	BD Lead, Proposal Manager, Procurement Analyst	Register for workshop; upload Bid Documents to portal; review existing DWSD policy for comparison with known changes
Phase 2: Workshop Attendance	June 12, 2026 (1 day)	BD Lead, Technical Lead	Attend Zoom workshop 11:30 AM EDT; document Q&A answers; capture equalization credit revised schedule
Phase 3: Post-Workshop Analysis	June 13 - June 20, 2026 (7 days)	Procurement Analyst, Pricing Strategist, Legal Reviewer	Analyze credit changes; update pricing models; review legal implications for active contracts
Phase 4: Strategy Update	June 21 - June 30, 2026 (10 days)	BD Lead, Pricing Strategist, Technical Lead	Update bid strategies for all planned DWSD pursuits; brief executive team on policy impact

Section 8: Detailed Role Involvement

Role	Phase Involvement	Duration	Full-time or Part-time	Notes
BD Lead	Phases 1, 2, 4	18 days	Part-time	Primary point of contact with DWSD; attends workshop
Proposal Manager	Phase 1	7 days	Part-time	Handles portal submission before June 13 deadline
Procurement Analyst (Offshore)	Phases 1, 3	14 days	Full-time	Research and analysis work; can be performed remotely
Legal / Compliance Reviewer	Phase 3	7 days	Part-time	Reviews policy changes post-workshop
Pricing Strategist	Phases 3, 4	17 days	Part-time	Updates win-price models after credit schedule obtained
Technical Lead	Phase 2, 4	11 days	Part-time	Attends workshop; updates technical approach

Section 9: Gantt Chart Table

Team Member	Jun 4-11 (Phase 1)	Jun 12 (Phase 2)	Jun 13-20 (Phase 3)	Jun 21-30 (Phase 4)
BD Lead	Part-time	Full-time	Dash	Part-time
Proposal Manager	Full-time	Dash	Dash	Dash
Procurement Analyst	Full-time	Dash	Full-time	Dash
Legal Reviewer	Dash	Dash	Part-time	Dash
Pricing Strategist	Dash	Dash	Full-time	Part-time
Technical Lead	Dash	Full-time	Dash	Part-time

Section 10: Key Recommendations

1. Register immediately. The workshop is June 12, 2026 at 11:30 AM EDT. The Zoom link is only emailed to registered participants. Missing the registration window means missing the only structured forum where DWSD will explain the equalization credit changes in real time. Register at <https://cityofdetroit.zoom.us/meeting/register/4ApI4NZASgKpz-OS5Vpnrg> before June 11.
2. Upload Bid Documents before June 13, 2026 at 12:00 PM EDT. The closing date is one day after the workshop. Do not treat this as a same-day task. Upload by June 12 at the latest to avoid portal timing issues on closing day.
3. Contact Malindia Westbrook before the workshop. As Business Opportunity Manager, she is the designated relationship contact for vendors entering or expanding their DWSD business. A pre-workshop call or email establishes your firm in her contact database before the workshop crowd. Her number is 313-880-2554; email is malindia.westbrook@detroitmi.gov.
4. Prepare specific questions on equalization credits before attending. Generic attendance produces generic takeaways. Arrive at the Q&A session with concrete questions tied to your firm's specific NIGP categories and typical bid pricing. The Q&A answers are not published on the DWSD website; the only way to get them is to ask on June 12.
5. Audit all NIGP categories against your capabilities. DWSD has listed 23 NIGP categories spanning trucks, IT, construction, engineering, water/sewerage, and more. Any category where your firm has competed or plans to compete under DWSD is directly affected by the May 2026 policy update. Map your capabilities against this list before the workshop.
6. Treat attendance as a competitive differentiator, not an administrative task. The plan-holder list shows 48 organizations downloaded documents within hours of publication. Many of these firms will attend the workshop. The ones who engage substantively in the Q&A and follow up with Westbrook post-event will have a clearer picture of the new credit framework than those who watch passively.

Section 11: Remote vs On-Site Allocation

Role	Work Model	Duration	Feasibility of Remote Execution	Notes
BD Lead	On-site / Virtual	18 days	High - workshop is virtual	Must attend Zoom session; all DWSD contact by phone/email
Proposal Manager	Remote	7 days	Full remote feasible	Portal submission is electronic; no physical presence required
Procurement Analyst	Remote (Offshore)	14 days	Full remote feasible	Research and analysis only; no DWSD access credentials needed
Legal Reviewer	Remote	7 days	Full remote feasible	Policy review work; no on-site requirement
Pricing Strategist	Remote	17 days	Full remote feasible	Pricing model work; can be done from any location
Technical Lead	On-site / Virtual	11 days	High - workshop is virtual	Workshop attendance is virtual; strategy work is remote

No on-site physical presence at DWSD facilities is required by this solicitation. The workshop is entirely virtual via Zoom. All submission is electronic. The full engagement team can operate remotely with no restriction cited in the solicitation documents.

Section 12: Work Model Cost Tables

On-Site (USA) Roles

Role	Work Model	Est. Days	Day Rate (USD)	Total (USD)
BD Lead	USA On-site/Virtual	18	\$600	\$10,800
Proposal Manager	USA Remote	7	\$500	\$3,500
Legal Reviewer	USA Remote	7	\$700	\$4,900
Technical Lead	USA Virtual	11	\$600	\$6,600
USA Subtotal				\$25,800

Remote (South Asia) Roles

Role	Work Model	Est. Days	Day Rate (USD)	Total (USD)
Procurement Analyst	Offshore Remote	14	\$120	\$1,680
Pricing Strategist	Offshore Remote	17	\$130	\$2,210
South Asia Subtotal				\$3,890
Grand Total				\$29,690

Section 13: Detailed Budget Breakdown

All figures are estimates. This solicitation does not require a budget submission. These costs represent the internal cost of engaging with the workshop and updating bid strategy.

Category	Item	Cost (USD)
Personnel - USA	BD Lead (18 days at \$600/day)	\$10,800
Personnel - USA	Proposal Manager (7 days at \$500/day)	\$3,500
Personnel - USA	Legal Reviewer (7 days at \$700/day)	\$4,900
Personnel - USA	Technical Lead (11 days at \$600/day)	\$6,600
Personnel - South Asia	Procurement Analyst (14 days at \$120/day)	\$1,680
Personnel - South Asia	Pricing Strategist (17 days at \$130/day)	\$2,210
Tools and Software	Zoom registration (free); DWSD portal access (free)	\$0
Travel and Accommodation	No travel required (fully virtual)	\$0
Administrative	Document preparation, printing, filing	\$200
Contingency (5%)	Buffer for scope adjustment or extended follow-up	\$1,485
TOTAL ESTIMATE		\$31,375

Section 14: Pricing Strategy

No budget is stated in this solicitation (Module M-NOBDG active). No contract award results from this notice. The pricing analysis here applies to future DWSD contract pursuits that will be subject to the updated equalization credit rules.

Analyst assessment: Equalization credits function as a scoring multiplier that reduces the effective bid price of Detroit-based vendors in DWSD evaluations. The May 2026 revision changes how those multipliers are calculated. Until the exact revised credit percentages are disclosed at the June 12 workshop, no vendor can accurately calculate price-to-win for any future DWSD contract.

Low scenario: The credit revision is minor (single-digit percentage point change). Impact on existing pricing models is low. Adjust models by the new percentage and re-run competitive scenarios.

Mid scenario: The credit revision is moderate (10 to 20 percentage point change). Non-Detroit vendors face a materially higher price threshold for any category where Detroit-based competitors are active. Pricing must be restructured to account for the gap.

High scenario: DWSD introduces tiered equalization credits by NIGP category. Different categories have different credit rates. Firms with multi-category DWSD pursuits need separate price-to-win models per category. This scenario requires the most post-workshop analysis effort.

The single pricing variable that most affects winning under any scenario is whether your firm qualifies for any equalization credit itself. Detroit-based businesses, local hire commitments, and certified diverse suppliers each carry potential credit eligibility. Confirm your firm's eligibility status before attending the workshop.

Section 15: Evaluation Criteria Analysis

No formal evaluation criteria apply to this solicitation. This is an informational workshop notice; there is no scored proposal submission. The analysis below addresses how attendance at this workshop affects competitive scoring in future DWSD contract evaluations.

Factor (Future DWSD Bids)	Likely Weight	What an Evaluator Scores	Proposal Strategy	Common Losing Response
Price / Equalization-Adjusted Bid	High (typically 50-70% in DWSD ITBs)	Lowest adjusted price after equalization credits applied	Know the exact revised credit schedule before setting your price	Pricing without knowing current credit rates
Detroit Business Status / Local Hire	Moderate (embedded in equalization credit formula)	Whether vendor qualifies for equalization credits; level of Detroit-based staffing	Quantify Detroit workforce and supply chain commitments in every future DWSD bid	Generic diversity statement with no Detroit-specific numbers
Technical Approach / Qualifications	Moderate (typically 20-40% in DWSD ITBs)	Demonstrated relevant experience in the specific NIGP category	Cite DWSD-specific or comparable Michigan municipal project experience	Boilerplate capability overview not tied to DWSD scope
Compliance / Policy Adherence	Pass/Fail gate	Whether submission follows updated DWSD Procurement Policy format and requirements	Use only post-May 2026 DWSD forms and follow updated policy requirements	Submitting on outdated forms or ignoring policy updates

Section 16: Bidder Guidance Table

Category	Consideration	Step-by-Step Guide
Technical Readiness	Verify your firm has DWSD portal access before submission deadline	1. Log into DWSD e-procurement platform. 2. Confirm your account is active and linked to the correct NIGP categories. 3. Locate solicitation 6.12.26. 4. Upload Bid Documents. 5. Confirm upload receipt before June 13, 2026 12:00 PM EDT.
Compliance and Security	Follow DWSD's independent procurement rules, not City of Detroit rules	1. Access the DWSD Procurement Policy at www.detroitmi.gov/dwsd . 2. Note effective date May 20, 2026. 3. Identify equalization credit changes. 4. Confirm your firm's compliance with new requirements. 5. Apply updated rules to all future DWSD submissions.
Stakeholder Engagement	Establish a direct relationship with the Business Opportunity Manager	1. Contact Malindia Westbrook at 313-880-2554 or malindia.westbrook@detroitmi.gov before the workshop. 2. Introduce your firm and the NIGP categories you serve. 3. Ask about any upcoming DWSD procurements in your category. 4. Attend workshop on June 12 and engage during Q&A.
Scalability	Assess how equalization credit changes affect your DWSD pipeline across multiple categories	1. List all NIGP categories in which your firm currently or plans to compete for DWSD work. 2. Map each category against the 23 listed in solicitation 6.12.26. 3. Post-workshop, update your competitive positioning per category based on revised credit rates.
Vendor Coordination	Identify teaming opportunities with Detroit-based firms to access equalization credits	1. Review your current DWSD teaming arrangements. 2. Identify gaps where a Detroit-based subcontractor could qualify your bid for equalization credits. 3. Pre-workshop, reach out to potential Detroit-based teaming partners. 4. Post-workshop, confirm whether teaming arrangements affect credit eligibility under the revised policy.
Budget Optimization	Do not price future DWSD bids until equalization credit rates are confirmed	1. Attend workshop June 12. 2. Obtain revised equalization credit schedule. 3. Run new price-to-win calculations for each active pursuit. 4. Adjust bid prices before next DWSD submission deadline in your category.
Performance Benchmarks	Align past performance citations with DWSD's specific evaluation priorities	1. Review your firm's DWSD project history. 2. Identify projects that demonstrate Detroit-area impact and local hire. 3. Document outcomes in terms of equalization credit-eligible activities (local spend, Detroit employees, diverse suppliers). 4. Use these as reference examples in all future DWSD technical proposals.
Communication and Reporting	Use only the designated DWSD contacts; do not route questions through City of Detroit channels	1. Save contact info for McKenzie (313-674-0425), Westbrook (313-880-2554), and Welch (313-618-3618). 2. For all DWSD procurement questions, use these contacts only. 3. After the workshop, follow up within 48 hours on any open Q&A items that were not resolved during the session.
Documentation and Records	Keep a complete record of all DWSD interactions related to this solicitation	1. Screenshot the Zoom registration confirmation. 2. Save the submission portal receipt dated before June 13 noon EDT. 3. Record notes from the June 12 workshop Q&A session. 4. File the equalization credit schedule obtained at the workshop. 5. Store all emails with DWSD contacts.

Section 17: Offshore Provider Framework

This solicitation contains no explicit offshore restrictions. The work involved is vendor-side preparation (proposal documents, pricing analysis, policy review) with no access to DWSD systems, data, or sensitive infrastructure. Offshore participation in bid preparation is permissible under general principles.

Hard Limits

WATCH OUT: DWSD has its own e-procurement platform. Only the US Prime or authorized US-based personnel should have login credentials for DWSD's portal. Offshore team members must not hold DWSD platform accounts or submit documents on behalf of the Prime.

Data Type	Can Go Offshore	US Prime Only	Handling Requirement
Public solicitation documents (PDFs, flyers)	Yes	No	Standard file handling
Internal bid strategy and pricing models	Yes (with NDA)	No	Encrypt in transit; NDA required
DWSD portal login credentials	No	Yes	Never share with offshore team
Workshop Q&A notes	Yes (with NDA)	No	Treat as confidential bid intelligence
Contact information for DWSD officers	Yes (with NDA)	No	Use for internal preparation only; all direct contact by US Prime

Offshore Task Allocation Matrix

Task	Offshore Permissible	Owner	Deadline
NIGP category mapping	Yes	Procurement Analyst	June 10, 2026
Competitive landscape research	Yes	Procurement Analyst	June 11, 2026
Pricing model update post-workshop	Yes	Pricing Strategist	June 20, 2026
DWSD policy comparison analysis	Yes	Procurement Analyst	June 20, 2026
Bid document drafting for portal upload	No - US Prime submits	Proposal Manager (US)	June 12, 2026
Direct contact with DWSD officers	No - US Prime only	BD Lead (US)	Ongoing

Section 18: Submission Requirements

CRITICAL DEADLINE

Closing Date: June 13, 2026 at 12:00 PM EDT

Method: Electronic Bid Submission via DWSD e-procurement platform

Late bids: Not accepted per standard DWSD procurement policy

Workshop Event: June 12, 2026 at 11:30 AM EDT via Zoom (pre-registration required)

#	Document	Mandatory	Format	Where It Goes	Status
1	Bid Documents	Yes	Electronic (any format accepted per solicitation)	DWSD e-procurement portal upload	Upload before June 13, 2026 12:00 PM EDT
2	Workshop Registration	Recommended (not mandatory)	Online form via Zoom link	cityofdetroit.zoom.us registration portal	Complete before June 12, 2026 11:30 AM EDT
3	No pricing submission	N/A	N/A	Do not submit	No cost documents required

Strategic Q&A Questions for June 12 Workshop

1. What are the exact revised equalization credit percentages by vendor type (Detroit-based, diverse supplier, local hire commitment) effective May 20, 2026? (Rationale: Without specific numbers, pricing any DWSD bid is guesswork. This is the most valuable piece of information available only at this workshop.)
2. Does the equalization credit revision affect all 23 NIGP categories listed in this solicitation equally, or are different categories weighted differently? (Rationale: Firms competing across multiple categories need category-specific credit rates to build accurate price-to-win models.)
3. What documentation must a vendor provide to qualify for equalization credits, and has that documentation requirement also changed as of May 20, 2026? (Rationale: Qualifying for credits requires proof. If the proof requirements changed, firms relying on old documentation formats will lose credit eligibility.)
4. Does teaming with a Detroit-based subcontractor qualify the prime for equalization credits, and at what participation threshold? (Rationale: This determines whether non-Detroit-based primes can access credits through teaming or whether the credits are prime-only.)

Section 19: Risk Register

#	Risk	Category	Likelihood	Impact	Mitigation	Owner
1	Firm misses Zoom registration deadline and cannot attend workshop	Bid Risk	Low	High	Register immediately at cityofdetroit.zoom.us link; assign BD Lead as accountable for confirmation	BD Lead
2	Bid Documents not uploaded before June 13, 2026 12:00 PM EDT	Compliance Risk	Low	High	Upload by June 12; assign Proposal Manager sole accountability for portal submission	Proposal Manager
3	DWSD portal access issues on submission day	Technical Risk	Medium	High	Test portal login before June 10; resolve access issues with DWSD IT at least 48 hours before deadline	Proposal Manager
4	Equalization credit changes are more significant than anticipated, requiring full re-pricing of DWSD pipeline	Pricing Risk	Medium	High	Pricing Strategist available from June 13 to rebuild models; do not commit to pricing on any active DWSD pursuit until post-workshop analysis complete	Pricing Strategist
5	Competitor firms attend workshop and extract credit information your firm does not capture	Competitive Risk	Medium	Medium	Assign dedicated note-taker for Q&A session; prepare specific questions in advance; request copy of presentation from DWSD post-event	BD Lead
6	DWSD fails to provide revised equalization credit schedule at the workshop	Information Risk	Low	Medium	Follow up directly with Westbrook (313-880-2554) within 48 hours of workshop; submit formal written question requesting the credit schedule	BD Lead
7	Firm uses outdated DWSD forms for future contract submission post-workshop	Compliance Risk	Medium	High	After June 12 workshop, update all DWSD proposal templates and form libraries to reflect May 2026 policy revisions	Proposal Manager
8	Offshore analyst misclassifies NIGP categories, producing incorrect competitive landscape	Analytical Risk	Low	Medium	BD Lead reviews all offshore deliverables against solicitation NIGP codes before finalizing any strategy memo	BD Lead
9	Multiple DWSD contacts respond with conflicting information on equalization credits	Information Risk	Low	Medium	Cross-reference all answers with the written DWSD Procurement Policy at www.detroitmi.gov/dwsd ; flag any conflict to Legal Reviewer	Legal Reviewer
10	Teaming partner identified for DWSD credit eligibility does not hold	Teaming Risk	Medium	High	Verify certification currency before relying on partner's credit status; confirm through DWSD or relevant certification body	BD Lead

	current Detroit certifications					
11	Workshop format changes (reschedule, cancellation, format shift) between publication and event date	Event Risk	Low	Medium	Monitor DWSD portal and contact McKenzie (313-674-0425) two days before event to confirm	BD Lead
12	Internal stakeholders deprioritize workshop attendance due to no immediate contract award	Organizational Risk	Medium	High	Brief executive team on strategic value of equalization credit intelligence; quantify impact on DWSD pipeline revenue	BD Lead

Section 20: IT/Cyber Strategy (Module M-IT)

NIGP code 208 (Computer Software for Microcomputers, Systems, including Cloud-Based) and 207 (Computer Accessories and Supplies) are listed in this solicitation's categories. NIGP 91871 (IT Consulting) under category 918 is also included. This activates M-IT.

DWSD's use of a separate e-procurement platform and its own technology stack means IT vendors need to understand DWSD's infrastructure before proposing. The workshop is the first opportunity to ask whether the May 2026 policy update introduced any new IT-specific procurement requirements, including cybersecurity compliance standards for software vendors or cloud-based service providers.

Analyst assessment: DWSD operates critical public water and sewerage infrastructure. Any IT or software contract with DWSD will carry security and compliance requirements appropriate for critical infrastructure. IT vendors should be prepared to demonstrate compliance with Michigan's cybersecurity requirements for critical infrastructure operators and, potentially, requirements aligned with NIST frameworks, though the specific frameworks will be cited in individual IT contract solicitations rather than this workshop notice.

At the June 12 workshop, IT vendors should specifically ask: (a) whether the updated Procurement Policy introduced new cybersecurity attestation requirements for software and cloud vendors; (b) whether equalization credit revisions affect IT contracting differently than construction or equipment categories; and (c) whether DWSD's e-procurement platform has any system requirements vendors must meet to participate.

Section 21: Multi-Sector Integration (Module M-MULTI)

This solicitation lists 23 NIGP categories spanning at least five distinct sectors: construction and civil works, IT and software, engineering and professional services, equipment and supplies (automotive, tools, pipe, lumber), and printing/administrative services. This activates M-MULTI.

For a firm operating across multiple sectors, the risk is that DWSD's equalization credit revision affects each sector differently. A credit rate that is advantageous for construction bids may be irrelevant for IT software licensing. Do not assume the workshop will present a single unified credit schedule that applies identically across all 23 categories.

Analyst assessment: Multi-sector vendors attending this workshop should assign a sector-specific representative to each relevant NIGP category cluster, or at minimum prepare distinct question sets per sector. The core message to deliver in every sector-specific future DWSD bid is local economic impact, not multi-sector breadth. DWSD's policy goals are competition, diversity, and Detroit opportunities. A firm that can demonstrate Detroit-specific impact in each sector it targets will score higher on evaluation factors than a firm that leads with its national footprint.

Internal briefing requirement: After the June 12 workshop, the BD Lead should produce separate strategy memos for each sector in which the firm pursues DWSD work. Generic cross-sector briefings will not capture the nuances of how the revised equalization credits operate per category.