



Futureworks NYC

Advanced manufacturing. Advanced opportunity.

FUTUREWORKS NYC Services RFP Information Session

Pre-Proposal Information Session: March 1, 2016

RFP Submission Deadline: April 15, 2016



New York City Economic Development Corporation

Agenda

Welcome & Introductions

Overview

- NYCEDC

- Futureworks NYC

- RFP Work Streams

Responding to the RFP

- Proposal Requirements

- Selection Criteria

- MWBE Goals







- Timeline

- Submission Details

Q&A

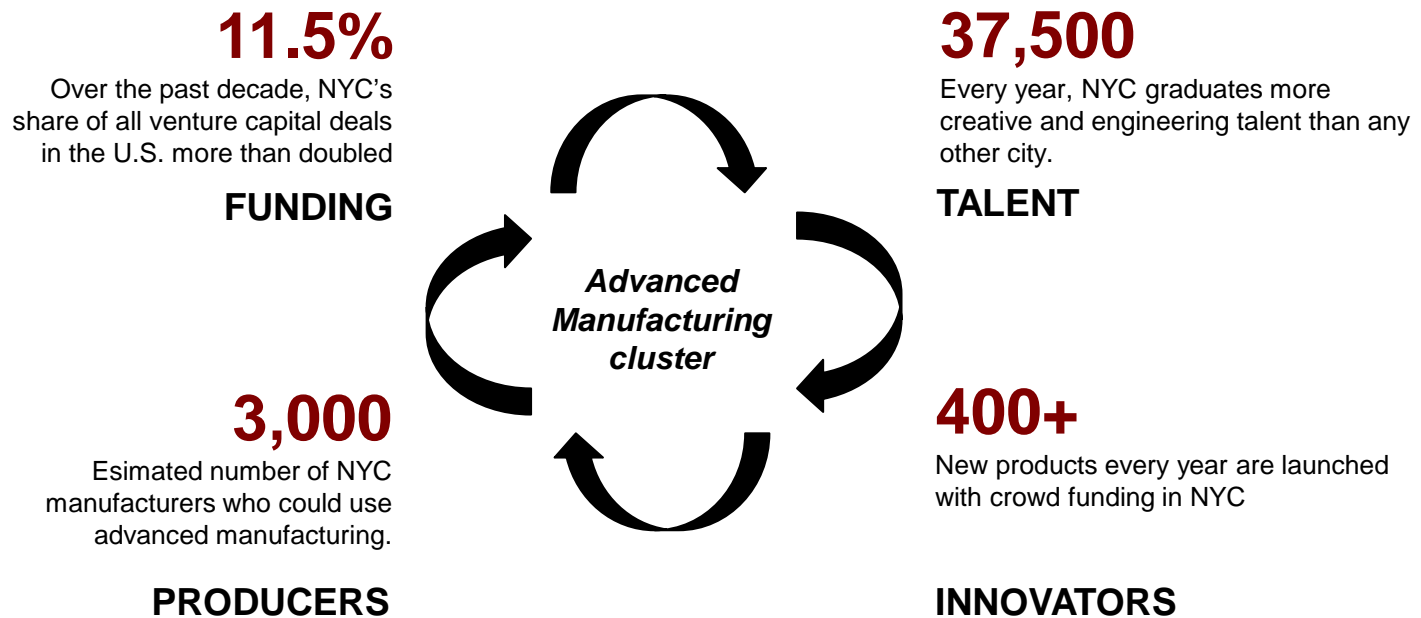
Why we're here

NYCEDC is the City's primary engine for economic development, charged with leveraging the City's assets to drive growth, create jobs, and improve quality of life

Strengthen Neighborhoods	Grow Good Jobs
 <p>Advance large scale catalytic developments</p>	 <p>Ensure growing companies in target sectors have the resources to start and scale in NYC</p>
 <p>Drive comprehensive neighborhood planning</p>	 <p>Maintain quality jobs today and grow innovation jobs for tomorrow</p>
 <p>Build community assets and infrastructure</p>	 <p>Ensure New Yorkers have access to economic opportunity</p>

The opportunity we see

NYC's manufacturing and technology sectors are converging, and creating opportunities to leverage City's talent, resources, and business competitiveness to develop a robust 21st-century production economy



Our Objective

Invest in technologies and activities that drive these trends to help manufacturers become more competitive and emerging firms scale and grow. Together these can increase local production and skilled production employment in NYC.



Futureworks NYC

We're developing a network of partnerships, services, and spaces to

- Further the development of technology that leads to the formation and expansion of production-oriented companies in applications relevant to NYC
- Connect, complement, and build on the capabilities of NYC's existing business community, institutions and production landscape
- Contribute to the NYC's economy by expanding its production sector

Through this RFP, we're seeking service providers for four Work Streams

- 1 Business Extension Services:** increase the City's existing manufacturing and industrial businesses' awareness of these new opportunities and their ability to take advantage of them
- 2 Virtual Incubator Services:** support the launch of product start-ups in the City and encourage local production and use of local supply chains as they scale
- 3 Partner Center Services:** partner with organizations that house prototyping, fabrication and testing equipment and workspace to develop services for target user populations that is not currently served or are underserved by the partner facilities
- 4 Advanced Manufacturing Center:** develop a Center at BAT to provide the needed space and equipment for developing Advanced Manufacturing technologies, products and/or processes



RFP Work Streams

Please refer to pages 6 to 12 in RFP for more detail

1 Business Extension Services

Tasks: Program design, development, marketing and outreach; recruitment and program execution; reporting
Scale: Serve 150 mature industrial businesses/year
Anticipated contract length: 18 month with one 1-year extension

2 Virtual Incubator Services

Tasks: Program design, development, marketing and outreach; recruitment and program execution; reporting
Scale: Serve 70 start-ups/year
Anticipated contract length: 18 month with one 1-year extension

3 Partner Center Services

Tasks: Program design, development, marketing and outreach; recruitment and program execution; reporting
Scale: Serve 25-30 users; EDC will select multiple Centers
Anticipated contract length: 18 month with one, 1-year extension

4 The Center

Tasks: Propose vision, operating model, design, programming; launch, grow and operate
Scale: Serve hundred individuals, researchers, start-ups etc. annually
Anticipated contract length: One 5-year contract with one, 5 year extension



Work Stream Four: Advanced Manufacturing Center

Please refer to pages 3 to 12 in RFP for more detail

A new, dedicated home for driving technology development and supporting its adoption



Site 1: Rendering of Annex, exterior



Site 2: Rendering of Building A, Phase V (Illustrative)

Key aspects to consider

Focus

A combination of technology, sector, and/or user segment focus. Context-specific, market-responsive proposals that outline why a specific focus on technology, sector or user would best serve the project and NYC’s production ecosystem.

Partnerships

Robust partnerships are anticipated and encouraged. Corporate, non-profit, and academic institutions may play a role in programming.

Functions

Core functions of the center will be determined by relevance to the focus area and needs of the user segment

Funding

Funding for development and early operations should be determined by corporate anchors through a combination of seed investment from NYCEDC and fund raising. Center expected to be self sustained within 5 years of operations.

Proposal Requirements

Please refer to pages 12 -18 in the RFP for more detail

- 1 Project Description**
Describe the proposed vision and approach to the Service and a detailed project work plan and timeline. For the Center: include key aspects outlined in slide 6.
- 2 Space Plan**
For the Center: proposed layout, space specifications, and renderings (as applicable)
- 3 Marketing Strategy**
Include a user recruitment and sponsorship plan (as applicable)
- 4 Financial Information**
A cost competitive fee schedule for the proposed services

For the Center: Plan for developing a self-sustaining operation within five years following launch (Including pro-forma financial statement, monetization and pricing plan, lease terms, etc.)
- 5 Impact & MWBE Plan**
For the Center: An economic impact assessment, including but not limited to, anticipated number of jobs that will be created by users or supported once the Center is fully operational. M/WBE Utilization Plans

Note: Respondent teams can include Academic or research institutions, Industry groups, Non-profit organizations, Private companies. NYCEDC will consider partnerships or joint ventures between multiple entities; however, a single entity must be designated as the primary respondent.

Selection Criteria

Please refer to pages 18 –19 in the RFP for more detail

NYCEDC will evaluate RFP respondents based on written proposals and interviews. Each work stream will be evaluated independently; respondents may submit proposals for more than one work stream

Criteria	Weight	Key Parameters
Respondent Qualifications	25%	<ul style="list-style-type: none"> • Prior demonstrated experience in providing similar services • Organizational capacity to execute the program
Quality of Proposal	25%	<ul style="list-style-type: none"> • Quality and scope of the proposal • Demonstration of full understanding of and the ability to complete tasks • Impact of the proposal—number of participants that will be served
Proposed Fee and Cost Schedule	10%	<ul style="list-style-type: none"> • General financial feasibility of activities proposed • Commitment to long-term sustainability and ability to fundraise • Ability of respondent to complete services in time allotted • Partnerships with other stakeholders and relationship to community
Economic and Community Impact	25%	<ul style="list-style-type: none"> • Impact to the surrounding community • Workforce development and educational opportunities (if applicable)
MWBE Goals	15%	<ul style="list-style-type: none"> • Proposed plans for encouraging 15% participation by Minority and Women-Owned Business Enterprises

M/WBE Goals and Subcontractors Participation Plan

- **M/WBE Program**

- M/WBE Program established in NYC Administrative Code, LL129 of 2005 and LL1 of 2013
- M/WBEs must be certified by NYC Dept. of Small Business Services

- **M/WBE Participation Goal:**

- Work Stream 1: 5-15%
- Work Stream 2: 5-15%
- Work Stream 3: 5-15%
- Work Stream 4: 20-30%

- **Respondents must submit an M/W/DBE Subcontractors Participation Plan (Exhibit 4 of RFP) demonstrating how they will achieve their proposed level of M/WBE participation**

- Respondents must set their own M/W/DBE Participation Goal for each work stream
- Respondents must also submit Intent to Perform as Subcontractor forms for each of the firms on the M/W/DBE Subcontractors Participation Plan, providing confirmation that the firms have been contacted and plan to work on the project

- **Plan will be rated and factor into selection**

- 15% of selection criteria corresponds to the quality of the M/WBE Subcontractors Participation Plan
- Respondents submitting proposals with a Participation Goal lower than the lower bound of the range shall receive a score of zero (0) for this selection criteria
- The higher bound represents the optimum participation goal. Proposed Participation Goals that exceed this higher bound are welcome but do not receive extra points

Meeting M/WBE Goals

- **Final M/WBE Goals will be incorporated into the Consultant Contract**
 - Selected Respondents will be required to meet the stated M/WBE goals or demonstrate good faith efforts

- **Identifying M/WBE Partners**
 - Use [SBS](#) directories to find M/WBEs in a specific field
 - Check out the [Interested Subcontractor and Supplier List](#) for this RFP
 - Network at this info session
 - NYCEDC can assist in identifying M/WBEs
 - Refer to good faith efforts section in draft contract for more ideas

- **Make use of the Kick-Start Loan Program**
 - Mobilization loans for M/W/DBE firms participating as either prime or subcontractor
 - Amounts up to \$250,000
 - May be used to buy long lead equipment, material, and/or labor costs

Opportunity M/WBE: Contacts

New York City Economic Development Corporation
110 William Street
New York, NY 10038

Bomi Kim
Senior Vice President & Director, 212.312.3695

Claudia Flores
Assistant Vice President, 212.312.3712

John Rooney
Asst. Vice President, 212.312.4256

Lucy Christensen
Program Manager, 212.312.4242

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www.nycedc.com

RFP and Contracting Timeline

Please refer to pages 5, 19, and 20 in the RFP for more detail

Feb. – Apr. 2016
RFP release and
submission phase

- **Questions due:** March 16, 2016, 5pm
- **Answers** will be posted on March 23, 2016 on our website (www.nycedc.com/RFP)
- **Proposals due:** April 15th, 2016, 4pm (6 copies)
- Email: advmfgRFP@edc.nyc

May. – Aug. 2016
Interviews &
selection; Contract
negotiation

- Select top respondents will be invited for an in-person interview
- Key provisions of the RFP will be discussed in detail
- Winning respondents will be selected
- Necessary background checks, authorizations and approvals
- Final contract negotiations

Sept. 2016 –
Contract
Execution;
Services Providers
begin Task 1

- Contract starts
- Selected respondents (Service Providers) starts works with NYCEDC to launch services

Q1 2017: Service delivery begins

Submission Details

Please refer to page 19 in the RFP for more detail

- Require **six (6) paper copies** of the proposal
 - Includes proposal, any required forms or statements and supporting materials
- Submit in an envelope labeled “Futureworks NYC RFP”
- Proposals must be received by NYCEDC no later than **Friday, April 15th, 2016 at 4:00 pm EST**
- Proposals must be submitted to the following address:
 - New York City Economic Development Corporation
110 William Street, 4th Floor, New York, NY 10038
Attn: Maryann Catalano, Senior Vice President, Contracts

Q&A

- Questions?
- A record of today's questions and final answers will be posted to the website: www.nycedc.com/RFP
- Submit questions to advnfgRFP@edc.nyc until March 16, 2016 at 5:00pm
- Answers will be posted on March 23, 2016 on our website: www.nycedc.com/RFP