



Port of Seattle Diversity in Contracting PortGen First Look: Information and Communication Technology Contracts

Kelvin Dankwa, dankwa.k@portseattle.org
Community Engagement & Training Program Specialist

Program to begin at 3:05PM
June 17, 2026



- 1. Please keep your mics muted unless you are called on during the question and networking portions of the event.**

- 2. You will receive the following:**
 - a. Slide deck
 - b. Meeting recording once uploaded
 - c. List of all registrants so you can network

- 3. Please put your questions in the Q&A**

Your questions will be addressed during the question portions of the event. Any question we don't get to we will try to get addressed after the event.

- 4. The information from this presentation is subject to change**

Please refer to the actual solicitation documents for official descriptions, estimates, and pertinent dates as the information in this presentation is subject to change.

Port of Seattle Diversity in Contracting

How to be notified of contracting opportunities

Events

Presentation – Information & Communications Technology Contracts

1. ICT Department Overview
2. PeopleSoft Technical Services
3. HubSpot Consulting Services IDIQ
4. Preparing for the Future - Upcoming Contracting Opportunities

Networking

- Introductions (Company, Specialty, Certifications)

Purpose:

[Resolution 3836 \(8e. Resolution\)](#)

Advance equity and address contracting disparities by increasing the utilization of Women and Minority Business Enterprises, and other disadvantaged firms.

2025-2029 Five-year Policy Benchmarks:

- Increase the amount of Port spend on WMBE contracts to 16%
- Increase the number of WMBE firms doing business with the Port to 500

To be Notified of Project Advertisements

- Register on [VendorConnect](#)
 - Use the [VendorConnect User Guide](#) for guidance if necessary
- Sign on to [Diversity in Contracting mailing list](#)

Once Advertised, First Steps to Pursue a Posted Project

- Reach out to Project Plan holders on VendorConnect
- Become a Plan Holder on VendorConnect
- Attend informational/pre-proposal/bid meetings



Save the Date:

Tuesday, September 29th

Are you a diverse or small business supplier or service provider? If so, join us at our Port headquarters for our inaugural Port Goods and Services Vendors Day for an opportunity to meet and connect with purchasers from across the Port, and share with them your incredible products and services!

This event is an in-person networking event at Pier 69. Leading up to the event will be virtual events highlighting teams from across the Port and their various goods and services needs.

Information and Communication Technology Contracts

Harold Federow

Contract & Compliance Advisor

Information & Communications
Technology

Federow.h@portseattle.org

ICT DEPARTMENT OVERVIEW

- WHAT IS ICT?
- ICT PRIORITIES
- ICT TEAMS



Information & Communications Technology

Who we are:

We are technology leaders that support our business partners for success. We strive to be close to our business partners, to understand their needs, and to help them leverage technology to its fullest.

What we do:

Our work centers around rebuilding our partnerships, understanding what our various business units need tactically and strategically, and training our customer base to take advantage of the technologies that we offer.

ICT Department Priorities

ICT is committed to partnering with the business, being progressive about technology adoption, and fusing those two broad notions together to provide technology value to the organization.

Impacts of ICT on the Port

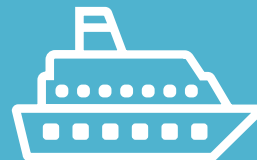
Aviation

- Electronic Signs (FIDS, BIDS, Security line wait times, etc.)
- Software guidance into your gates



Maritime

- Marine Vessel Management System
- Asset management



Corporate/Port

- Technology is used to help people get paid
- Managing the Port's networks accessing the internet & internally



ICT Senior Teams

Information Technology
Matt Breed
Chief Information Office

Technology Delivery

- Project Office
- Administration
- Contracts
- Finance, Budget & Asset Mgmt
- Business Analysis
- Client Services
- Mobility

Product Development & Engineering

- Development
- Enterprise GIS
- QA/Test Engineering
- Software Development
- Systems Operations

Infrastructure Services

- Infrastructure Operations
- Networking Engineering
- Service Desk
- Server Engineer
- Database Engineer

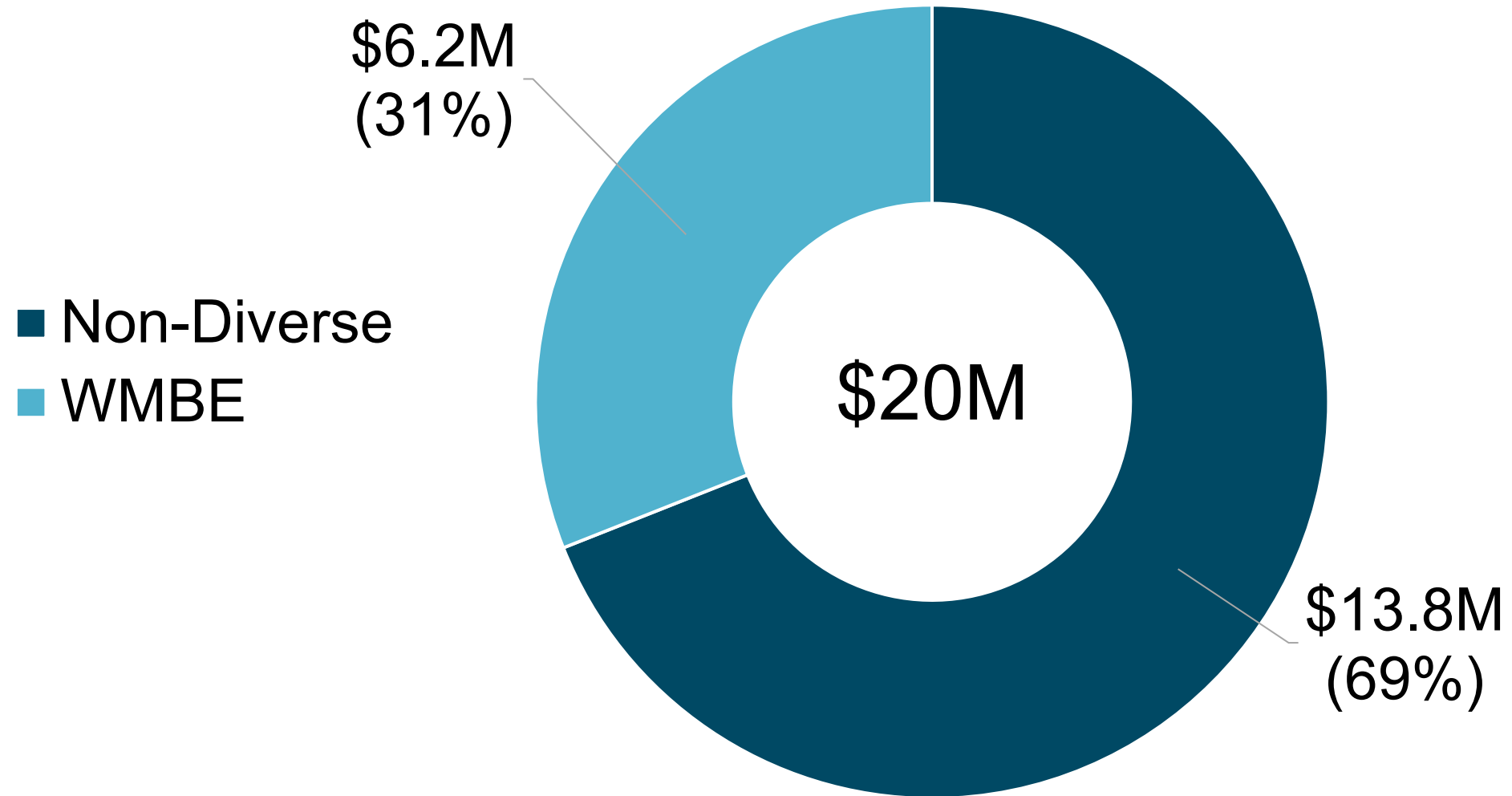
Enterprise Infrastructure Services

- Technological Innovation
- Architecture oversight

Business Intelligence

- Data Analytics
- Customer Research

2025 ICT Contract Spend



Technology Needs

Hardware

- Servers, Routers, Switches
- Laptops/Computers
- Fiber cables
- Printers, Displays, etc.

Software

- Microsoft
- Veoci
- Maximo
- PeopleSoft, HubSpot, etc.

Questions?

Service Agreement Contract Types

Indefinite Delivery Indefinite Quantity (IDIQ)	Project Specific
General Scope of Work	Specific Scope of Work and Level of Effort
Service Directives: Specific Scope of Work and Level of Effort	Scope of Work and Level of Effort Negotiated upfront
Generally Hourly Rates Payment	Generally Lump Sum Payment

HUBSPOT CONSULTING SERVICES IDIQ

- OVERVIEW
- SCOPE OF WORK
- SCHEDULE



Project Overview

Purpose: The Port of Seattle (PORT) expects to partner with a firm to assist in accomplishing a wide range of projects over the next five years on the HubSpot for Marketers platform recently implemented for the Port. The product is used by several Port organizations for a variety of processes including External Relations, Aviation Commercial Management, and our Commission Office.

Category: Consulting Services

Estimated Cost: Not to Exceed (NTE) \$500K

WMBE Goal: No Goal

Certifications: TBD

Project Scope

1. Solicitation and documentation of requirements for processes/features to be built on the HubSpot platform.
2. Design documentation that may include the data model and flow between HubSpot features.
3. Design and configuration of HubSpot solutions based on requirements solicited.
4. Development of custom features and integrations on the HubSpot platform.
5. Configure, test, implement, train and/or consult on automated workflows, deals, and other ecommerce specific features.
6. Provide training and training materials on HubSpot implementations.
7. Problem identification and resolution.
8. General system support.
9. Project leadership of vendor teams and the generation of project management artifacts in collaboration with Port project management or leadership.
10. Consult on best practices

Tentative Contract Schedule

Item	Anticipated Date
Advertise Date	June - July 2026
Pre-Proposal Conference	About 2 weeks after advertise
Proposal Due Date	About 30 days after advertise

PEOPLESOFT TECHNICAL SERVICES

- OVERVIEW
- SCOPE OF WORK
- SCHEDULE

Project Overview

Purpose: The Port expects to utilize contractors to assist in accomplishing a wide range of projects over the next four years in support of our PeopleSoft and Oracle Taleo applications.

The systems include:

- PeopleSoft HCM version 9.2 (Human Resources, Benefits, Time and Labor, Payroll for North America, ePerformance, Employee Self-Service, and Manager Self-Service),
- Financials version 9.2 (Accounts Payable, Purchasing, General Ledger, Accounts Payable, Project Costing, Billing, Accounts Receivable, Asset Management), and Oracle Taleo for Recruiting.

Category: Consulting Services

Estimated Cost: Not to Exceed (NTE) \$1.9M

WMBE Goal: 6%

Certification: Oracle at vendor level.

Project Scope

PeopleSoft Developer:

Develop and test PeopleSoft objects, interfaces and reports using SQRs, Application Engines, Application Packages, PeopleCode, Integration Broker, SQL scripts, integration tools, Enterprise Components, queries, workflow, Search technology, Excel to CI, Component Interfaces and PeopleTools.

PeopleSoft Administrator:

- a) Install, configure, upgrade and support PeopleSoft applications.
- b) Create and Maintain System documentation.

PeopleSoft or Taleo Functional Analyst:

- a) Lead Port business subject matter experts in Fit/Gap Analysis
- b) Develop Configuration Documents, Functional Design Documents, and Functional Test Scripts
- c) Design, configuration, and test execution of PeopleSoft modules and/or integrated products that may interface with PeopleSoft.

Project Manager:

- a) Plan, track, and monitor project efforts including schedule, budget, risks, and issues.
- b) Provide detailed and overview status to project and leadership levels.
- c) Mitigate risks and manage Consultant resources to ensure they are on-track and providing quality deliverables.

Teams will be evaluated on:

PeopleSoft Developer:

- a) Understanding of enabling technologies, such as HTTP, HTML, XML, Web Services, and Portal technologies
- b) Expertise in PeopleSoft (PS) search analytics and reporting tools Oracle Business Intelligence (BI) publisher, Pivot Grids, Queries (Composite and Connected queries).
- c) Expertise in PeopleSoft Fluid technologies, Approval Workflow Engine (AWE) and Enterprise Components (Forms, Page Composer, integration definitions etc.).

PeopleSoft Administrator:

- a) Understanding of the PeopleSoft Application architecture and the various Application tier and database tier components.
 - b) Using the administrative tools for PeopleSoft
 - PeopleSoft Security
 - PeopleSoft Update Manager (PUM)
- Etc.

PeopleSoft or Taleo Functional Analyst:

Understanding and work experience as a PeopleSoft (HCM/Financials 9.2 versions) or Oracle Taleo Functional consultant.

Project Manager:

Understanding and work experience as a PeopleSoft (HCM/Financials) or Oracle Taleo Project Manager.

Tentative Contract Schedule

Item	Anticipated Date
Advertise Date	July 2026
Pre-Proposal Conference	About 2 weeks after advertise
Proposal Due Date	About 30 days after advertise

Questions?

PREPARING FOR THE FUTURE



Future Consulting Opportunity

AI Consulting Services IDIQ

The Port's ICT Department will be seeking assistance with its approach to use and implementation of AI.

Estimated Cost: \$400K - \$500K

WMBE Goal: TBD

Estimated Advertise Date: Q3 2026

Future Consulting Opportunity

Azure Consulting Services IDIQ

The Port is seeking a qualified cloud services partner to support the adoption, modernization, and optimization of Microsoft Azure cloud and Hybrid services. The engagement will focus on validating and enhancing the current Azure architecture, guiding new service implementations, improving security posture, resiliency, and ensuring that the Azure service design and deployment align with organizational standards, operational needs, and future scalability requirements.

Estimated Cost: \$1.8M

WMBE Goal: TBD

Estimated Advertise Date: Q3 2026

Future Consulting Opportunity

Technology Services IDIQ

The Port's ICT Department has occasional requirements for extra assistance on projects. The needed assistance can range from developers, to project managers, to QA, or whatever other assistance ICT may need to augment its existing staff to better manage the workload. The actual work varies widely and will depend on the specific assignment.

Estimated Cost: \$4.5M - \$5M

WMBE Goal: TBD

Estimated Advertise Date: Q4 2026

Future Consulting Opportunity

Virtualization Consulting IDIQ

The Port seeks a qualified technical services partner to perform a comprehensive assessment of the current virtualization platform—covering platform health and performance, security posture, and overall architecture. The engagement will validate operational reliability, identify risks and optimization opportunities, and provide a prioritized roadmap aligned to business, compliance, security and resiliency objectives.

Estimated Cost: \$150K - \$200K

WMBE Goal: TBD

Estimated Advertise Date: Q1 2027

Future Purchasing Opportunity

Property Management System Refresh

The Port of Seattle is seeking a qualified vendor to provide a property management system solution.

Estimated Cost: \$800K - \$1.2M

WMBE Goal: N/A

Estimated Advertise Date: Q3 2026

Future Purchasing Opportunity

Fire Alarm Monitoring System Refresh

Replacement of the existing fire alarm monitoring system at SEA.

Estimated Cost: \$250K - \$350K

WMBE Goal: N/A

Estimated Advertise Date: Q2 2027

Opportunities for Greater WMBE Participation

Specialties for greater WMBE participation:

- Radio Scanning
- ArcGIS (geographic information system)
- HubSpot

Certifications frequently helpful for IT contracts:

- Cisco
- Dell
- Microsoft
- Oracle

Questions?

NETWORKING

Your Name

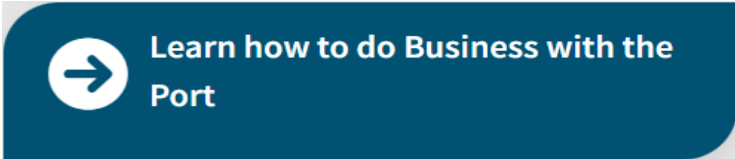
Business Name

Business Specialty

Business Certifications – WMBE, SBE, DBE, VOB

Prime or Sub or Both

Where can I find this presentation?

1. Presentation and list of registrants will be sent out after this event.
2. [Diversity in Contracting website](#):
 - Click the  flag.
 - Scroll Down to view “Past PortGen Events & Trainings with Materials” and click “Presentation” or “Registrants” for each PortGen event.
 - Scroll to the bottom of the page to view the [Diversity in Contracting Event Archive](#)

THANK YOU FOR ATTENDING



POST-EVENT SURVEY

