



An MGM Resorts
Luxury Destination

PROCUREMENT OPERATIONAL SERVICES & SUPPLIES Did You Know?

- MGM Springfield has made strong efforts from day one to partner with local suppliers and vendors whenever possible, so that the community and region may be informed to participate in opportunities to supply goods and services to the Resort.
- MGM Resorts Procurement team has begun and will continue to host a series of category specific outreach events in Springfield to identify and engage with local businesses for business opportunities.
- MGM is committed to buying as much as possible local to the Springfield, Western & Central Mass region.
- MGM Springfield will include 252 guest rooms, food and beverage outlets and entertainment operating 24/7 and 365 days a year. Supplier's having flexible operating hours and weekend deliveries will be necessary to support the Resort needs.
- Invoicing & payment: COUPA is the procure-to-pay technology used for ordering, invoicing and payment.
- Quality, price, superb service and timelines is a competitive advantage for businesses seeking to engage MGM Springfield. All of these factors will be taken into consideration when determining the best value. Having the lowest bid does not mean the best overall value.

WHAT TO EXPECT AT AN OUTREACH EVENT

- During the general session, Procurement leadership will provide an overview of MGM Springfield, introduction of Procurement executives. Supplier requirements and expectations will be outlined. Information about vendor registration & licensing and diversity certifying agencies will be provided.
- Attendees will have the opportunity to network, participate in a Q&A session, attend demonstrations on the vendor certification process, learn about upcoming bid opportunities and meet with operations category managers for specific bid opportunities taking place into 2018.

- Representatives from the Massachusetts Gaming Commission and various diversity certifying agencies will be on hand to answer questions regarding the necessary vendor registration and certification requirements.
- Speed roundtable meetings are for suppliers of the specified products or services outlined in the marketing material. Business owners will have 2-3 minutes to introduce their company to Category Managers and can attend multiple session rounds.
- If pre-registration has closed, business owners can register to attend the day of the event however seating will be limited.

HOW TO ENGAGE WITH MGM SPRINGFIELD

- Ensure your business provides a competitive product or service that will be used by MGM Springfield.

Register the business online at www.mgmspringfield.com. Click on **Suppliers** then **Information**. Once the vendor registration is completed online, applicants receive an instant confirmation of their submission. Any changes or revisions to company information can be forwarded to springfieldsupplier@mgmresorts.com

- Provide a capability statement (*business resume*) with your registration.
- Review the MGM Springfield website, Twitter account, and Facebook page for upcoming outreach events
- Register at <http://www.mgmspringfield.com/suppliers/outreach-events.aspx> to attend an Outreach event. *Note: Outreach events are focused on bid opportunities scheduled to launch 6 to 9 months after the event*
- Each Outreach general session presentation will be posted to the MGM Springfield website after the event and include the high level procurement timeline
- Category Managers will segment companies by future opportunities and re-qualify following the event or search the MGM database for registered companies to identify and determine suitability for RFP.

Category Bid Timeline

2017

Food & Beverage Supplies

Hotel Supplies

Casino Supplies

Information Technology

Uniforms

Audio Visual Equipment

Security Surveillance

2018

Food and Beverage Supplies

Food and Beverage

Hotel Supplies

Uniforms

Facilities Supplies & Services

(Janitorial, Maintenance, Repairs, Snow Removal, Oil Filtration, Kitchen Maintenance)

Horticulture

Transportation

- Operational bid opportunities are by invitation only and not published on the MGM Springfield website.
- Contracts are typically in place for 2-3 years.
- Entertainment is managed through a regional talent agency, not direct with MGM Springfield.

MASS GAMING VENDOR REGISTRATION & LICENSING

- Review and explore registration with Mass Gaming Commission
<http://massgaming.com/licensing/>
- Suppliers need a Statement of Business Relationship form from a gaming company to submit with their application to MASS Gaming Commission. This form is only issued if there is a contracting opportunity in process as identified post an invitation to bid.

DIVERSITY CERTIFICATION

MGM Springfield will make best efforts maximize opportunities for regional Western Mass owned businesses and to spend with the following certified business classifications:

Woman Business Enterprises MBEs	15%
Minority Owned Business Enterprise WBEs	10%
Veteran Owned Business Enterprise VBEs	2%

If business is diverse owned – explore and obtain certification as minority, women or veteran owned

Partial List of Recognized Certifying Agencies

- **Center for Women Enterprise (CWE)** certified women owned businesses
- **Greater New England Minority Supplier Development Council (GNEMSDC)** minority owned businesses
- **Commonwealth of MA Supplier Diversity Office (Mass SDO)** certified minority, women and veteran owned businesses

FREQUENTLY ASKED QUESTIONS

- Do you have reciprocity with woman-owned business certifying agencies?
 - **Answer: Certifications obtain from Mass Supplier Diversity Office or any WBENC regional affiliate are accepted by MGM Springfield**
- If certification status has not been filed yet, can the business profile status with MGM be changed once certification is received?
 - **Answer: Yes. Certifications can be submitted to springfieldsupplier@mgmresorts.com. Certifications will be attached to company's existing profile.**
- Can only certified woman owned business apply? If yes, Why?
 - **Answer: MGM Springfield will make best efforts to engage minority, women and veteran - owned businesses interested in working with MGM Springfield. All are encouraged to pursue certification.**
- Is there a strong request for US disabled veterans for vendor?
 - **Answer: MGM Springfield is committed to spend 2% of total biddable with certified veteran owned businesses**

DESIGN/FURNITURE FIXTURES & EQUIPMENT (FF&E)

- Are AWI certifications necessary?
 - **Answer: AWI certifications are not essential/ however, will be considered**
- On millwork items, will MGM accept fabrication only bids from open shops?
 - **Answer: Yes**
- How soon do you need prototype lead time?
 - **Answer: Prototype lead times vary by category. It is helpful to have prototypes produced as quickly as possible.**
- Who is on the design team?
 - **Answer: MGM Resorts International utilizes many different consulting firms for design which varies by venue.**
- Does FF&E/Gaming installation require union labor?
 - **Answer: Yes**

- What is the status of the office furnishings bid?
 - **Answer: The office furnishings have been bid and awarded.**
- Are all purchases for specific items pre-selected or is there room for suggestions (i.e. furniture)?
 - **Answer: Specifications prepared by the design teams are sent out for bid. Bids should be for the items as specified. Alternate proposals may be considered as long as it is clearly marked as an alternate.**
- Will you use only one vendor for FF&E items (i.e. slot machine bases)?
 - **Answer: The number of vendors utilized for any specific type of item varies. There are a multitude of considerations which factor into determining how these are awarded: type of item, costs, capability of supplier, capacity of supplier, etc.**
- For interior finishing's, what time period should vendors expect MGM to reach out?
 - **Answer: Many of the areas are anticipated to be bid in the Summer of 2017**
- Will the design team be based in Springfield or will there be regular scheduled meetings?
 - **Answer: There are regularly scheduled meetings with Designers from multiple locations**