

MIAMI-DADE EXPRESSWAY AUTHORITY  
6<sup>TH</sup> ANNUAL PROCUREMENT WORKSHOP  
FOR  
SMALL & MINORITY BUSINESSES

WHO IS HNTB?

The HNTB Companies  
Engineers Architects Planners



WHAT DOES HNTB  
LOOK FOR IN A  
TEAMING  
PARTNER?

**HNTB**



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## MDX 6<sup>TH</sup> ANNUAL PROCUREMENT WORKSHOP

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- WHO IS HNTB?
  - CORPORATE VISION
  - LEADERSHIP CHARACTERISTICS
- WHAT DOES HNTB LOOK FOR IN TEAMING PARTNERS?
- WHAT SERVICES DOES HNTB PROVIDE IN LOCAL MIAMI-DADE COUNTY MARKET?
  - MIAMI-DADE EXPRESSWAY AUTHORITY
  - MIAMI-DADE AVIATION DEPARTMENT
  - MIAMI-DADE TRANSIT
  - FLORIDA DEPARTMENT OF TRANSPORTATION

## DOCTRINE

- Sustainability
  - Strategic planning and implementation
  - Leadership development
  - Market diversification (revenue streams)
- Profitable Growth
  - Client focus
  - Employee commitment
  - Focus on relationships
  - Optimizing revenue and profitability
  - Continuous improvement
- Best Business
  - Technical excellence
  - Provide a learning environment
  - Sophisticated business practices
  - Communications
- 4for4
  - Quality work,
  - On time,
  - On budget,
  - To the client's satisfaction on every project

## PHILOSOPHY

- Take personal responsibility for making success happen
- Expect more of yourself in everything you do
- Uncover what is really important in any situation
- Collaborate for the benefit of everyone
- Build relationships

## CULTURE

- Integrity
- Technical excellence
- Respect for others
- Continual development of all employees
- Commitment to our professions

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## CHARACTERISTICS OF HNTB LEADERS

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TECHNICAL EXCELLENCE  
SUCCESS ORIENTED  
PERSONAL ACCOUNTABILITY  
POSITIVE  
PROACTIVE  
COLLABORATIVE  
PERSUASIVE  
OPEN  
EMPATHY  
LISTENS WELL  
DEVELOPS OTHERS  
TRUSTED  
SELF AWARENESS  
COURAGE  
LOYALTY  
JUDGMENT  
VISION

Genuine  
Committed  
Imaginative

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# THE HNTB PROMISE

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Our vision is to be a company that is, first, honest in all its dealings with everyone.  
A company that promises and delivers excellence in professional and business services.  
A company that respects its employees, clients and business allies.  
This, therefore, is our promise ...



WE BELIEVE THAT THE ONLY WAY TO ACHIEVE OUR VISION IS THROUGH OUR JOINT COMMITMENT TO A PHILOSOPHY OF PERSONAL RESPONSIBILITY ... TO FOLLOW OUR CULTURE, ADVANCE OUR BUSINESS DOCTRINE AND LIVE THE BEHAVIORS WE KNOW ARE ESSENTIAL TO OUR SUCCESS.

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As an employer, HNTB commits to:

- Act with integrity in dealing with everyone ... you, our clients, our allies and competitors and the communities we serve.
- Understand your goals and aspirations and help create a path to your personal success.
- Provide the learning environment where you can develop technical and management skills that characterize a professional in our industry.
- Provide opportunities for you to collaborate with other talented and motivated professionals across all of our business units and offices.
- Provide you the opportunity to apply your skills on some of the most challenging and rewarding projects in the world.
- Give you the necessary support and tools to do your job in a way that is satisfying to your clients and to you.
- Encourage and acknowledge your imagination, judgment and loyalty.

HNTB HISTORY



NEARING 100 YEARS  
OF INTEGRITY,  
QUALITY OF WORK  
AND INNOVATION

1914  
1922  
1928  
1941  
1945  
1948  
1954  
1956  
1964  
1969  
1975  
1979  
1982  
1993  
1995  
1997  
1998  
1999  
2000  
2003  
2004  
2005  
2006  
2007  
2008  
2009

# TOP 500 DESIGN FIRMS

EACH YEAR *ENGINEERING NEWS-RECORD*, THE LEADING INDUSTRY PUBLICATION REPORTING NEWS AND INTELLIGENCE ON THE GLOBAL CONSTRUCTION MARKET, RANKS THE TOP 500 DESIGN FIRMS. EACH YEAR HNTB RANKS AMONG THE NATION'S LARGEST AND MOST SUCCESSFUL ENGINEERING, ARCHITECTURE AND PLANNING FIRMS.

HNTB COMPANIES



RECOGNIZED AS A  
PERENNIAL INDUSTRY LEADER

RANKED

19

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## HNTB TEAMING PARTNER CHARACTERISTICS

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- FIRM THAT SHARES OUR BUSINESS PHILOSOPHY
  - INTEGRITY, TECHNICAL EXCELLENCE, RESPECT
  - 4 FOR 4 DELIVERY
- FIRM THAT VALUES ITS CLIENTS & SAFEGUARDS THEIR INTERESTS
- FIRM WITH CAPABLE & EXPERIENCED STAFF
- FIRM THAT PROVIDES SERVICES THAT COMPLEMENT THOSE THAT HNTB OFFERS
- FIRM THAT CAN PROVIDE MUTUAL OPPORTUNITIES TO HNTB

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## TEAMING PARTNER BUSINESS CONSIDERATIONS

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- APPROPRIATE SMALL BUSINESS CERTIFICATIONS
  - MIAMI-DADE COUNTY
  - STATE OF FLORIDA
- APPROPRIATE AGENCY PRE-QUALIFICATIONS
  - MIAMI-DADE COUNTY
  - STATE OF FLORIDA
- INSURANCE COVERAGES
  - PROFESSIONAL & GENERAL LIABILITY, AUTO
  - TYPICAL FLOW DOWN & POSSIBLE DEVIATION OPTIONS
  - CLIENT, HNTB & FIRM PROTECTION

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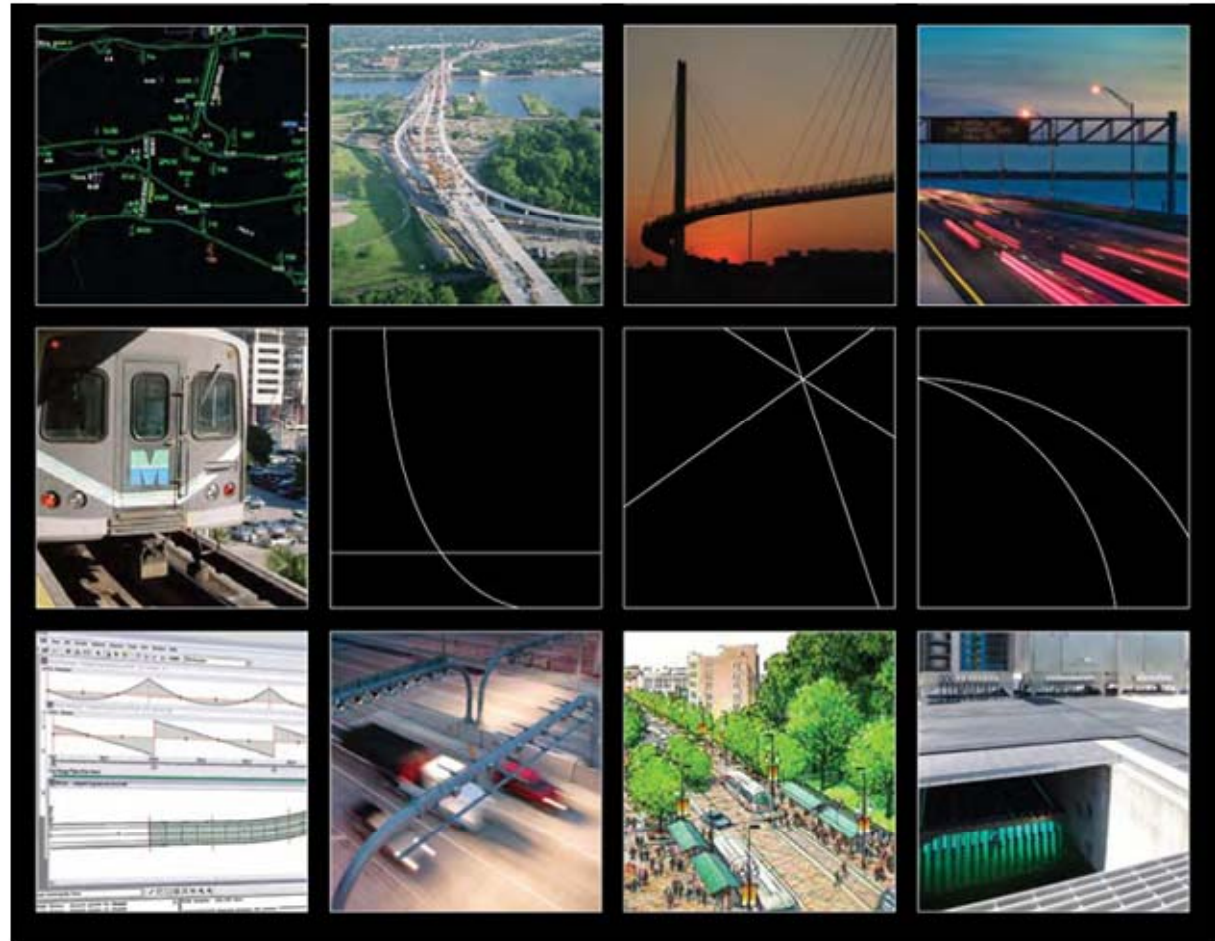
# HNTB INFRASTRUCTURE

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■ THIS IS HNTB:  
COMMITTED TO TECHNICAL EXCELLENCE

## MARKETS AND SERVICES

Aviation  
Bridges & Tunnels  
Construction Management  
Design-Build  
Environmental Planning  
Freight Rail  
Highways  
Intelligent  
Transportation Systems  
Municipal  
Program Management  
Public Involvement  
Public Transportation  
Technology  
Tolls  
Urban Design & Planning  
Water Services





### ■ ACHIEVING CLIENT GOALS

- Experience on nation's largest and most complex projects
- Customized approach for every program phase
- HNTB professionals work as an extension of staff
- In-depth technical experience
- State-of-the-art construction management tools



### ■ TAILORING DESIGNS TO CONTRACTOR STRENGTHS

- The HNTB Advantage
- All-inclusive, differentiating design-build process
- Innovative designs that are easier, safer and faster to construct
- We build relationships to reach goals, increase efficiency and cost effectiveness
- Use of advanced technologies, collaboration and communication deliver success



## ■ THE No. 1 CONSULTANT TO DOTs

- Nearly 100 years experience in highway design
- HNTB understands state DOTs
- Work together to complete complex programs and projects
- Innovative planning, design, construction and program management solutions
- Develop creative funding, management and public outreach programs



## ■ UNSURPASSED TECHNICAL EXCELLENCE IN LONG-SPAN STRUCTURES

- Nearly 100 years experience in bridge design
- Industry leader in long-span and movable bridges
- Proprietary bridge design and analysis software
- Advanced 3-D modeling and animation



## ■ THE No. 1 CONSULTANT TO TOLL AUTHORITIES

- HNTB serves as GEC to more tolling agencies than any other consultant
- National breadth of tolling experience and resources
- In-depth understanding of all facets of tolling industry



## ■ PROVIDING EXPERIENCE AND EXPERTISE TO A CHANGING AVIATION INDUSTRY

- Long history of serving the nation's top airports
- HNTB professionals work as extension of staff
- Runways and airport engineering services
- Sustainable and cost-effective terminal design
- Advanced airport planning

## PUBLIC TRANSPORTATION



### ■ EFFECTIVE AND EFFICIENT TRANSPORTATION SOLUTIONS

- Trusted adviser to nation's largest transit authorities
- Wide range of transit experience and services, planning, engineering and architecture
- Insight and experience with positive train control systems
- Transit-oriented development

## HIGH-SPEED RAIL



### ■ MOVING AMERICA IN A NEW DIRECTION

- High-speed rail is reshaping the country's approach to public transit
- HNTB offers unmatched expertise in high-speed rail systems
- Focus on programs that meet client needs



## ■ BUILDING ON SUCCESS WITH CUTTING-EDGE SOLUTIONS

- Strong focus on client goals
- Big picture thinking and attention to detail
- State-of-the-art technology adds value

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Engineers Architects Planners



QUESTIONS?

[hntb.com](http://hntb.com)

**HNTB**