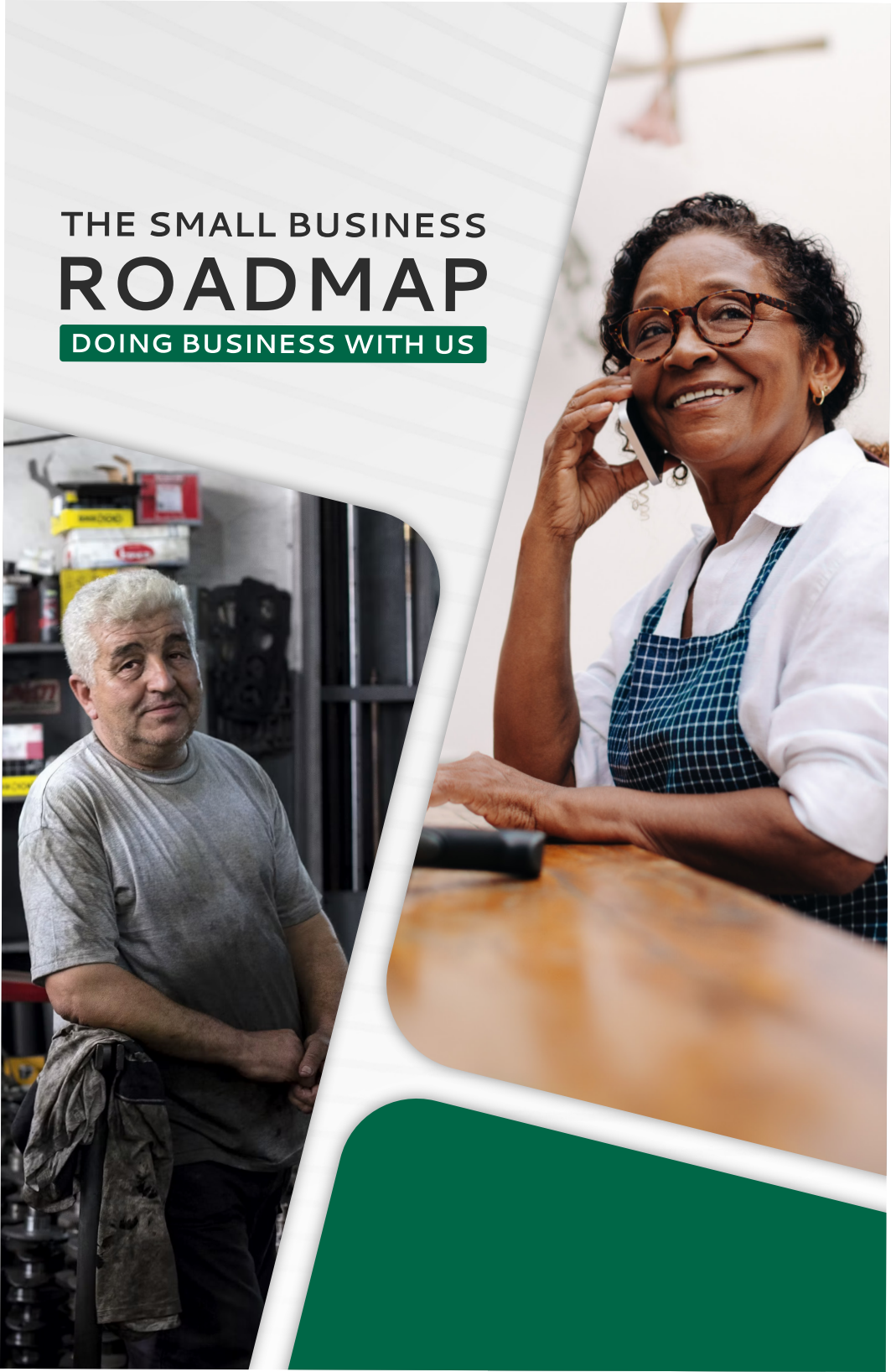


THE SMALL BUSINESS ROADMAP

DOING BUSINESS WITH US



CREATING OPPORTUNITIES FOR SMALL BUSINESSES

The New Jersey Turnpike Authority (Turnpike Authority) operates two of the busiest toll roads in the United States – the New Jersey Turnpike and the Garden State Parkway. To maintain these and our other operations, we contract out over a billion dollars annually in goods and services, including construction and nonconstruction services.

At the Turnpike Authority, we recognize the tremendous value that local small businesses deliver and are committed to ensuring that they have access to our contracting opportunities.

WHAT YOU’LL FIND IN THIS HANDOUT

1



SBE CERTIFICATION

Learn how to get certified as a Small Business Enterprise (SBE)

2



CONTRACTING OPPORTUNITIES

Learn how to access contracting opportunities with the Turnpike Authority

The Turnpike Authority is one of the single largest purchasers of goods and services in New Jersey. We purchase goods and services directly from small businesses, and most of our infrastructure projects have a 25% SBE participation goal and a 3% Disabled Veteran-Owned Business (DVOB) goal, meaning our goal is to have a quarter of the contract value go to small businesses.

Although small businesses do not have to be certified as SBEs to contract with the Turnpike Authority, we strongly encourage SBE certification.

25%

SBE PARTICIPATION
GOAL

3%

DISABLED
VETERAN-OWNED
BUSINESS (DVOB)
GOAL

HOW TO GET CERTIFIED AS AN SBE

1 > VERIFY YOUR BUSINESS IS REGISTERED IN NEW JERSEY

You will not be able to get certified as an SBE unless your business is registered with the State of New Jersey. To register your business with the State of New Jersey or to check to see if your business is registered, scan the QR code.

SCAN THE QR CODE
TO REGISTER YOUR
BUSINESS



SUSSEX
FRANKLIN
WEST MILFORD
RAMSEY
NEWTON SPARTA
BLAIRSTOWN JEFFERSON
CLIFTON PATERSON
MORRISTOWN PARAMUS
NEWARK ELIZABETH
WOODBRIDGE
TOWNSHIP
NEW BRUNSWICK
EDISON EAST BRUNSWICK
PRINCETON LONG BRANCH
TRENTON
HAMILTON TOWNSHIP
BRICK TOWNSHIP
TOMS RIVER
CAMDEN
PTFORD
CHERRY HILL
EGBORO VIOOR-HEES TOWNSHIP
PENNNSVILLE STAFFORD TOWNSHIP
OWAY HAMMONTON
VINELAND FOLSOM
MILLVILLE
OCEAN CITY
MAUILCE RIVER
CAPE MAY
WHITE MARSH
AMERICAN



2



DETERMINE ELIGIBILITY

MAKE SURE YOU'RE ELIGIBLE TO BE CERTIFIED AS AN SBE

Then confirm your business meets all six requirements:

- Has a principal place of business in NJ — at least 51% of operations, sales, or full-time staff are in NJ
- Is independently owned and operated
- Is a for-profit business
- Holds a valid NJ Business Registration Certificate
- Has fewer than 100 full-time employees
- Meets the program's revenue limits

3



APPLY FOR CERTIFICATION

Once you've determined that your business is eligible for SBE certification, you can start the process. There are no required documents for the SBE certification process.

**SCAN THE QR CODE
TO LEARN MORE OR
APPLY**

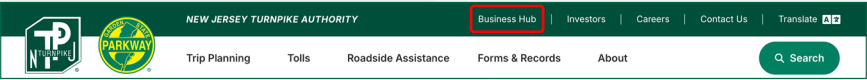


Once certified, your business joins the New Jersey Selective Assistance Vendor Information (NJSAVI) directory — the database that state agencies and prime contractors use to search for partners. This is how opportunities start finding you.

HOW TO PURSUE TURNPIKE AUTHORITY CONTRACTS

1 > REGISTER YOUR BUSINESS WITH US

Once your business is certified, visit the **Business Hub** on the Turnpike Authority website at **njta.gov** to register your business. Registering your business will ensure that you are in the Turnpike Authority database and notified of contracting opportunities.



Follow the track that matches your business below.

Goods & Non-Engineering Services

- Under **Resources**, click on **New Vendor Registration**.

Construction & Maintenance

- Under **Contractor Resources**, click on **CapEx**.

Engineering Professional Services

- Under **Announcements & General Information**, click on **CapEx**.



2



BROWSE OPEN SOLICITATIONS

Follow the track that matches your business below.

Goods & Non-Engineering Services

- Under **Bid Express**, click on **Bid Express**.

Construction & Maintenance

- Under **Contractor Resources**, click on **BidX**.

Engineering Professional Services

- Under **Announcements & General Information**, click on **BidExpress**.

3



SUBMIT BIDS

All Turnpike Authority bids and proposals must be submitted electronically through the same site where you found the solicitation. Prime contractors must be prequalified before bidding. Subcontractors and subconsultants do not have to be prequalified.

If you have technical questions on BidX, contact their support team at **(888) 352-2439** or **bidx.support@infotechinc.com**.

SCAN THE QR CODE
TO ACCESS THE
NJTA BUSINESS HUB



PITCH YOUR BUSINESS

Did you know that under New Jersey State law, any contracts under \$53,000 do not require a formal Request for Proposals (RFP) process?



The Turnpike Authority can partner directly with a business on contracts under \$53,000. For more non-construction-related information, contact info@njta.gov. For construction contracts and engineering professional services, contact contracts@njta.gov.

Another way to work with the Turnpike Authority is to partner with a prime contractor as subcontractor or subconsultant on a construction project. Turnpike Authority construction contracts have a 25% SBE goal and a 3% DVOB goal. Prime contractors are always looking for subcontractors and subconsultants on these projects. While many of these opportunities are in construction, many of them are not. These projects utilize printing services, photography, marketing, and more. Use our Business Hub to identify potential subcontracting opportunities.



ABOUT THE NEW JERSEY TURNPIKE AUTHORITY

The New Jersey Turnpike Authority is dedicated to the safe and efficient movement of people and goods over two of the busiest toll roads in the United States – the New Jersey Turnpike and the Garden State Parkway. These highways are a critical link in the transportation network of the Northeast Corridor. Every day, the Turnpike and the Parkway provide the safest, quickest, and most reliable routes for hundreds of thousands of commuters, truckers, and recreational travelers.

NJTA.GOV

