



Miami-Dade Aviation Department

March, 2026

Procurement & Materials Management Division



5 STEPS TO DO BUSINESS WITH THE COUNTY

Economic Powerhouse • Industry Leader • International Brand

01

STEP 1: EDUCATE Yourself
on How to Do Business with
the Government



02

**STEP 2: Define Your
PRODUCT / SERVICE and
IDENTIFY Your MARKET**



03

STEP 3: REGISTER Your
Company to do
Business with
Government



04

**STEP 4: Find Government
OPPORTUNITIES**



05

**STEP 5: Ready to
PROPOSE**



STEP 1 - EDUCATE YOURSELF

Economic Powerhouse • Industry Leader • International Brand

- The Strategic Procurement Department (SPD) is committed to providing procurement-related information to the County's vendors to promote the objectives of equity, environmental sustainability, economic development and engagement of all stakeholders to foster accountable and transparent governance. As providers of goods and services, vendors represent key stakeholders in the success of the County's procurement processes.
- [Vendor Academy](#)

STEP 2 - ACQUISITION METHODS

Economic Powerhouse • Industry Leader • International Brand

- Request to Qualify (RTQ) and Pool of Prequalified Vendors. The RTQ is a non-binding procurement process used to obtain qualifications, willingness, and capacity to supply specific goods and/or services. Vendors' experience and past performance are considered for the purpose of establishing a Pool of Prequalified Vendors (Pool) who may then be authorized to participate in future spot market competitions. Pools are groups of vendors who have met the qualifying requirements in Solicitations issued for future contract awards. None of the data needed to establish firm pricing for a specific product or service is established in an RTQ.
- [County Contracts](#)

STEP 2 - ACQUISITION METHODS

Economic Powerhouse • Industry Leader • International Brand

- Request for Proposals (RFP) are used when an award is based on best value (which includes the evaluation of criteria in addition to price), more than one source is expected to submit an offer, and either a fixed price or cost-reimbursement type contract is expected to be awarded.
- Invitation to Bid (ITB) is the County's preferred method of procuring goods and/or services valued at over \$24,00. For the ITB process to be feasible, a complete, adequate, and realistic Specification, Scope or purchase description must be available, two or more bidders are willing and able to compete effectively, the procurement lends itself to a firm fixed price contract, and the selection of the awarded bidder can be made principally based on price.
- Other acquisition methods include accessing Contracts from other Government Agencies or Not for Profit Organizations (also known as "piggybacking"), noncompetitive acquisitions, pilot projects, and small purchase orders.

STEP 3 - REGISTER

Economic Powerhouse • Industry Leader • International Brand

- The INFORMS Supplier Portal acts as the window through which potential vendors may register with the County. The online vendor registration portal provides a free, easy and convenient way to become registered as a County vendor, or to update an existing vendor registration. While registering as a County vendor is not required to participate in County contracting opportunities, it is a condition for award of any County contract. Completing the Vendor Registration avoids delays if the vendor is recommended for contract award and places the vendor on the list of Miami-Dade County Registered Vendors
- [Registration](#)
- [Help and Contact Us](#)

305-375-5773 ISD-VSS@miamidade.gov

STEP 4 - FIND OPPORTUNITIES

Economic Powerhouse • Industry Leader • International Brand

- Future Solicitations

Future Solicitations

Take a look at the following future opportunities to do business with the County. These documents are drafts of planned solicitations and are subject to change (see disclaimer). While the County is not required to do so, we hope that by giving the vendor community a preview of upcoming contract opportunities, we can:

- improve understanding of County requirements;
- enable vendors to offer feedback on the specifications;
- enhance public access; and
- encourage full and open competition.

All documents are in PDF format. Download free Acrobat Reader from [here](#).

THIS IS NOT AN ADVERTISEMENT

Show 10 entries Search:

Date Posted	Title	Send Feedback to
07/14/2025	E24SW01 Solid Waste Comprehensive Investment Grade Audit for Energy	Ana M. DaSilva
09/10/2025	A25AV02 CAPITAL IMPROVEMENT PROGRAM IN-HOUSE SUPPORT SERVICES	Jorge Vital
09/10/2025	A25AV03 CAPITAL IMPROVEMENT PROGRAM SPECIALIZED SERVICES	Jorge Vital
09/19/2025	MIA Central and South Terminals Baggage Handling System Backup Units	Justin P Espagnol

- Concessions Program - Miami International Airport

Concession companies at MIA are selected through a competitive selection process. When the airport has concession space available to lease, SPD issues a solicitation document that describes the space(s) available, concept(s) desired, Miami-Dade County requirements for operating at the airport, as well as required submittal documents.

STEP 4 - FIND OPPORTUNITIES

Economic Powerhouse • Industry Leader • International Brand

- [Bidding Event Information](#)
- Construction under \$5M
 - [Miscellaneous Construction Contracts Program](#)

Contact: Gary Hartfield

305-876-7022 ghartfield@flymia.com

- MCC-9 (*managed by MCM*)

Contact: Ginny Mirabal

305-869-4563 vmirabal@mcm-us.com

STEP 4 - FIND OPPORTUNITIES

Economic Powerhouse • Industry Leader • International Brand

- Architectural and Engineering Services
 - [INFORMS Supplier Portal](#)
- Capital Improvement Program Construction (Over \$5M)
 - [Advertisements - Miami International Airport](#)
 - [Six Month Forecast \(Feb - Jul 2026\).pdf](#)

STEP 4 – FIND OPPORTUNITIES

Economic Powerhouse • Industry Leader • International Brand

The Miami-Dade County Conflict of Interest and Code of Ethics Ordinance, Section 2-11.1(s) requires persons or entities employed or retained by a principal seeking to influence official County or municipal action, to register as lobbyists with the Clerk of the Board

A lobbyist means all persons, firms, entities, or corporations that are employed, designated, or retained by a principal, with or without compensation, or that contract with a third-party for economic consideration to perform lobbying activities on behalf of a principal. Registration renewal is required by January 15th of year. [Clerk of the Board Lobbyist Registration](#)

STEP 5

Economic Powerhouse • Industry Leader • International Brand

READY
SET
BID!