

# 2018 VBC/PTAC Matchmaker Buyers Guide

Prime/Agency	Description	Needs	Website
<b>Alstom</b>			
<b>Christa Construction, LLC</b>	Christa Construction is a professional construction company that provides construction services including Construction Management, Pre-Construction Planning, Pre-construction, General Construction, Estimating, Scheduling, Program Management, Facilities Management, Design/Build and Real Estate and Development. Christa Construction one of New York State's premier builders and construction managers with a focus on project management, quality work, and client satisfaction	Site work, Concrete, Masonry, Wood Framing, Finish Carpentry, Roofing/Siding, Drywall, Painting, Mechanicals.	<a href="https://www.christa.com/">https://www.christa.com/</a>
<b>CONTINENTAL SERVICE GROUP, INC., dba ConServe</b>	Since ConServe's inception in 1985, we have made our mark in higher education specializing in providing accounts receivable management services for colleges and universities, guaranty agencies and private lenders. In our annual Client Report Card (satisfaction survey), 97% of our Clients rate our overall performance above average or excellent. Our passion for ethics, compliance and Client satisfaction is The ConServe Advantage®.	ConServe is looking to partner with small business, especially HUBZone certified, small disadvantaged business and service-disabled veteran-owned business that can provide the following NAICS codes: 423420, 492110 (Office Supplies & Equipment) 561490 (Information) 541690, 561320, 561410 (Consulting) 323119 (Printing) 722320, 532299, 561740, 541612, 561990 (Misc.) 541512 (IT Services & Supplies) 541512, 511120, 519130, 541840 (Advertising & Recruiting)	<a href="http://www.conserve-arm.com/contact-us/supplier">http://www.conserve-arm.com/contact-us/supplier</a>
<b>CITY OF ROCHESTER</b>	Municipal Government	Public Works, Economic Development subcontracting and Prime contracting. Professional Services and Construction Consulting Contracts, Commodity Goods and Services Vending Contracts, and Term Service Contracts.	<a href="http://www.cityofrochester.gov/purchasing/">http://www.cityofrochester.gov/purchasing/</a>
<b>CUBRC, Inc.</b>	CUBRC is a leading Research, Development, Testing and Systems Integration company specializing in the areas of: Data Science & Information Fusion, Chemical, Biological & Medical Sciences, and Aeronautics.	Precision machining services, large and small size parts, one off parts, lab supplies, MRO supplies	<a href="http://www.cubrc.org">www.cubrc.org</a>

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<b>County of Monroe Purchasing</b>	The Monroe County Division of Purchasing and Central Services is the primary organization within the County authorized to issue public bids, requests for quotations, requests for proposals/qualifications (RFPs), along with processing and releasing purchase orders. The County is comprised of a number of diverse operating units including the Greater Rochester International Airport, Department of Public Health, Social Services, Environmental Services, Parks, Department of Transportation, Facilities Management, Monroe Community Hospital, and the Office of the Sheriff which includes the Monroe County Jail and Correctional Facility.	Wide variety and often times substantial quantity of goods and services.	<a href="http://ww2.monroecounty.gov/purch-index.php">http://ww2.monroecounty.gov/purch-index.php</a>
<b>Defense Advanced Research Projects Agency (DARPA)</b>	DARPA, the Defense Advanced Research Projects Agency, encourages, funds, and manages research carried out by the military, private industry, and academia to fulfill its mission of avoiding and creating technological surprise. Over its almost six decades of existence, it has supported and guided work that has "changed the world"—a phrase frequently heard at DARPA to ensure a focus on transformative innovation as opposed to incremental improvements in existing technologies.	DARPA's strategic priorities can be grouped within four areas are the kinds of capabilities that the agency and its partners aim to enable. - Rethink Complex Military Systems - Master the Information Explosion - Harness Biology as a Technology - Expand the Technological Frontier.	<a href="http://www.darpa.mil">www.darpa.mil</a>
<b>Defense Logistics Agency (Land &amp; Maritime)</b>	DLA Land and Maritime is the headquarters for DLA's Land and Maritime Supply Chains with over 2,500 employees in 37 locations around the world. It manages 1.9 million items, and supports more than 15,000 customers throughout the military services, civil agencies and other DoD organizations. DLA Land and Maritime awards over 660,000 contracts annually, supports more than 2,000 weapon systems, and handles more than 9 million orders annually, with FY16 sales topping \$3.4 Billion.	Wide variety of items needed to support the warfighter and military operations. All manufacturers.	<a href="http://www.dla.mil/SmallBusiness/">http://www.dla.mil/SmallBusiness/</a>

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<b>E. Smith Contractors, LLC &amp; SGTR, LLC</b>	Founded in 2013, E.Smith Contractors, LLC has grown to be one of the most recognized minority-owned construction company in Central NY. We pride ourselves on being an award winning local builder with national reach. Our team has a diverse mix of highly specialized and technical members who are experts in their field, including engineering, architecture, and virtual design.	Construction management, general contractor Services, remodels/renovations, restorations upgrades, additions, selective demolition, structural demolition services, de-construction, post construction cleaning and maintenance services.	<a href="http://Esmithcontractors.com">http://Esmithcontractors.com</a>
<b>Ecology and Environment Inc.</b>	We are a global network of innovators and problem solvers, dedicated professionals and industry leaders in scientific, engineering, and planning disciplines working together with our clients to develop technically sound, science-based solutions to the leading environmental challenges of our time.	Environmental analytical services; Environmental drilling services; Environmental engineering services; Geotechnical laboratory services; Geotechnical/soil boring and testing; Aerial topographic surveying; GIS professional services; Geophysical/explosive ordnance disposal (EOD) surveys; Remedial action/removal services; Hazardous IDW disposal services; Limited construction services; Revegetation/restoration services; Rental of field offices, command posts, equipment, services; Photogrammetry/aerial photography/audiovisual productions; and Provision of expert witnesses and special consultants.	<a href="http://www.ene.com/">http://www.ene.com/</a>
<b>General Electric Global Research Center</b>	The GE Global Research Lab partners with the GE businesses to develop cost-effective technologies and explore the technical feasibility of advancements in electricity, healthcare, the electrical grid, power products and biological advances.	Small business, women owned, veteran owned businesses for engineering services, commodities to be utilized by GE Global Research.	<a href="https://www.geglobalresearch.com/">https://www.geglobalresearch.com/</a>
<b>Harris Corporation - Communication Systems</b>	Around the world, warfighters and first responders look to Harris for mission-critical communications solutions that give them a clear advantage – making them safer, faster and more effective. Harris systems support mission agility and information dominance through the industry's best-in-class technologies, proven interoperability, optimized Size, Weight and Power and software-defined architectures.	Various	<a href="https://www.harris.com/suppliers/supplier-diversity">https://www.harris.com/suppliers/supplier-diversity</a>
<b>Harris Corporation - Electronic Warfare</b>	For 60 years, customers have turned to Harris capabilities in electronic warfare (EW) to dominate the electromagnetic spectrum. We provide the knowledge, technology and techniques needed for mission success against threats across air, land and sea domains.	PWBs, Cable/Harnesses, RF, Electronic	<a href="https://www.harris.com/suppliers/supplier-diversity">https://www.harris.com/suppliers/supplier-diversity</a>

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<b>Harris Corporation - Space and Intelligence</b>	Harris, Space and Intelligence Systems business designs, manufactures and integrates systems for Earth and space observation and for satellite communications. Our expertise encompasses advanced sensors, specialty components, and ground receiving and high-volume processing systems. Our analytical tools help users make more informed decisions. We develop efficient enterprise architectures, applying our decades of experience integrating critically important systems and our in-depth understanding of our customers' missions. We help sustain complex systems for cost-effective life-cycle management and future growth	Various	<a href="https://www.harris.com/suppliers/supplier-diversity">https://www.harris.com/suppliers/supplier-diversity</a>
<b>Ivoclar Vivadent INC.</b>	Ivoclar Vivadent Inc. manufactures and sells dental products for dentists and dental laboratory technicians in the United States and Canada.	Construction, product fulfillment	<a href="http://www.ivoclarvivadent.com">www.ivoclarvivadent.com</a>
<b>Monroe Community College</b>	The Purchasing and Central Receiving department is charged with the responsibility of ensuring that Monroe Community College complies with all New York state laws which govern purchases of goods and services with public funds. The goal of the department is to procure the highest quality goods and services at the lowest possible cost to the College. We will continue to ensure fairness in our procurement process and provide all vendors with an opportunity to do business with Monroe Community College.	Contracting/Subcontracting needs vary throughout the year and are very broad.	<a href="https://www.monroecc.edu/depts/purchase/">https://www.monroecc.edu/depts/purchase/</a>
<b>Moog Inc.</b>	Over fifty years ago, we started as designer and supplier of aircraft and missile components. Today, our motion control technology enhances performance in a variety of markets and applications, from commercial aircraft cockpits, to power-generation turbines, to Formula One racing, to medical infusion systems.	Frequently purchased from supplier NAICS codes: - 332710 Machine Shop - 334419 Transducers - 332813 Electroplating/special processes - 33441x Electronic Components	<a href="http://moog.com">Http://moog.com</a>

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<b>Niagara Frontier Transportation Authority (NFTA)</b>	<p>The NFTA is responsible for air and surface transportation in Erie and Niagara Counties in New York State. NFTA businesses include Metro Bus and Rail, Metro-link, ADA Paratransit system, Buffalo Niagara International Airport, Niagara Falls International airport, transportation centers in Buffalo and Niagara Falls, and property management throughout both counties.</p>	<p>The NFTA looks for the following vendors: Construction, Architects, Environmental Remediation, Consulting, Computer Hardware and Software, Diesel Fuel and Gasoline, Vehicles, Vehicle Parts, Uniforms, Safety Shoes, Graphic Supplies, Printing, Rail Parts and Supplies, Bus Parts and Supplies, Safety and First Aid Supplies and Fire Fighting Supplies.</p>	<p><a href="http://www.nfta.com/">http://www.nfta.com/</a></p>
<b>The Pike Company/Lecesse Construction Services</b>	<p>The Pike Companies is a fifth generation construction business founded in 1873. We operate two companies - The Pike Company and Lecesse Construction Services. We specialize in construction management and general construction. We construct everything except single residential houses. We continue to set the standard for quality, professionalism, and innovation as a trusted consultant to create value and provide productive solutions to our clients.</p>	<p>All construction related scopes of work.</p>	<p><a href="http://www.thepikecompanies.com">www.thepikecompanies.com</a></p>
<b>Rochester City School District</b>	<p>It is the goal of the Purchasing Department to obtain the best value for goods and services for the students, teachers, administration, and staff of the District to the best of our ability. The Purchasing Department always strives to obtain goods and/or services of the right quality, in the right quantity, at the right price, from the right source, with delivery at the right time. In doing so, the Purchasing Department contributes to the success of the educational process.</p>		<p><a href="https://www.rcsdk12.org/domain/70">https://www.rcsdk12.org/domain/70</a></p>
<b>Rochester Schools Modernization Program</b>	<p>In December 2014, the Governor of the State of New York signed the Legislation for Phase 2 with a total value of \$435 million with \$297 million in estimated "hard" construction expenses and \$137 million in design, management, technology implementation, financing, and other "soft" incidental program expenses. With upcoming Phases 3 and 4, the Rochester Schools Modernization Program is expected to total approximately \$1.2 billion. It is the largest public works project in Rochester's history.</p>	<p>M/W/D/SBE trade contractors and suppliers related to all aspects of construction and architectural design and engineering</p>	<p><a href="https://www.rcsdk12.org/rsmp">https://www.rcsdk12.org/rsmp</a></p>

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<b>Regional Transit Service (RTS)</b>	Public Bus Service in eight (8) counties in the Greater Rochester area: Monroe, Genesee, Livingston, Ontario, Orleans, Seneca, Wayne, Wyoming	Automobiles & Buses, Bus Shelters, Consultant Services, Employee Assistance Programs, Dental & Health Plans, In-House Medical Services, Financial Services: Accounting, Actuarial, Auditing, Pension Plan Management, Investment, Legal Services, Marketing and Advertising Services, Maintenance Services including: Garage Door Repairs, HVAC Services, Regional Vehicle Maintenance, Maintenance & Garage Equipment, Office Supplies, Office Equipment, Printing, Security Guard Services, Signs & Signage, Tires	<a href="https://www.myrts.com/Do-Business-With-Us/Procurement">https://www.myrts.com/Do-Business-With-Us/Procurement</a>
<b>Pandion Alliance</b>	We provide an array of supply chain services and solutions including group purchasing and supply chain consulting to help reduce costs, streamline operations, and improve performance.	Veteran Owned, MBWE certified in NY State all areas of services, products	<a href="https://www.pandionalliance.com/">https://www.pandionalliance.com/</a>
<b>SUNY Upstate Medical Center</b>	Contracts and Campus Purchasing is dedicated to providing professional and efficient service to the staff and faculty of Upstate Medical University. Our purpose is to secure the highest quality goods and services while maintaining the integrity of New York State's procurement guidelines in support of Upstate Medical University's mission to improve the health of the communities we serve through patient care, education and research.	Upstate Medical University, through its Supplier Diversity Program, is committed to ensuring equal opportunity for the vendors, suppliers, service providers, consultants, architects and engineers, and contractors who serve Upstate Medical University so that the enterprises competing for our business reflect the diversity of Central New York and the entire region.	<a href="http://www.upstate.edu/finance/contracts.php">http://www.upstate.edu/finance/contracts.php</a>
<b>Ultra Electronics Flight Line Systems</b>	Manufacturer of ASW Radio Receivers, Aircraft Instrumentation, Gyroscopes, Test Systems, HUMS for Aircraft.	We currently outsource Machining/Sheet Metal Fabrication. PCB assemblies. Procure COTS items i.e. Connectors, Hardware, Components. Etc.	<a href="https://www.ultra-fei.com/suppliers">https://www.ultra-fei.com/suppliers</a>
<b>University of Rochester - Purchasing</b>	Welcome to Purchasing and Supply Chain. Our mission is providing quality support for the purchasing needs of the University Community and Strong Health System.		<a href="https://www.urmc.rochester.edu/purchasing/">https://www.urmc.rochester.edu/purchasing/</a>
<b>US Air Force 914th Air Refueling Wing</b>	Government agency.	Construction firms; Office Supplies; Maintenance Products & Service Providers	<a href="https://www.airforcesmallbiz.af.mil/Small-Business/Locate-Specialist/">https://www.airforcesmallbiz.af.mil/Small-Business/Locate-Specialist/</a>

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<b>US Army Corps of Engineers - Buffalo District</b>	The US Army Corps of Engineers Buffalo District delivers world class engineering solutions to the Great Lakes Region, the Army, and the Nation in order to ensure national security, environmental sustainability, water resource management, and emergency assistance during peace and war. The Buffalo District oversees water resources in three states: Ohio, Pennsylvania, and New York, and has been serving the lower Great Lakes since 1857. The District's area of responsibility covers 38,000 square miles from Toledo, Ohio to Massena, New York..	We contract for heavy marine construction, dredging, environmental remediation services, breakwater construction and repairs (in-the-wet construction), armor stone purchases, some industrial supplies and assemblies (Black Rock Lock and Mount Morris Dam infrastructure repairs & maintenance), some demolition of facilities, environmental studies & sampling through IDIQ contracts in place. We do not purchase IT or any IT related services.	<a href="https://www.lrb.usace.army.mil/">https://www.lrb.usace.army.mil/</a>
<b>US Army Office of Small Business Programs</b>	Advocate for small business participation in Army con	The Army has a continuing need for supplies and services that support the readiness of the our soldiers.	<a href="https://asc.army.mil/web/tag/armys-office-of-small-business-programs-osbp/">https://asc.army.mil/web/tag/armys-office-of-small-business-programs-osbp/</a>
<b>US Navy- Naval Facilities Engineering Command</b>	Government agency.	Construction contractors capable of design & build projects	<a href="https://www.navfac.navy.mil/navfac_worldwide/atlantic/fecs/mid-atlantic/pwd_maine.html">https://www.navfac.navy.mil/navfac_worldwide/atlantic/fecs/mid-atlantic/pwd_maine.html</a>
<b>Xerox Corporation</b>	A global leader in business process and document management. Xerox sells print and digital document solutions, and document technology products in more than 160 countries.	IT Services, Facilities, Environmental, Pallets, Packaging, Printing	<a href="http://www.xerox.com/supplierdiversity">www.xerox.com/supplierdiversity</a>