

2017 Vexpo & Matchmaker Buyers Guide

Monroe County Finger Lakes Procurement Technical Assistance Center

Wednesday, October
25, 2017

Holiday Inn Downtown, 70 State St., Rochester, NY 14614

Prime and Agencies

Company	Description	Needs	Website
Christa Construction	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.	Sitework, Concrete, Masonry, Wood Framing, Finish Carpentry, Roofing/Siding, Drywall, Painting, Mechanicals.	www.christa.com
City of Rochester Purchasing	The Purchasing Bureau within the Department of Finance is charged with the timely and efficient procurement of quality goods and services at the lowest cost for the City's departments and agencies. The Bureau is also responsible for disposing of surplus property.	Public Works and Economic Development subcontracting and Prime contracting. Term contracts and vending opportunities.	www.cityofrochester.gov/purchasing
Conserve	Since its inception in 1985, Continental Service Group, Inc. d/b/a ConServe has made its mark in the higher education market, specializing in providing accounts receivable management services for Colleges and Universities, Guaranty Agencies, and Private Lenders.	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: 561440 (Debt Collection Agencies) 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)	www.conserve-arm.com
County of Monroe Purchasing	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.	www2.monroecounty.gov/purch-index.php

Company	Description	Needs	Website
CUBRC Inc.	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. We turn great ideas into Advantage Through Technology.	Additive; AeroThermal; Biosciences; Characterization; Combustion; Composites; Metals; Mechanical; Imaging	www.cubrc.org
Defense Logistics Agency - Land and Maritime	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.	www.dla.mil/LandandMaritime/Business/SmallBusiness.aspx
DiMarco Constructors LLC	DiMarco Constructors is a full-service general contractor and construction management company based in Rochester, N.Y. DiMarco Constructors offers both local and national clients services in pre-construction, design/build, general contracting and construction management.	DiMarco competitively bids work for all construction trades.	www.dimarcoconstructors.com
Elbit Systems of America, Merrimack NH Site	OEM-Manufacturing / Commercial Aviation, Medical Diagnostic Equipment & Defense Articles	Looking for SDVOSB suppliers.	www.elbitsystems-us.com
Fuji Medical Systems	FUJIFILM Medical Systems U.S.A., Inc. (Fujifilm) is a leading provider of medical image and information products and technologies for acquiring, processing, managing and storing diagnostic images and related data. As the inventor of digital x-ray, over thirty years ago with our Computed Radiography (CR) technology, we have built a reputation as an innovator of healthcare systems that produce superior diagnostic information.	Seeking suppliers of IT products. Hubs, Switches, Routers, Servers, Workstations, Storage.	http://www.fujifilmusa.com/products/medical/
GE Global Research	Research & Development Center	Additive; AeroThermal; Biosciences; Characterization; Combustion; Composites; Metals; Mechanical; Imaging	www.geglobalresearch.com

Company	Description	Needs	Website
Harris Corporation, Communication Systems	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	https://www.harris.com/suppliers/supplier-diversity
Harris Corporation, Electronic Warfare	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	https://www.harris.com/suppliers/supplier-diversity
Harris Corporation, Space & Intelligence Systems	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	https://www.harris.com/suppliers/supplier-diversity
Lockhard Martin - Rotary and Mission Systems	Aerospace and Defense Corporation- RMS is a Business Area of LMCO. RMS is a major systems integrator of Advanced Radar systems	System Integration Services, Machining Subassemblies, Leading technology development, Facilities Support Services, Construction	http://www.lockheedmartin.com/us/suppliers.html
L3 Technologies	Satellite communications solutions that include man-portable and flyaway VSAT terminals as well as airtime and services to the Intelligence Community.	Various	www.globalcoms.com
LECESSE Construction Services	For more than 60 years, we have constructed or renovated a multitude of public and private buildings specializing in senior housing, healthcare facilities, and higher education centers. 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.	All construction, architectural, engineering professional services and construction trades	http://www.lecesseconstruction.com/

Company	Description	Needs	Website
LeChase Construction Services, LLC	Established in 1944, LeChase Construction is a full-service construction management and general construction firm with extensive experience in a broad range of industry sectors. Widely recognized for its commitment to quality, innovation and safety, LeChase prides itself on ensuring its core values resonate from its corporate offices to each of its jobsites. LeChase has strategic alliances, mobile job teams and operational support, enabling the company to provide local delivery and meet the unique needs of its clients, no matter where they're located. To learn more, visit www.lechase.com	LeChase regularly procures the following construction trades: Demolition; Fireproofing; HVAC; Plumbing; Electrical; Painting; Waterproofing; Signage; Masonry; Structural Steel/Misc. Metals; Architectural Woodwork; Fabric/Folding Partitions; Windows/Glass & Glazing; Sprinklers/Fire Protection; Window Treatments; Sitework; Roofing; Surveying Services; Landscaping; Asbestos Abatement; Janitorial Services; Tile/Stone; Flooring; Concrete; Drywall; Framing & Ceilings; Doors/Frames/Hardware; Miscellaneous Specialties; Construction Supplies; Toilet Partitions/Accessories; Trucking Services	www.lechase.com
McCann World Group	McCann World Group is a world leading full service advertising entity.	We have a 35% subcontracting requirement to fulfill. Out of which we are required to fulfill 3% for veteran owned businesses, and 2% for service disabled veteran owned businesses.	https://www.mccannworldgroup.com
Moog Inc.	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.	o Frequently purchased from supplier NAICS codes: <input type="checkbox"/> 332710 Machine Shop <input type="checkbox"/> 334419 Transducers <input type="checkbox"/> 332813 Electroplating/special processes <input type="checkbox"/> 33441x Electronic Components	www.moog.com
Pelican Products Inc.	Manufacturer of protective packaging and commercial cases.	Hardware, Rubber, Textiles, Shock Mounts	http://www.pelican.com/
Rochester Schools Modernization Program	The Rochester Schools Modernization Program (the "RSMP") was created by the New York State Legislation in 2007 in order to provide the City of Rochester ("City") and the Rochester City School District ("RCSD") greater capability to meet the educational needs of its schoolchildren. By implementation of the Program's comprehensive Strategic Plan, the foundation is being laid to bring the District's learning environments into the 21st century and to provide students with facilities that are comparable to neighboring suburban districts. Phase 2, involving 14 projects and Districtwide Technology upgrades totaling \$435 million is underway through 2021.	All construction, architectural, engineering professional services and construction trades	https://www.rcsdk12.org/rsmp

Company	Description	Needs	Website
Rochester-Genesee Regional Transportation Authority	Regional Transit Service (RTS) is a regional transportation authority established by New York State with approximately 900 employees who proudly serve customers and business partners in Monroe, Genesee, Livingston, Ontario, Orleans, Seneca, Wayne, and Wyoming counties. Recognized as one of the best-run transit systems in the nation, RTS provides safe, reliable, and convenient public bus transportation to more than 17 million people each year. We carry out our mission by connecting our customers to jobs, education, healthcare, shopping, and recreational activities every day.	RTS purchases a wide variety of commodities and services. A partial list of items purchased includes: Vehicle Fuel & Fluids including: Motor Oil, Diesel, Gasoline, Transmission Fluid, Anti-freeze, Diesel Emission Fluid; Employee-Related Services, including: Employee Assistance Program, Dental & Health Plans, In-House Medical Services; Maintenance Services including: Garage Door Repairs, HVAC, Elevator Maintenance, Window Cleaning Services; Financial Services including: Actuarial Services, Auditing Services, Banking, Pension Plan Management, Investment Services, Insurance; Marketing and Advertising; Office Supplies and Equipment, Vending Machine Services, Computer Equipment	https://www.myrts.com/Do-Business-With-Us
Rolls-Royce Marine North America Inc.	Design Engineer and Manufacturer for Naval Propulsion Equipment and Gas Turbines	Fabricators with NAVSEA certified welders, Package Designers with RFID and Level 1 skills, Large Diameter Machine Facilities with piping & tubing capabilities	https://www.rolls-royce.com/
Seagate Alliance/RRHA	Group Purchasing Organization	Veteran Owned, MBWE certified in NY State all areas of services, products	http://www.seagatealliance.com/
TARO PHARMACEUTICALS U.S.A, INC.	Taro develops, manufactures and markets prescription and OTC pharmaceutical products primarily in the United States, Canada and Israel. Taro's primary areas of focus include pediatric creams and ointments, liquids, capsules and tablets, mainly for the dermatological, topical, cardiovascular, neuropsychiatric and anti-inflammatory therapeutic categories	Office supplies, IT, financial analysis, human resource recruitment, facility maintenance, printing, employee-management team building	http://www.taro.com/usa
Ultra Electronics Flightline Systems Division	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 ie Connectors, Hardware, Components. Etc.	http://www.ultra-fei.com/
Ultralife Corporation	Ultralife services commercial and military battery business and has expanded to include custom engineering design and services, tactical communications systems and a wide range of power accessories for global government and defense markets.	Ultralife is looking for suppliers of PCBAs, battery cans (stainless steel), flexible circuits, over molded cables, stamped metal components, and glass to metal seals.	http://ultralifecorporation.com/supplier-certification/
University of Rochester	University, Hospital, Urgent Care	Over \$500M is procured through our offices each year with over 20,000 purchase orders generated.	https://www.urmc.rochester.edu/purchasing/

Company	Description	Needs	Website
US Air Force - 914th Airlift Wing	Niagara Falls Air Reserve Station	Construction firms; Office Supplies; Maintenance Products & Service Providers	http://airforcesmallbiz.org/assistance/locate-small-business-specialist.php
USACE - Buffalo Division	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 do not purchase IT or any IT related services. 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	http://www.lrb.usace.army.mil/
Welch Allyn	Medical Diagnostic company - A division of Hill-Rom. Welch Allyn relies on thousands of suppliers to provide the materials, goods and services needed to produce and deliver quality products and solutions to our customers globally. Our Sourcing, Services and Logistics professionals are responsible for developing and contracting with supplier partners who are committed to quality and long-term collaboration to ensure we have a reliable supply chain for quality products and services.	Small, Women Owned, Veteran, Veteran Disabled, Disadvantaged, Hub Zone.	https://www.welchallyn.com