Good Morning!

Today’s Procurement Connections Webinar

Ready, Set, GROW!

will begin shortly.
Ready, Set, GROW!

 PROCUREMENT CONNECTIONS WEBINAR

Welcome!

June 15, 2022
Live Transcription and/or Closed Captioning

• Go to bottom of the screen and select “Live Transcript” option
• Select “Show Subtitle”

1
Live Transcript

2
Show Subtitle
View Full Transcript
Subtitle Settings...

• If you do not see “Live Transcript”, choose the “More” option (three dots) at the bottom of your screen
• Select “Show Subtitle”
Today’s Coordinating Team

Pamela Gregory
Chief of Staff

Alison Tavik
Director of Communications & Outreach

Nichelle Johnson
MBE Compliance Manager

Tanita Johnson
SBR Compliance Manager

Eduardo D. Hayden
Small Business Outreach Manager

Governor’s Office of Small, Minority & Women Business Affairs
Things to Consider

• Reminder that today’s webinar is being recorded
• All attendees are in “listen only” mode (automatically muted and cameras are off)
• **All communication & questions must be typed and submitted through the Q&A window** (find it at the bottom of your screen)
• We will engage in an Exit Poll at the end of the presentations
• We will share final reminders, upcoming classes, resources & partners, and how to obtain today’s slide deck presentation
AGENDA

• Opening Remarks by Special Secretary Jimmy Rhee
• Socioeconomic Procurement Programs Overview
• Mining Public Data
• Agency Presentations
• Panel Discussion
• Moderated Q&A Session – if you have a question for one of our presenters, list the presenter or agency name, then list your question.
• Closing Remarks
Overview
Socioeconomic Procurement Programs
Mining Public Data

Nichelle Johnson
MBE Compliance Manager
Governor’s Office of Small, Minority & Women Business Affairs

- Oversight, monitoring, and compliance of three socioeconomic procurement programs across 70 state agencies/departments
  - Small Business Reserve Program
  - Minority Business Enterprise Program
  - Veteran-Owned Small Business Enterprise Program
- Conduct statewide outreach and training programs
  - Technical Training Classroom webinars
  - Ready, Set, GROW! Procurement Connections webinars and workshops
- Host online resources for small business growth and development

https://goMDsmallbiz.maryland.gov
### State Procurement Programs

<table>
<thead>
<tr>
<th>Small Business Reserve (SBR) Program</th>
<th>Minority Business Enterprise (MBE) Program</th>
<th>Veteran-Owned Small Business Enterprise (VSBE) Program</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prime contracting program</td>
<td>Subcontracting program</td>
<td>Subcontracting program</td>
</tr>
<tr>
<td>15% set-aside</td>
<td>29% aspirational goal</td>
<td>1% aspirational goal</td>
</tr>
<tr>
<td>Race and gender neutral</td>
<td>Race and gender specific</td>
<td>3-Step certification process includes verification</td>
</tr>
<tr>
<td>State-defined small business eligibility standards apply</td>
<td>Application-based certification process</td>
<td>veteran status</td>
</tr>
<tr>
<td>Online certification process (eMMA)</td>
<td>Annual review</td>
<td>Annual renewal</td>
</tr>
<tr>
<td>Annual renewal</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

MBEs and VSBEs are encouraged to perform as a prime contractor.
What is Procurement?

The act of obtaining or buying goods and services through a process that includes preparation, processing, selection, compliance, and approval of payments.

- *State Finance and Procurement Articles (SF&P)*
- *Code of Maryland Regulations (COMAR)*
State Contracting Pipeline

- eMaryland Marketplace Advantage (eMMA)
- Procurement Forecast
- Board of Public Works
What is Data Mining?

The process of searching out and extracting usable data from a larger data set for the purpose of finding patterns and correlations.

The information can be used to increase revenues, cut costs, improve customer relationships, reduce risk, and more.
Prime Contractors
- Competitors
- Pricing
- Contracting cycles
- Purchasing agencies
- Purchasing officers

Sub Contractors
- Primes who win state contracts
- Contracting cycles
- Socioeconomic program inclusion
- Purchasing agencies
Note: The data shown in the following samples represent past solicitations. If you replicate the steps as illustrated, you will not get the same results. Your search results will show real time data.
Procurement Forecast

Welcome to Maryland’s Procurement Forecast Portal for Fiscal Year 2022.

This database is populated with projected purchases of $100,000 and above for the current fiscal year. Not all projected purchases will be made as indicated in the Procurement Forecast.

We strongly advise you to connect with the buyer directly for details and updates.

To obtain the contact information of the buyer, download your search results by clicking on “EXPORT TO EXCEL” below.
<table>
<thead>
<tr>
<th>Agency Name</th>
<th>Incumbent Name</th>
<th>Current MBE/DBE Participation Goal</th>
<th>Description</th>
<th>Estimated Total Contract Award (no options)</th>
<th>Term of Contract</th>
<th>PO Name</th>
<th>PO Phone</th>
<th>PO Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Housing and Community Development</td>
<td>Downsmuehle Mortgage, Inc.</td>
<td>15.00%</td>
<td>Single Family Bond Funded Mortgage Subservicing</td>
<td>$5,000,001 to $10,000,000</td>
<td>5 years or more</td>
<td>Paul Dickman</td>
<td>301-429-7566</td>
<td><a href="mailto:paul.dickman@maryland.gov">paul.dickman@maryland.gov</a></td>
</tr>
<tr>
<td>Transportation - Office of the Secretary</td>
<td>Knott Technology, Inc.</td>
<td>0.00%</td>
<td>Gigamon Wan Software Maintenance FY 19-19</td>
<td>$15,000 to $99,000</td>
<td>1-2 years</td>
<td>Joe Palecek</td>
<td>410-865-1137</td>
<td><a href="mailto:palecek@mdot.maryland.gov">palecek@mdot.maryland.gov</a></td>
</tr>
<tr>
<td>Police</td>
<td>L&amp;B</td>
<td>30.00%</td>
<td>Crime Lab Building Maintenance</td>
<td>$1,000,001 to $5,000,000</td>
<td>5 years or more</td>
<td>DGS</td>
<td>DGS</td>
<td>DGS</td>
</tr>
<tr>
<td>Transportation - Port Administration</td>
<td>Marine Technologies, Inc.</td>
<td>0.00%</td>
<td>Seafoam Removal</td>
<td>$15,000 to $99,000</td>
<td>3-4 years</td>
<td>Olu Fawehinmi</td>
<td>410-385-4568</td>
<td><a href="mailto:ofawehinmi@marylandports.com">ofawehinmi@marylandports.com</a></td>
</tr>
<tr>
<td>Stadium Authority</td>
<td>Malstrom Electric, Inc.</td>
<td>12.00%</td>
<td>On Call General Electrical Services</td>
<td>$500,001 to $1,000,000</td>
<td>2-3 years</td>
<td>John Samoryk</td>
<td>410-223-4147</td>
<td><a href="mailto:jsamoryk@mdstad.com">jsamoryk@mdstad.com</a></td>
</tr>
<tr>
<td>Comptroller</td>
<td>NEC Corporation of America</td>
<td>25.00%</td>
<td>PBX III</td>
<td>$500,001 to $1,000,000</td>
<td>5 years or more</td>
<td>Mike Balderson</td>
<td>410-260-6330</td>
<td><a href="mailto:mbalderson@comp.state.md.us">mbalderson@comp.state.md.us</a></td>
</tr>
<tr>
<td>University of Maryland, Baltimore</td>
<td></td>
<td>0.00%</td>
<td>Microscopes</td>
<td>$10,000,001 to $20,000,000</td>
<td>5 years or more</td>
<td>Kristal Burgess</td>
<td>410-706-0772</td>
<td><a href="mailto:kristalburgess@umaryland.edu">kristalburgess@umaryland.edu</a></td>
</tr>
<tr>
<td>Coppin State University</td>
<td></td>
<td></td>
<td>Resident Hall Bathroom Renovations</td>
<td>$1,000,001 to $5,000,000</td>
<td>Less than 1 year</td>
<td>Thomas Dawson</td>
<td>410-951-3792</td>
<td><a href="mailto:thdawson@coppin.edu">thdawson@coppin.edu</a></td>
</tr>
<tr>
<td>Housing and Community Development</td>
<td>Downsmuehle Mortgage, Inc.</td>
<td>15.00%</td>
<td>Single Family Bond Funded Mortgage Subservicing</td>
<td>$5,000,001 to $10,000,000</td>
<td>5 years or more</td>
<td>Paul Dickman</td>
<td>301-429-7566</td>
<td><a href="mailto:paul.dickman@maryland.gov">paul.dickman@maryland.gov</a></td>
</tr>
</tbody>
</table>

Governor’s Office of Small, Minority & Women Business Affairs
Example #2 Search

Procurement Forecast Portal

Welcome to Maryland’s Procurement Forecast Portal for Fiscal Year 2022.

This database is populated with projected purchases of $100,000 and above for the current fiscal year. Not all projected purchases will be made as indicated in the Procurement Forecast.

We strongly advise you to connect with the buyer directly for details and updates.

To obtain the contact information of the buyer, download your search results by clicking on “EXPORT TO EXCEL” below.

Search Description
General Services

Search to Region
Search by Projected Advertisement Dates

Governor’s Office of Small, Minority & Women Business Affairs
<table>
<thead>
<tr>
<th>Procurement Category</th>
<th>Procurement Method</th>
<th>Description</th>
<th>Location/Delivery of Service</th>
<th>PO Name</th>
<th>PO Phone</th>
<th>PO Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Supplies and Equipment</td>
<td>Competitive Sealed Bid</td>
<td>REMOVAL</td>
<td>STATEWIDE</td>
<td>Calvin Gladden</td>
<td>410-767-4281</td>
<td><a href="mailto:calvin.gladden@maryland.gov">calvin.gladden@maryland.gov</a></td>
</tr>
<tr>
<td>Maintenance</td>
<td>Other</td>
<td>CENTER (310 &amp; 311 W SAR)</td>
<td>CENTRAL MARYLAND</td>
<td>Calvin Gladden</td>
<td>410-767-4281</td>
<td><a href="mailto:calvin.gladden@maryland.gov">calvin.gladden@maryland.gov</a></td>
</tr>
<tr>
<td>Maintenance</td>
<td>Competitive Sealed Bid</td>
<td>UNIFORMED GUARD AT HYATTSVILLE DCH/SC</td>
<td>SOUTHERN MARYLAND</td>
<td>Calvin Gladden</td>
<td>410-767-4281</td>
<td><a href="mailto:calvin.gladden@maryland.gov">calvin.gladden@maryland.gov</a></td>
</tr>
<tr>
<td>Maintenance</td>
<td>Competitive Sealed Bid</td>
<td>ELEVATOR MAINTENANCE AND REPAIR @ 6 ST. PAUL STREET</td>
<td>CENTRAL MARYLAND</td>
<td>Calvin Gladden</td>
<td>410-767-4281</td>
<td><a href="mailto:calvin.gladden@maryland.gov">calvin.gladden@maryland.gov</a></td>
</tr>
<tr>
<td>Supplies and Equipment</td>
<td>Competitive Sealed Bid</td>
<td>STATEWIDE POLICE VEHICLES TYPE 3</td>
<td>STATEWIDE</td>
<td>Allegra Daye</td>
<td>410-767-4032</td>
<td><a href="mailto:allegra.daye1@maryland.gov">allegra.daye1@maryland.gov</a></td>
</tr>
<tr>
<td>Supplies and Equipment</td>
<td>Competitive Sealed Bid</td>
<td>STATEWIDE 2021 VANS &amp; SUVS</td>
<td>STATEWIDE</td>
<td>Allegra Daye</td>
<td>410-767-4032</td>
<td><a href="mailto:allegra.daye1@maryland.gov">allegra.daye1@maryland.gov</a></td>
</tr>
<tr>
<td>Supplies and Equipment</td>
<td>Competitive Sealed Bid</td>
<td>STATEWIDE 2021 LIGHT DUTY TRUCKS</td>
<td>STATEWIDE</td>
<td>Allegra Daye</td>
<td>410-767-4032</td>
<td><a href="mailto:allegra.daye1@maryland.gov">allegra.daye1@maryland.gov</a></td>
</tr>
<tr>
<td>Architectural Services</td>
<td>Architectural/Engineering</td>
<td>IOC - PROFESSIONAL SERVICES AGREEMENT</td>
<td>STATEWIDE</td>
<td>Tudy Liller</td>
<td>410-767-4296</td>
<td><a href="mailto:tudy.liller@maryland.gov">tudy.liller@maryland.gov</a></td>
</tr>
<tr>
<td>Maintenance</td>
<td>To Be Determined</td>
<td>Kenneth Weaver Building - Repave Parking Lot and Replace Lighting</td>
<td>CENTRAL MARYLAND</td>
<td>Courtney League</td>
<td>410-767-5516</td>
<td><a href="mailto:courtney.league@maryland.gov">courtney.league@maryland.gov</a></td>
</tr>
<tr>
<td>Maintenance</td>
<td>To Be Determined</td>
<td>Hillsboro Natural Resource Police - Building Security</td>
<td>EASTERN SHORE</td>
<td>Courtney League</td>
<td>410-767-5516</td>
<td><a href="mailto:courtney.league@maryland.gov">courtney.league@maryland.gov</a></td>
</tr>
<tr>
<td>Maintenance</td>
<td>To Be Determined</td>
<td>Mount Nebo Wildlife Management Area - Interior Renovations and MSH Lighting Compliance</td>
<td>WESTERN MARYLAND</td>
<td>Colleen Haynes</td>
<td>410-767-4985</td>
<td><a href="mailto:colleen.haynes@maryland.gov">colleen.haynes@maryland.gov</a></td>
</tr>
<tr>
<td>Maintenance</td>
<td>To Be Determined</td>
<td>Bear Creek Hatchery - Renovate Office Shop building HVAC, Insulation, Doors</td>
<td>WESTERN MARYLAND</td>
<td>Courtney League</td>
<td>410-767-5516</td>
<td><a href="mailto:courtney.league@maryland.gov">courtney.league@maryland.gov</a></td>
</tr>
<tr>
<td>Maintenance</td>
<td>To Be Determined</td>
<td>Albert Powell Fish Hatchery - Dock and Railing Replacement</td>
<td>WESTERN MARYLAND</td>
<td>Courtney League</td>
<td>410-767-5516</td>
<td><a href="mailto:courtney.league@maryland.gov">courtney.league@maryland.gov</a></td>
</tr>
<tr>
<td>Construction</td>
<td>Competitive Sealed Bid</td>
<td>INSTALL NEW FIRE PANEL</td>
<td>CENTRAL MARYLAND</td>
<td>Colleen Haynes</td>
<td>410-767-4985</td>
<td><a href="mailto:colleen.haynes@maryland.gov">colleen.haynes@maryland.gov</a></td>
</tr>
<tr>
<td>Construction</td>
<td>Competitive Sealed Bid</td>
<td>REPL RUBBER MEMBRANE/STONE ROOF TO TPO W/OUT ROCK</td>
<td>SOUTHERN MARYLAND</td>
<td>Colleen Haynes</td>
<td>410-767-4985</td>
<td><a href="mailto:colleen.haynes@maryland.gov">colleen.haynes@maryland.gov</a></td>
</tr>
<tr>
<td>Construction</td>
<td>Competitive Sealed Bid</td>
<td>REPL ROOF &amp; STONE W/TPO MEMBRANE W/OUT STONE</td>
<td>EASTERN SHORE</td>
<td>Colleen Haynes</td>
<td>410-767-4985</td>
<td><a href="mailto:colleen.haynes@maryland.gov">colleen.haynes@maryland.gov</a></td>
</tr>
<tr>
<td>Construction</td>
<td>Competitive Sealed Bid</td>
<td>REMOVE ELEVATOR GARS, CONTROLS &amp; REPL WITH NEW.</td>
<td>EASTERN SHORE</td>
<td>Colleen Haynes</td>
<td>410-767-4985</td>
<td><a href="mailto:colleen.haynes@maryland.gov">colleen.haynes@maryland.gov</a></td>
</tr>
</tbody>
</table>
What’s coming in the next 6 months?
What are the dollar values?
Is there an incumbent I will be competing against?
What type of work is being designated to small businesses exclusively?
What kind of contracts typically have socioeconomic goals?
Which prime contractors are winning work where I can perform as a subcontractor?
Is there enough opportunity to make it worth my effort?
Has any of the work been held over to the next fiscal year?
State Contracting Pipeline

- eMaryland Marketplace Advantage (eMMA)
- Procurement Forecast
- Board of Public Works

https://goMDsmallbiz.maryland.gov
Ready, Set, GROW!

MARYLAND
DEPARTMENT OF
PUBLIC SAFETY AND
CORRECTIONAL SERVICES
**Small Procurements & Credit Card Purchases**

<table>
<thead>
<tr>
<th>Category I</th>
<th>Category II</th>
<th>Category III</th>
</tr>
</thead>
<tbody>
<tr>
<td>($0 - $5,000)</td>
<td>($5,001 - $15,000)</td>
<td>($15,001 - $50,000)</td>
</tr>
</tbody>
</table>

- On-Call Maintenance Services in the categories:
  - Electrical Work
  - Plumbing
  - Mechanical
  - HVAC
- Lock-Smith for Jail Cells
- Kitchen Appliances
- Walk-In Refrigerators
- IT equipment (laptops, etc)
- Fresh Produce
- Sports Products
- Small Kitchen Appliances
- Court Reporters
- IT equipment
- Large Appliances – Washers and Dryers
- Pool Tables
- Minor Renovations Projects
- Pest Control Services
- Landscaping / Grounds Keeping
- Temporary Staffing Services
- Interpreter Services
- Background Services
- IT equipment and Licenses
# Formal Procurements

$50,000+ at the state level

## Current Opportunities

<table>
<thead>
<tr>
<th>Bid #</th>
<th>Buyer</th>
<th>Description</th>
<th>MBE/SBR Designated</th>
<th>Bid Opening Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>BPM024464</td>
<td>Arthur Peterson</td>
<td>Law Enforcement Driver Training Simulator</td>
<td>No/No</td>
<td>July 13, 2022</td>
</tr>
</tbody>
</table>
Formal Procurements
$50,000+ at the state level

Pipeline Opportunities

<table>
<thead>
<tr>
<th>Purchasing Officer (Buyer)</th>
<th>Description</th>
<th>Estimated Value</th>
<th>Fiscal Year Qtr</th>
</tr>
</thead>
<tbody>
<tr>
<td>Zylina Sanders</td>
<td>Pest Control</td>
<td>$200,00</td>
<td>FY23</td>
</tr>
<tr>
<td>Zylina Sanders</td>
<td>Recovery Housing</td>
<td>$2,000,00</td>
<td>FY23</td>
</tr>
<tr>
<td>Michelle Frierson</td>
<td>Interpreter Services</td>
<td>$200,000</td>
<td>FY23</td>
</tr>
</tbody>
</table>
MBE & SBR Liaisons

Minority Business Enterprise (MBE) Liaison & Small Business Reserve (SBR) Liaison

Shawana O. Blackston
MBE Manager
410-585-3024
Shawana.overby-blackston@Maryland.gov

Procurement Officer
Debbie Pecora, CMPO
Procurement Manager, Procurement Services
443-279-8851
Debbie.pecora1@maryland.gov

Governor’s Office of Small, Minority & Women Business Affairs
Ready, Set, GROW!

OFFICE OF STATE PROCUREMENT

YASIN MOHAMMED
DIRECTOR
YASIN.MOHAMMED@MARYLAND.GOV

June 15, 2022

https://procurement.maryland.gov/
Small Procurements & Credit Card Purchases

**Category I**
($0 - $5,000)
- Office Supplies, Hardware, Catering, Uniforms, etc.
- Most of these purchases are made off Statewide contracts. If there is no contract in place, agencies may reach out directly.

**Category II**
($5,001 - $15,000)
- Office Supplies, Hardware, Catering, Uniforms, etc.
- Most of these purchases are made off Statewide contracts. If there is no contract in place, agencies may reach out directly.

**Category III**
($15,001 - $50,000)
- Office Supplies, Hardware, Catering, Uniforms, etc.
- Most of these purchases are made off Statewide contracts. If there is no contract in place, agencies may reach out directly.
## Current Opportunities

<table>
<thead>
<tr>
<th>Bid #</th>
<th>Buyer</th>
<th>Description</th>
<th>MBE/SBR Designated</th>
<th>Bid Opening Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>BPM029694</td>
<td>David Renfro</td>
<td>Purchase of Stone Aggregates</td>
<td>No</td>
<td>07/05/2022</td>
</tr>
<tr>
<td>BPM030073</td>
<td>Talea Gillespie</td>
<td>Replace HVAC Systems</td>
<td>Yes</td>
<td>06/22/2022</td>
</tr>
<tr>
<td>BPM030120</td>
<td>Ken Iyare</td>
<td>Landscaping Services</td>
<td>No</td>
<td>06/30/22</td>
</tr>
</tbody>
</table>
Formal Procurements
$50,000+ at the state level

Pipeline Opportunities

<table>
<thead>
<tr>
<th>Purchasing Officer (Buyer)</th>
<th>Description</th>
<th>Estimated Value</th>
<th>Fiscal Year Qtr</th>
</tr>
</thead>
<tbody>
<tr>
<td>TBD</td>
<td>Maintenance @Elkton District Courthouse/MultiService Center</td>
<td>$100 to 500K</td>
<td>4th Qtr</td>
</tr>
<tr>
<td>TBD</td>
<td>Supplies and Equipment –Statewide Patrol Hats, Blouses and Breeches</td>
<td>$500K to 1mil</td>
<td>4th Qtr</td>
</tr>
<tr>
<td>TBD</td>
<td>Unarmed Guard Services at the Risteau District Courthouse/Multiservice Center</td>
<td>$100 to 500K</td>
<td>4th Qtr</td>
</tr>
</tbody>
</table>
MBE & SBR Liaisons

Minority Business Enterprise (MBE) Liaison & Small Business Reserve (SBR) Liaison

Carla Thompson
SBR and MBE Liaison
410-697-9667
Carla.Thompson@maryland.gov

Governor’s Office of Small, Minority & Women Business Affairs
# Small Procurements & Credit Card Purchases

<table>
<thead>
<tr>
<th>Category I</th>
<th>($0 - $5,000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Janitorial Supplies</td>
<td></td>
</tr>
<tr>
<td>Office Supplies</td>
<td></td>
</tr>
<tr>
<td>Maintenance parts/services (examples include: HVAC, Plumbing, and Electrical)</td>
<td></td>
</tr>
<tr>
<td>Hardware/Finishing supplies</td>
<td></td>
</tr>
<tr>
<td>Educational/Training/Reference Books/Materials</td>
<td></td>
</tr>
<tr>
<td>Apparel</td>
<td></td>
</tr>
</tbody>
</table>

- Purchases in this category are made by credit card. Cardholders are encouraged to certified Small Businesses, Veteran-Owned Small Businesses and Minority Businesses when contracts are not available.

<table>
<thead>
<tr>
<th>Category II</th>
<th>($5,001 - $15,000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reference Books</td>
<td></td>
</tr>
<tr>
<td>Cabins, Storage Buildings Pre-Engineered in Kits, Ready to Assemble</td>
<td></td>
</tr>
<tr>
<td>Landscaping Services</td>
<td></td>
</tr>
<tr>
<td>Janitorial Services</td>
<td></td>
</tr>
<tr>
<td>Apparel</td>
<td></td>
</tr>
<tr>
<td>Small Information Technology software and/or subscription services</td>
<td></td>
</tr>
</tbody>
</table>

- Purchase Orders are issued for Category II Procurements. Including available certified Small Businesses, Veteran-Owned Small Businesses and Minority Businesses is highly encouraged when contracts are not available.

<table>
<thead>
<tr>
<th>Category III</th>
<th>($15,001 - $50,000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Landscape Services</td>
<td></td>
</tr>
<tr>
<td>Janitorial Services</td>
<td></td>
</tr>
<tr>
<td>HVAC Services</td>
<td></td>
</tr>
<tr>
<td>Elevators &amp; Escalator Maintenance Services</td>
<td></td>
</tr>
<tr>
<td>Fire Control / System Services</td>
<td></td>
</tr>
<tr>
<td>Generator Maintenance Services</td>
<td></td>
</tr>
<tr>
<td>Secure Data Destruction Services</td>
<td></td>
</tr>
<tr>
<td>Unarmed Security Services</td>
<td></td>
</tr>
</tbody>
</table>

- Procurements in this category are solicited eMaryland Marketplace Advantage (emma). Certified Small Businesses, Veteran-Owned Small Businesses and Minority Business firms are included when available.

Governor’s Office of Small, Minority & Women Business Affairs
### Current Opportunities

<table>
<thead>
<tr>
<th>Bid #</th>
<th>Buyer</th>
<th>Description</th>
<th>MBE/SBR Designated</th>
<th>Bid Opening Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>BPM022560</td>
<td>Jessica Mettle</td>
<td>Vehicle Emissions Inspection Program (VEIP) Management and Operations</td>
<td>30% MBE Goal</td>
<td>7/29/2022</td>
</tr>
<tr>
<td>V-HQ-20090-S</td>
<td></td>
<td></td>
<td>1% Veteran Goal</td>
<td></td>
</tr>
</tbody>
</table>
# Formal Procurements

$50,000+ at the state level

## Pipeline Opportunities

<table>
<thead>
<tr>
<th>Purchasing Officer (Buyer)</th>
<th>Description</th>
<th>Estimated Value</th>
<th>Fiscal Year Qrtr</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dominic Edet</td>
<td>Snow Removal</td>
<td>$112,500.00</td>
<td>FY2023</td>
</tr>
<tr>
<td></td>
<td>Pest Control</td>
<td>$55,000.00</td>
<td>FY2023</td>
</tr>
<tr>
<td></td>
<td>Janitorial Services for various Branch Offices</td>
<td>≥$50,000.00</td>
<td>FY2023</td>
</tr>
<tr>
<td></td>
<td>Landscaping Services for various Branch Offices</td>
<td>≥$50,000.00</td>
<td>FY2023</td>
</tr>
<tr>
<td></td>
<td>Interpretation Services to provide: On-Demand Remote Interpretation Services include Over-the Phone Interpretation (OPI), Video Remote Interpretation (VRI) and Document Translation</td>
<td>≥$50,000.00</td>
<td>FY2023</td>
</tr>
</tbody>
</table>
MBE & SBR Liaisons

Minority Business Enterprise (MBE) Liaison & Small Business Reserve (SBR) Liaison

Michele Kelly
Socioeconomic Manager
(410) 424-3784
mkelly9@mdot.maryland.gov

Procurement Officer
Dominic Edet
Procurement Manager
(410) 768-7033
dedet@mdot.Maryland.gov
UNIVERSITY OF MARYLAND

ANTHONY M. HARMON
MANAGER
BUSINESS INCLUSION & SUPPLIER DIVERSITY

June 15, 2022
WELCOME!

Ready, Set, GROW!
Doing Business with the University of Maryland
Procurement 101

PROCUREMENT AND BUSINESS SERVICES
Anthony Harmon – Office of Business Inclusion & Supplier Diversity
University of Maryland, College Park
2113R Chesapeake Building
College Park, MD 20742
301 405-6055
aharmon4@umd.edu
Doing Business with University of Maryland College Park

Procurement Data Highlights FY2021

- UMD had 123,356 Purchase Card (Pcard) buys totaling $43,171,530.
- UMD issued 10,270 delegated Purchase Orders (POs) totaling $45,167,615.
- UMD Procurement issued 1,816 POs/Contracts totaling $259,971,006.
- UMD Procurement processed 697 amendments totaling $209,079,835.
- UMD awarded $49,090,619 and spent $59,399,337 with Minority Business Enterprise (MBE) firms.
- UMD spent $27,495,543 with State of Maryland certified Small Businesses (SBRs).

For more information go to the Procurement Website: www.purchase.umd.edu
Doing Business with University of Maryland College Park

FY2021 Total Awarded Dollars = $557,389,986.00

- Construction & Facilities: $285,920,634
- Commodities & Services: $138,501,894
- IT Procurement: $44,628,314
- Delegated Procurements: $40,074,863
- Shell Shop Orders: $5,092,758
- Pcard: $43,171,530

Awarded Dollars in Millions
Procurement Process

➢ Delegated to Departments:
  • Up to $5K on University Visa Purchasing Cards (Pcards)
  • Up to $25K on Delegated Procurements.
  • Purchase Orders (POs) Over $25K on Vendor Contract Releases.

➢ Competitive Solicitation Process:
  • $25K-$200K - Simplified Acquisition two or more informal quotes solicited by procurement (competitive bids).
  • Over $200K - Formally advertised on eMaryland Marketplace Advantage (eMMA) using either Request for Purchase (RFP) or Invitation for Bid (IFB).

➢ Consortia-Based Procurements:
  • Utilize existing contracts (state & higher education consortia).

➢ Single/Sole Source Procurements:
  • $25K & Above requires sole source justification.

❖ Any of these may be reserved for Small Business Reserve (SBR) only Competition

For more information go to the Procurement Website: www.purchase.umd.edu
Small Procurements & Credit Card Purchases

**P-card**  
($0 - $5,000)

- Promotional Items
- Banners
- Bulletin Boards
- White Boards
- Trash Receptacles
- Uniforms & Clothing
- Office Supplies

**Small Non-competitive**  
($5,000 - $25,000)

- Automotive Parts
- Scientific Equipment
- Athletic Equipment
- Laboratory Supplies
- Marketing Materials
- Website Design
- Medical Supplies
- Facilities Supplies
Unique Things We Buy

Procurements (>\$25,000)

**Industrial Equipment & Supplies**
- Scientific
- Healthcare
- Laboratory
- Testing
- Food Service
- Research
- Animal Care
- Fire Alarm maintenance
- Boiler maintenance

**Facilities Services & Supplies**
- Carpet Replacement
- Carpet Cleaning
- Window Washing
- Lawn Maintenance
- Snow Removal
- Facilities Repair
- Duct Cleaning
- Lighting Replacement
- Door Replacement
- Millwork
- Painting
- Moving Services
Ways we purchase:

➢ **Cooperative Contracts**
  - Maryland Education Enterprise Consortium (MEEC):
  - Maryland Department of General Services (DGS):
  - Maryland Department of Information Technology (DOIT):

➢ **Solicitations**
  - Over $200K - eMaryland Marketplace Avantage (eMMA):
  - Under $200K – Direct Solicitation
    [https://purchase.umd.edu/](https://purchase.umd.edu/)

➢ **Sole Source**
  - Where only one supplier is used - & must be justified.
➢ **Department of Planning & Construction:**
  • Capital Projects (> $5 M)
  • Campus Projects (up to $5 M)

➢ **Construction & Facilities Procurement:**

➢ **Contract/Delivery Methods:**
  • Construction Management at Risk (CMAR)
  • Design-Build w/ Guaranteed Maximum Price (GMP)
  • Design-Bid-Build (Bids for Design & Build)
Architecture & Engineer (A&E) Indefinite Delivery Contract (IDC):

- Indefinite Delivery Contract:
- Full Service A&E
- A&E – Small Business Reserve (SBR):
- Civil & Structural A&E
- Mechanical, Electrical & Plumbing (MEP) Design Services
On-Call Construction Contracts

Construction Management at Risk (CMAR) – Currently 6 firms.

Design-Build – Currently 5 firms.

General Contractor - Currently 6 firms.
ISSUES TO REMEMBER

➢ Certification (MDOT/MBE/DBE/VSBRSBR).

➢ Registration (eMMA).

➢ Know what UMD needs and whether YOU can supply the needs.

➢ Thoroughly READ the Solicitation & ANSWER the Questions presented.

➢ Find out the UMD Procurement Process.

➢ Understand the UMD Procurement Cycles.

➢ Find out the Point of Contact (POC) for each Solicitation, AND

➢ Build Relationships with YOUR clients.
eMaryland Marketplace Advantage (eMMA):

• Solicitations are advertised/posted on eMaryland Market Place (https://procurement.maryland.gov), which is the State of Maryland’s central bid board system.

• Please Register!
eMaryland Marketplace Advantage “eMMA” 
(Maryland’s Procurement Opportunities Portal for UMCP, other State Education Institutions, and State and County agencies)

- Website Technical Support (410) 767-1492
  a. Register in eMaryland Marketplace Advantage (eMMA).
  b. Complete the optional Small Business Reserve (SBR) screens if eligible.

Maryland MBE/DBE Program (Certification Program)

- www.mdot.maryland.gov/MBE_Program/index.html
- (410) 865-1269 or (800) 544-6056
- Subcontractors on UMCP Contracts must be Maryland Department of Transportation (MDOT-MBE/DBE) Certified.
Send Capabilities Statement to:

Roland Jones, Director Strategic Sourcing
rjones38@umd.edu
301-405-3372

Rex N. Fitch, CPCM, Director Construction and Facilities
rnfitch@umd.edu
301-405-5818
PANELISTS

Michele Kelly
MDOT – Motor Vehicle Administration

Anthony M. Harmon
University of Maryland – College Park

Yasin Mohammed
Maryland Department of General Services

Moderated by:

Alison Tavik
Governor’s Office of Small, Minority & Women Business Affairs
Upcoming Webinars and Workshops

Technical Training Classroom Webinars

Tuesday June 28, 2022
10:00 am
Proposal Writing 1: Reading A Solicitation

Thursday, June 30, 2022
10:00 am
Proposal Writing 2: Developing An Outline

Doing Business with Maryland Casinos (In-person)

June 21, 2022 – MGM National Harbor
June 22, 2022 – Live! Casino
June 23, 2022 – Horseshoe Casino
To register to receive our and notices of all upcoming classes & workshops and monthly bulletin go to www.goMDsmallbiz.maryland.gov.
### Resources & Partners

| Maryland Procurement Technical Assistance Center (PTAC) | https://www.mdptac.org/ |
| Greater Baltimore SCORE | https://greaterbaltimore.score.org/ |
| Maryland Women's Business Center (MWBC) | https://marylandwbc.org/ |
| Baltimore-Metro Women's Business Center (Balt-Metro WBC) | https://www.baltmetrowbc.org/ |
| Governor's Office of Small, Minority & Women Business Affairs | https://gomdsmallbiz.maryland.gov/Pages/default.aspx |
| Maryland Department of Commerce | Maryland Financial Incentives for Business | https://commerce.knack.com/maryland-funding-incentives |
| Maryland Small Business Development Center (SBDC) | https://www.marylandsbdc.org/ |
Thank you!

Maryland
GOVERNOR'S OFFICE
OF SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS

Maryland OPEN For Business!