



Maryland

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

Ready, Set, GROW!

**PROCUREMENT
CONNECTIONS WORKSHOP**

Welcome!

September 21, 2022



B A L T I M O R E C I T Y

SMWBB

MAYOR'S OFFICE OF SMALL, MINORITY AND WOMEN BUSINESS

<https://mwbd.baltimorecity.gov/>



Paul E. Taylor

Director

Business Honorees

[ECO Integration, Inc.](#)

Mr. Yun-Tai James Shiu, R.E./President

[Strum Contracting Co., Inc.](#)

James Strum, Owner

Teaera Strum, CEO

[FabPro Technologies](#)

Antoine Hutchinson, Owner

[Mahogany, Inc.](#)

Jeffrey Hargrave, Owner

Congratulations!

For
Keeping



Maryland

OPEN FOR BUSINESS

Maryland
State Small
Business Credit
Initiative Program

Frank Dickson

Director
Strategic Business Initiatives



Maryland

DEPARTMENT OF HOUSING
AND COMMUNITY DEVELOPMENT

Procurement Programs





Maryland

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

Alison Tavik

Director of Communications & Outreach



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)*

Socioeconomic Procurement Programs

Small Business Reserve (SBR) Program

- Prime contracting program
- 15% set-aside
- Race and gender neutral
- State-defined small business eligibility standards apply
- Online certification process (eMMA)
- Annual renewal

Minority Business Enterprise (MBE) Program

- Subcontracting program
- 29% aspirational goal
- Race and gender specific
- Application-based certification process
- Annual renewal

Veteran-Owned Small Business Enterprise (VSBE) Program

- Subcontracting program
- 1% aspirational goal
- 3-step certification process (eMMA) includes veteran verification
- Annual renewal

MBEs and VSBEs are encouraged to perform as a prime contractor.

Certification



- Not a requirement for doing business with the State
- Does not eliminate competition
- Not a guarantee



- Only the work of certified firms can be counted toward an established contract goal
- Important component of your Value Proposition

State Contracting Pipeline



**eMaryland Marketplace
Advantage (eMMA)**

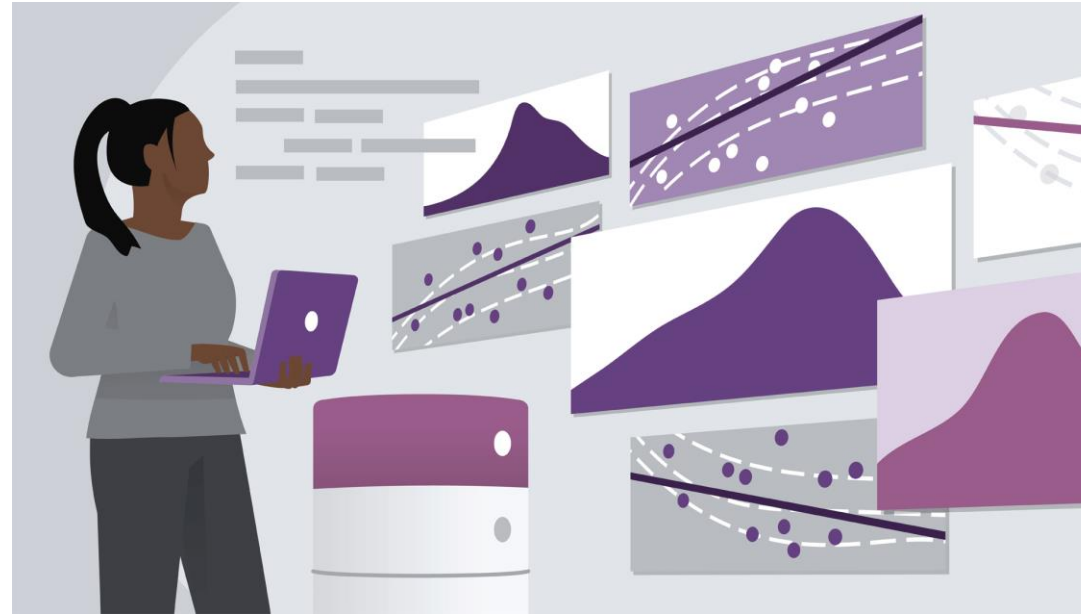


Procurement Forecast



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.

Data Mining



Prime Contractors

- Competitors
- Pricing
- Contracting cycles
- Purchasing agencies
- Purchasing officers



Sub Contractors

- Primes who win state contracts
- Contracting cycles
- Socioeconomic program inclusion
- Purchasing agencies
- Purchasing officers

Procurement Forecast

<https://goMDsmallbiz.maryland.gov/>



Enter search term

Home MBE PROGRAM SBR PROGRAM VSBE Program RESOURCES **PROCUREMENT FORECAST**

GOVERNOR'S OFFICE OF
Small, Minority & Women Business Affairs

GOVERNORS COORDINATING OFFICES HOME

Quick Links

- About Us
- FAQs
- Legislation and Policy
- Outreach
- News
- Reports
- Contact Us

SBR PROGRAM REPORTING TOOLKIT

MBE PROGRAM REPORTING TOOLKIT

VSBE PROGRAM REPORTING TOOLKIT

551.14 537.37 557.16
550.76 538.29 557.07
549.55 545.5 559.71
549.33 558.35
544.39
547.06
546.72
546.66
547.3
545.8
544
54

SMALL BUSINESS

Read the September edition of our Small Biz Bulletin!

Attention SBR & VSBE Vendors
If you are experiencing problems with certification or recertification in eMMA, call us for assistance at 410-697-9600.

TOP WEBSITE PICKS

- Expanding Opportunities Magazine
- eMaryland Marketplace Advantage (eMMA)
- Maryland Financial Incentives for Businesses
- Maryland Business Express
- Maryland Entrepreneur Hub
- SBR Liaisons
- MBE Liaisons
- VSBE Liaisons
- MBE Rights & Responsibilities
- FY2021 Customer Service Annual Report

MINING PUBLIC DATA

eMaryland Marketplace Advantage (eMMA)

- Video
- Slide Deck

Procurement Forecast

- Video
- Slide Deck

Board of Public Works

- Video
- Slide Deck

Procurement Forecast

The screenshot shows the Procurement Forecast Portal for Fiscal Year 2023. The header includes a search bar and navigation links for Home, MBE PROGRAM, SBR PROGRAM, VSBE Program, RESOURCES, and PROCUREMENT FORECAST. The main content area features a welcome message and a search interface. A sidebar on the left contains quick links and a 'Mining Public Data' section. Red arrows highlight the 'Mining Public Data' link, the search filters, the search button, and the 'Export To Excel' button.

Enter search term

Home MBE PROGRAM SBR PROGRAM VSBE Program RESOURCES PROCUREMENT FORECAST

GOVERNOR'S OFFICE OF
Small, Minority & Women Business Affairs

Quick Links

- About Us
- FAQs
- Legislation and Policy
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- Reports
- Contact Us

Mining Public Data

- Procurement Forecast Video
- Procurement Forecast Slide Deck

Procurement Forecast Portal

Welcome to Maryland's Procurement Forecast Portal for Fiscal Year 2023.

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.

Example #1 Results Partial View

A	D	C	F	I	J	K	L	M
Agency Name	Incumbent Name	Current MBE/DBE Participation Goal	Description	Estimated Total Contract Award (no options)	Term of Contract	PO Name	PO Phone	PO Email
Housing and Community Development	Dovenmuehle Mortgage, Inc.	15.00%	Single Family Bond Funded Mortgage Subservicing	\$5,000,001 to \$10,000,000	5 years or more	Paul Dickman	301-429-7566	paul.dickman@maryland.gov
Transportation - Office of the Secretary	Knott Technology, Inc.	0.00%	Gigamon Wan Software Maintenance FY 18-19	\$15,000 to \$99,000	1-2 years	Joe Palechek	410-865-1137	jpalechek@mdot.maryland.gov
Police	LB&B	30.00%	Crime Lab Building Maintenance	\$1,000,001 to \$5,000,000	5 years or more	DGS	DGS	DGS
Transportation - Port Administration	Marine Technologies, Inc.	0.00%	Seafender Removal	\$15,000 to \$99,000	3-4 years	Olu Fawehinmi	410-385-4568	ofawehinmi@marylandports.com
Stadium Authority	Malstrom Electric, Inc.	12.00%	On-Call General Electrical Services	\$500,001 to \$1,000,000	2-3 years	John Samoryk	410-223-4147	jsamoryk@mdstad.com
Comptroller	NEC Corporation of America	25.00%	PBX III	\$500,001 to \$1,000,000	5 years or more	Mike Balderson	410-260-6330	mbalderson@comp.state.md.us
University of Maryland, Baltimore		0.00%	Microscopes	\$10,000,001 to \$20,000,000	5 years or more	Kristal Burgess	410-706-0772	mailto:kburgess@umaryland.edu
Coppin State University			Resident Hall Bathroom Renovations	\$1,000,001 to \$5,000,000	Less than 1 year	Thomas Dawson	410-951-3792	thdawson@coppin.edu
Housing and Community Development	Dovenmuehle Mortgage, Inc.	15.00%	Single Family Bond Funded Mortgage Subservicing	\$5,000,001 to \$10,000,000	5 years or more	Paul Dickman	301-429-7566	paul.dickman@maryland.gov

Example #2 Search

The screenshot shows the 'Procurement Forecast Portal' for Fiscal Year 2023. The header includes a search bar and navigation links for Home, MBE PROGRAM, SBR PROGRAM, VSBE Program, RESOURCES, and PROCUREMENT FORECAST. The main content area features a welcome message and instructions on how to use the database. A search interface is located at the bottom, with several filters highlighted by red arrows and a red circle:

- A red circle highlights the 'Search - Description' dropdown menu, which is currently set to 'General Services'.
- A red arrow points to the 'Search' button.
- A red arrow points to the 'Export To Excel' button.

Other search filters include 'Search by Procurement Categories', 'Search by Contract Value', 'Search by Region', and 'Search by Projected Advertisement Dates'. There are also 'Reset All Filters' and 'Export To Excel' buttons.

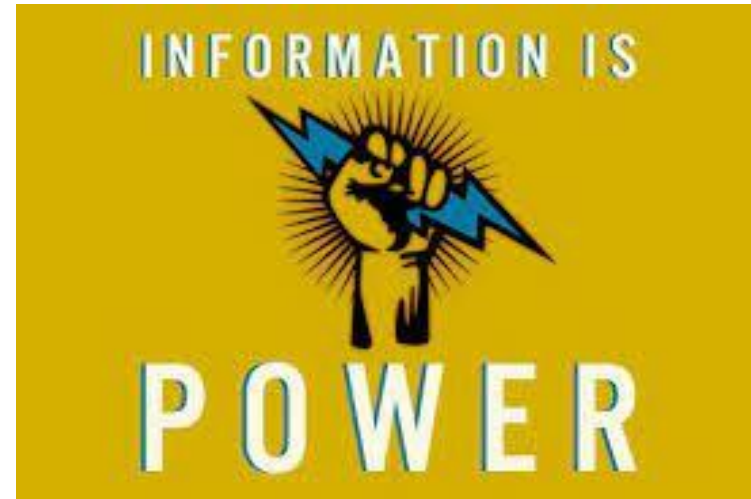
Example #2 Results

Partial View

Incumbent Name	Description	Location/Delivery of Services/Products	Estimated Advertisement Date	Estimated Total Contract Award (no options)	Term of Contract	PO Name	PO Phone	PO Email
BLIND INDUSTRIES & SERVICES OF MARYLAND	Cleaning and janitorial supplies/various commodities	STATEWIDE	Q2 (Oct.-Dec. 2022)	\$5,000,001 to \$10,000,000	5 years or more	Mike Meyers	410-767-4281	mike.myers@maryland.gov
CONSTELLATION NEWENERGY INC	ELECTRICITY SUPPLY...DELIVERY OF GENERATION, TRANSMISSION OF ELECTRICITY/	STATEWIDE	Q3 (Jan.-March 2023)	\$5,000,001 to \$10,000,000	5 years or more	Mike Meyers	410-767-4281	mike.myers@maryland.gov
GENERAC POWER SYSTEMS INC	STATEWIDE ICPA FOR GENERATORS, LIGHT TOWERS & PORTABLE CONSTRUCTION EQUIP	STATEWIDE	Q3 (Jan.-March 2023)	\$500,001 to \$1,000,000	1-2 years	Mike Meyers	410-767-4281	mike.myers@maryland.gov
MODULAR GENIUS INC	DJS - ICPA - LEASE OF TWELVE (12) MODULAR CLASSROOMS	CENTRAL MARYLAND	Q2 (Oct.-Dec. 2022)	\$500,001 to \$1,000,000	5 years or more	Mike Meyers	410-767-4281	mike.myers@maryland.gov
AMERICAN TRUCK & BUS INC	SW - 2021 VANS & SUVs	STATEWIDE	Q2 (Oct.-Dec. 2022)	\$500,001 to \$1,000,000	1-2 years	Mike Meyers	410-767-4281	mike.myers@maryland.gov
APT ABILITY LLC	STATEWIDE CONTRACT FOR PERSONAL PROTECTIVE EQUIPMENT (PPE)	STATEWIDE	Q1 (July-Sept. 2022)	\$100,000 to \$500,000	1-2 years	Mike Meyers	410-767-4281	mike.myers@maryland.gov
BAFS INC THE MILL OF BEL AIR	SW - DOG FOOD	STATEWIDE	Q1 (July-Sept. 2022)	\$100,000 to \$500,000	1-2 years	Mike Meyers	410-767-4281	mike.myers@maryland.gov
	INSTALL SECURITY & CCTV SYSTEMS	CENTRAL MARYLAND	TBD	TBD	TBD	Colleen Haynes	410 767-4995	colleen.haynes@maryland.gov
	New Germany State Park - Cabin Roof Replacement	WESTERN MARYLAND	TBD	\$15,000 to \$99,000	TBD	Colleen Haynes	410 767-4995	colleen.haynes@maryland.gov
	North Point State Park - Renovate Visitor Center Exterior and Interior - Roof Included	CENTRAL MARYLAND	TBD	\$100,000 to \$500,000	TBD	Colleen Haynes	410 767-4995	colleen.haynes@maryland.gov
	Patapsco Valley State Park - Lower Glen Artney Comfort Station Valves	CENTRAL MARYLAND	TBD	TBD	TBD	Colleen Haynes	410 767-4995	colleen.haynes@maryland.gov
	Piney Point Aquaculture Center - Replace Garage Doors - Main Building	SOUTHERN MARYLAND	TBD	\$15,000 to \$99,000	TBD	Colleen Haynes	410 767-4995	colleen.haynes@maryland.gov
	Pocomoke River State Park: Milburn Landing - Replace Nassawango and Mattaponi Pavilion roof	EASTERN SHORE	TBD	\$15,000 to \$99,000	TBD	Colleen Haynes	410 767-4995	colleen.haynes@maryland.gov

Key Data Points

- What's coming in the next 6 months – 9 months – 12 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?



Procurement Forecast

<https://goMDsmallbiz.maryland.gov/>

The screenshot shows the website's navigation bar with links for Home, MBE PROGRAM, SBR PROGRAM, VSBE Program, RESOURCES, and PROCUREMENT FORECAST. The main header features the logo for the GOVERNOR'S OFFICE OF Small, Minority & Women Business Affairs and social media icons for Facebook, YouTube, and Twitter.

On the left, there is a 'Quick Links' menu with items: About Us, FAQs, Legislation and Policy, Outreach, News, Reports, and Contact Us. Below this are three 'GOVERNOR'S COORDINATING OFFICES HOME' buttons for SBR PROGRAM REPORTING TOOLKIT, MBE PROGRAM REPORTING TOOLKIT, and VSBE PROGRAM REPORTING TOOLKIT.

The central banner image depicts a calculator with 'SMALL BUSINESS' on its display, a pen, and a pie chart. Below the image, it says 'Read the September edition of our Small Biz Bulletin!'.

On the right, there is a section titled 'Attention SBR & VSBE Vendors' with contact information. Below that is 'TOP WEBSITE PICKS' with a list of resources. The 'MINING PUBLIC DATA' section is circled in red and includes links for eMaryland Marketplace Advantage (eMMA), Procurement Forecast, and Board of Public Works.

Attention SBR & VSBE Vendors
If you are experiencing problems with certification or recertification in eMMA, call us for assistance at 410-697-9600.

TOP WEBSITE PICKS

- Expanding Opportunities Magazine
- eMaryland Marketplace Advantage (eMMA)
- Maryland Financial Incentives for Businesses
- Maryland Business Express
- Maryland Entrepreneur Hub
- SBR Liaisons
- MBE Liaisons
- VSBE Liaisons
- MBE Rights & Responsibilities
- FY2021 Customer Service Annual Report

MINING PUBLIC DATA

eMaryland Marketplace Advantage (eMMA)

- Video
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Procurement Forecast

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Board of Public Works

- Video
- Slide Deck

Procurement Agencies & Opportunities





Maryland

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

Lisa Mitchell Sennaar

SBR Compliance Manager



RSG Agency Slides

Department of Housing and Community Development

Department of Juvenile Services

Maryland Department of Health

Maryland Department of Public Safety & Correctional Services

Maryland Environmental Service

Maryland State Police

MDOT - Maryland Port Administration

MDOT - Maryland Transit Administration

MDOT - Maryland Transportation Authority

MDOT - Motor Vehicle Administration

MDOT - State Highway Administration

University of Maryland - College Park



Maryland

DEPARTMENT OF HOUSING
AND COMMUNITY DEVELOPMENT

MBE/SBR/VSBE Liaison

Jacquetta Wright
Socioeconomic Programs Manager
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Office of Procurement

Amanda Sadler
Procurement Director
Office: 301-429-7780
Email: Amanda.Sadler@Maryland.gov

September 21, 2022

Formal Procurements

\$50,000+ at the state level

DHCD - Current Opportunities

Bid #	Buyer	Description	MBE/SBR Designated	Proposal Closing Due Date:
S00R2600028	Tierra Ali-Said	DHCD is issuing this Solicitation to obtain Real Estate Sales Services for the purpose of securing, rehabilitating, repairing, marketing, selling and/or auctioning REO properties owned by DHCD.	MBE: None VSBE: None SBE Designated: None	September 29,2022 at 4:00 PM
Bid #	Buyer	Description	MBE/SBR Designated	Proposal Closing Due Date:
S00R2600039	Paul Dickman	DHCD is issuing this RFP in order to provide (1) multifamily loan underwriting services in support of DHCD's Multifamily Housing Program, and (2) technical assistance and training related to the underwriting of multifamily financings for DHCD staff. .	MBE: None VSBE: None SBE Designated: None	October 5,2022 at 1:00PM

DHCD - Standard & Pipeline Purchases

- Real Estate Services
- Auctioneering Services
- Auditing Services
- Call Center Services
- Marketing Services
- Media Buying Services
- Physical Site Inspection Services
- Real Estate Appraisal Services
- Energy Consultant Services
- Office Furniture
- Weatherization Services
- Marketing Services
- Digital Marketing Services
- Media Buying Services
- Financial Advisory Services
- Construction Management Services
- Temporary Financial Staffing Services



Maryland

DEPARTMENT OF
JUVENILE SERVICES

MBE/SBR/VSBE Liaison

Nicole Bohanan
Nicole.Bohanan1@maryland.gov

Office of Procurement

Debbie Thornton, Director of Procurement,
debbie.thornton@maryland.gov

Dieudonne Mwaha, Deputy Director of Procurement
dieudonne.mwaha@maryland.gov

Cathie L. Nash, Deputy Director of IT Procurement and
Professional Services
catherine.nash1@maryland.gov

September 21, 2022

Formal Procurements

\$50,000+ at the state level

DJS - Current Opportunities

Contract/BPO #	Buyer	Description	MBE/SBR Designated	Est. Bid Opening Date
23-MULTI-CS-YS-002	Rick McCray	Barbering and Cosmetology Services	2%	October 17, 2022.
23-MULTI-FS-BH-001	Keon Pompey	Music Production and Studio Recording Program	3%	expected date 12/1/2022.
23-CS-VC-001	Susan Edwards	Dental Services for Charles H. Hickey Jr. School and Victor Cullen Center	8%	11/22/22
23-BH-VC-001	Susan Edwards	On-Site Behavioral Health Treatment Services at Victor Cullen Center	TBD	12/14/22

DJS - Standard & Pipeline Purchases

<u>Category I (\$0 - \$5,000)</u>	<u>Category II (\$5,001 - \$15,000)</u>	<u>Category III(\$15,001 - \$50,000)</u>
<ul style="list-style-type: none">▪ Staff Development▪ Facility Support▪ Youth Personal Items▪ Recreational Activities▪ Promotional Items▪ Courier/ Delivery	<ul style="list-style-type: none">▪ Barber & Beautician Services▪ Janitorial & Maintenance▪ Landscaping▪ Recreational Activities▪ Therapeutic Support	<ul style="list-style-type: none">▪ Life Skills Programming▪ Janitorial & Maintenance▪ Personal Items▪ Medical Apparatus▪ Specialty Items▪ Education Cultural Art Services



MARYLAND
Department of Health

MBE/SBR/VSBE Liaison

Janelle Robinson

410-767-3148

janelle.Robinson@maryland.gov

Office of Procurement

Jim Beauchamp, Director

Office of Contract Management & Procurement

410-490-8000

jim.beauchamp@maryland.gov

September 21, 2022

Formal Procurements

\$50,000+ at the state level

Health - Current Opportunities

Bid #	Buyer	Description	MBE/SBR Designated	Bid Opening Date
BPM031470	Calvin Johnson	Statewide Administration of Non-Emergency Medical Transportation for the Maryland Medicaid Program	2% MBE 1% VSBE	11/1/2022
BPM031594	Sherida Studwood	Formation of a Community Resource Network to Provide COVID-19 Testing, Treatment & Vaccination	10% MBE	10/3/2022
BPM031385	Afua Tisdale	Maxwell Database System	4% MBE 1% VSBE	10/25/2022
BPM031370	Sherida Studwood	Behavioral Respite Services		10/19/2022

Health - Standard & Pipeline Purchases

Small Procurements (less than \$25,000)

- § Catering Services
- § Laboratory Accessories
- § Promotional Items
- § Transcription/Court Reporting Services
- § Housekeeping/Janitorial Supplies
- § Medical/Rehab Supplies
- § Health Consultant Services
- § Computer Peripherals
- § Laboratory Equipment Maintenance
- § Tobacco Cessation Toolkits
- § Media Buys (TV, radio) to promote specific MDH programs
- § Health Consultant Services
- § Laboratory Testing Equipment
- § Health Staffing Services
- § Health Conference Facilities

Large Procurements (greater than \$25,000)

- § Pharmacy System for State Hospitals
- § Satisfaction Surveys for MD Medical Assistance Programs
- § Compliance Audits for MD Managed Care Organizations
- § DDA Targeted Case Management Training
- § Springfield Hospital Center Nutritional Services
- § MD Perinatal Support Program
- § Laboratory Administration Courier Services
- § Potomac Center Speech Therapy Services
- § WIC Local Agency Clinics
- § RICA Dietary Services
- § External Quality Review of MD Managed Care Organizations
- § Youth Risk Tobacco Survey



MBE/SBR/VSBE Liaison

Shawana Overby-Blackston

MBE Manager

(410) 585-3024

Shawana.Overby-Blackston@maryland.gov

Office of Procurement

Joh Sedtal, JD

Director of Procurement

Joseph.Sedtal@maryland.gov

Karen Myers

Deputy Director of Procurement

Karen.Myers@Maryland.gov

September 21, 2022

Formal Procurements

\$50,000+ at the state level

DPSCS - Current Opportunities

Bid #	Buyer	Description	MBE/SBR Designated	Bid Opening Date
BPM031193	Debbie Pecora Debbie.Pecora1@Maryland.gov	Sex Offender Treatment	N/A	August 16, 2022
BPM031288	Antoinette Coast AntoinetteE.Coast@Maryland.gov	Dell Commercial Grade Cases	N/A	September 2, 2022
BPM031521	Krystal White Krystal.White@Maryland.gov	AIX Disaster and HA Environment Software Services	N/A	September 7, 2022
BPM031298	Xylina Sanders Xylina.Sanders1@Maryland.gov	Recovery Housing	N/A	September 12, 2022
ITFY230019	Krystal White Krystal.White@Maryland.gov	Purchasing PCs	N/A	September 14, 2022
ITFY230012	Krystal White Krystal.White@Maryland.gov	Purchasing Laptops	N/A	September 14, 2022
ITFY230020	Krystal White Krystal.White@Maryland.gov	VCenter Management Servers	N/A	September 26, 2022

DPSCS - Standard and Pipeline Purchases

Pipeline Opportunities

\$50,000 to \$100,000 Opportunities

- BMC Control-M Platform Maintenance and Support
- Broadcom Software Maintenance
- Mainframe SAN Support DS8870 – 2 Years of Support

\$100,000 to \$500,000 Opportunities

- Cell Door Lock Repairs
- Cellebrite Upgrade to Premium Enterprise
- Cisco SmartNet – Department Hardware
- Citrix Support
- Dell Tablets
- Expungement Tracking System
- Mainframe Equipment Maintenance
- Missing Disposition / Record Retrieval Services
- Regional Pest Control
- TSM Spectrum Protect Pikesville Hagerstown
- Uninterruptible Power Supply (UPS) Replacement

\$500,000 to \$1,000,000 Opportunities

- Drive Upgrades for Pikesville & Hagerstown Dell EMC Powermax Controllers

Standard Purchases

- Appliances (i.e., Kitchen Appliances, Small Kitchen Appliances, Walk-In Refrigerators, Washers and Dryers)
- Background Services
- Court Reporters
- HVAC
- Interpreter Services
- IT Equipment and Licenses
- Jail Cell Maintenance and Repair
- Landscaping/Grounds Keeping
- Mechanical, Electrical, and Plumbing
- Minor Renovations
- Pest Control Services
- Pool Tables
- Sports Products
- Temporary Staffing Services



Maryland
ENVIRONMENTAL
SERVICE

MBE/SBR/VSBE Liaison

Timothy Barnes

Manager, MBE & SBR Programs

410-729-8513

tkbarnes@menv.com

Office of Procurement

Hattie Crosby

Chief, Procurement & Purchasing

410-729-8511

hcrosby@menv.com

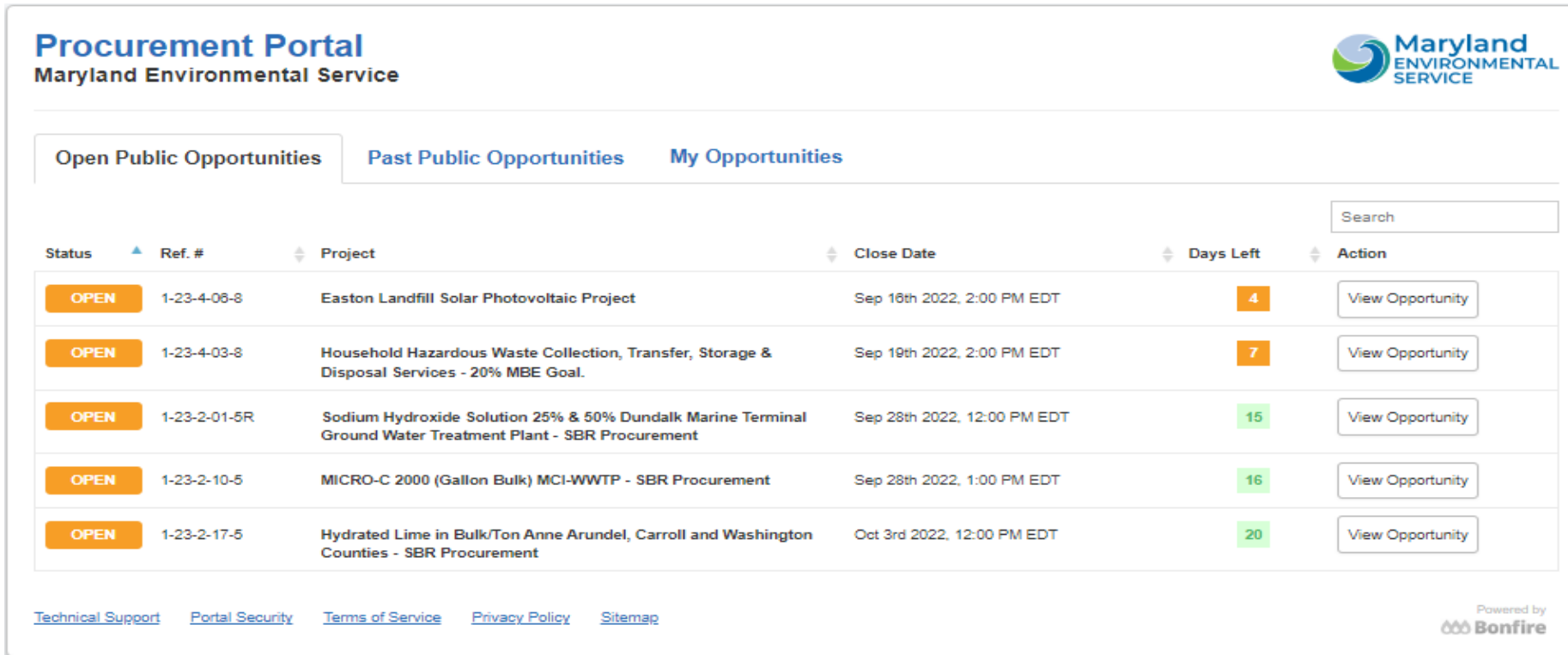
September 21, 2022

Formal Procurements

\$50,000+ at the state level

MES - Current Opportunities

To go to MES Procurement Portal (Bonfire): <https://menv.bonfirehub.com/portal/>



The screenshot displays the 'Procurement Portal' for the Maryland Environmental Service. It features a navigation bar with three tabs: 'Open Public Opportunities' (selected), 'Past Public Opportunities', and 'My Opportunities'. A search bar is located in the top right corner. Below the navigation, a table lists five current procurement opportunities. Each row includes a status indicator (all are 'OPEN'), a reference number, a project description, a close date and time, the number of days left, and a 'View Opportunity' button. At the bottom of the page, there are links for 'Technical Support', 'Portal Security', 'Terms of Service', 'Privacy Policy', and 'Sitemap'. The Bonfire logo is visible in the bottom right corner, indicating the platform used for the portal.

Status	Ref. #	Project	Close Date	Days Left	Action
OPEN	1-23-4-06-8	Easton Landfill Solar Photovoltaic Project	Sep 16th 2022, 2:00 PM EDT	4	View Opportunity
OPEN	1-23-4-03-8	Household Hazardous Waste Collection, Transfer, Storage & Disposal Services - 20% MBE Goal.	Sep 19th 2022, 2:00 PM EDT	7	View Opportunity
OPEN	1-23-2-01-5R	Sodium Hydroxide Solution 25% & 50% Dundalk Marine Terminal Ground Water Treatment Plant - SBR Procurement	Sep 28th 2022, 12:00 PM EDT	15	View Opportunity
OPEN	1-23-2-10-5	MICRO-C 2000 (Gallon Bulk) MCI-WWTP - SBR Procurement	Sep 28th 2022, 1:00 PM EDT	16	View Opportunity
OPEN	1-23-2-17-5	Hydrated Lime in Bulk/Ton Anne Arundel, Carroll and Washington Counties - SBR Procurement	Oct 3rd 2022, 12:00 PM EDT	20	View Opportunity

MES - Standard & Pipeline Purchases

MES frequently seeks services in the following areas:

- Architectural Engineering Services
- GIS Services
- Construction Related Services
- Heavy Equipment
- Hauling
- Laboratory Services
- Chemicals
- Temporary Labor
- Community Relations and Media
- Information Technology



MBE/SBR/VSBE Liaison

Dirk Griffin
Chief Procurement Officer
410-379-9073
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Office of Procurement

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Procurement Supervisor
410-379-9078
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September 21, 2022

Formal Procurements

\$50,000+ at the state level

State Police - Current Opportunities

Bid #	Buyer	Description	MBE/SBR Designated	Bid Opening Date
BPM031255	Chris Connell	Staffing Contract	SBR	10/01/22
BPM029218	Bonita Rose	Lab Information Management System	N/A	10/14/22
BPM026103	Rene Alonso	Vehicle Transmission Repair	N/A	10/31/22

State Police - Standard & Pipeline Purchases

- Laboratory Supplies
- Flares
- Helicopter Parts
- Radio Parts/Repairs
- Pest Control Services
- Janitorial Services
- Grounds Keeping
- HVAC
- Police Supplies
- Porta-Pots
- Diving Equipment
- Flooring
- Construction
- Printing
- Plumbing
- Electrical Work



VSBE Liaison

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Manager, Office of Fair Practices
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MBE Liaison

Donna M. Davis

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September 21, 2022

Formal Procurements

\$50,000+ at the state level

Port Admin - Current Opportunities

Contract No.	Procurement Officer	Description	MBE/DBE Goal & SBR Designation	Estimated Advertisement Date
521058	Trisha O'Neal	Agency Wide Paving	15% MBE No SBR Designation	October 2022
521040	Mark Riesett	First Box Culvert	21% DBE No SBR Designation	October 2022
521030	Mark Riesett	DMT Resiliency – Sea Curb	25% DBE No SBR Designation	October 2022
522078	Mark Riesett	Agency Wide Waterfront Substructure Repairs	TBD	November 2022
522802	Mark Riesett	Dredging & Coastal Engineering Consulting Services	15% MBE No SBR Designation	November 2022
223008-IT	Margie Koppelman	CCTV Camera Replacement	0% MBE SBR Designated	October 2022
222011-IT	Margie Koppelman	Cybersecurity and Infrastructure Support Services	0% MBE Goal SBR Designated	October 2022

Governor's Office of Small, Minority & Women Business Affairs

Port Admin - Standard & Pipeline Purchases

- Workstations
- Tablets
- CCTV Cameras
- Rail Ties
- Crane Parts
- Fiber Option Cables
- Sea Fenders
- Janitorial Services
- Lawn Care Services
- Advertising
- IT Software
- Office Furniture
- IT Resources
- Modular Trailers
- Portable Restrooms
- Promotional Items
- Pest Control
- Clothing



MARYLAND DEPARTMENT
OF TRANSPORTATION

MARYLAND TRANSIT
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September 21, 2022

Formal Procurements

\$50,000+ at the state level

MTA - Current Opportunities

<u>Bid #</u>	<u>Buyer</u>	<u>Description</u>	<u>MBE/SBR Designated</u>	<u>Bid Opening Date</u>
AGY-22-022-IT	Darica Lawson	Security System H&S Maintenance	23% MBE Participation Goal	TBD
AGY-23-001-IT	Darica Lawson	Telecommunications PBX Servers and ISP	25% MBE Participation Goal	TBD
OPS-22-018-EQ	Heather Martin	Bus Division Electrification Program Phase 1	12.90% DBE Participation Goal	2/3/2023
AGY-22-033-SR	Heather Martin	Owner Controlled Insurance & Brokerage Services	2% MBE Participation Goal	TBD

Formal Procurements

\$50,000+ at the state level

MTA - Current Opportunities (Cont.)

<u>Bid #</u>	<u>Buyer</u>	<u>Description</u>	<u>MBE/SBR Designated</u>	<u>Bid Opening Date</u>
MRC-22-027-SR	Sharon Curtis	MARC Positive Train Control (PTC) Back Office Server	2% MBE Participation Goal	TBD
MRC-22-023-IT	Tammy Russell	MARC HHP-8 Camera and Microphone Installation	15% DBE Participation Goal	TBD
AE-21-001-SBE-C	Tammy Russell	On Call Services for Fare Collection, Associated Systems, Program and Equipment Engineering	SBE Designation	TBD
AE-21-004-SBE-G	Tammy Russell	On Call Structural Engineering Services	SBE Designation	TBD

MTA - Standard & Pipeline Purchases

- **Services**
 - **Commuter Bus services**
 - **Paratransit services**
 - **Rental Uniforms**
 - **Audit services**
- **Maintenance**
 - **Landscaping & Tree trimming**
 - **Janitorial maintenance**
 - **Snow Removal**
 - **Building maintenance (HVAC, Electrical, etc.)**
 - **Repair & Overhaul of train vehicles**
- **IT**
 - **Services/support**
 - **Hardware & Software**
- **Commodities/Equipment**
 - **Buses (small & medium)**
 - **Minivans**
 - **Bus parts**
- **Construction & Construction Materials**
- **A&E (Architectural & Engineering)**



Maryland
Transportation
Authority

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September 21, 2022

Formal Procurements

\$50,000+ at the state level

MDTA - Current Opportunities

Contract No.	Construction Project Description	Anticipated Advertisement Date	DBE	MBE	SBR	VSBE
KH-3031-0000	I-95 ETL NBE - Noise Wall Along SB I-95 South of Calvary Road Overpass	September 2022	No	Yes	No	Yes
MR-3035-0000	On-Call Upgrade and Replace Metal Traffic Barriers and Attenuators	October 2022	No	Yes	No	Yes
MR-3030-0000	Environmental On-Call Phase IV	October 2022	No	Yes	No	Yes
FT-3020-0000	Area-Wide Rehabilitation of FMT Lighting	October 2022	No	TBD	TBD	TBD
MR-3031-0000	On-Call Electrical/ITS	November 2022	No	TBD	TBD	TBD
BB-3004-0000	Construct Project Mgmt. Office and Maintenance Equip. Storage Building	November 2022	No	TBD	TBD	TBD
MR-3033-0000	On-Call Structural Repairs	November 2022	No	TBD	TBD	TBD
MR-3034-0000	On-Call Structural Repairs	December 2022	No	TBD	TBD	TBD
HT-3018-0000	Resurfacing North and South of BHT	January 2023	No	TBD	TBD	TBD

MDTA - Current Opportunities Continued

Contract No.	A&E Project Description	Anticipated Advertisement Date	DBE	MBE	SBR	VSBE
2019-02 B	SBR Comprehensive Building and Facility Engineering and Consulting Services	Winter 2023	No	Yes	Yes	Yes
2022-01 A	Comprehensive Project Planning and Miscellaneous Consultant Services	Winter 2023	Yes	No	No	No
2022-01 B	SBR Comprehensive Project Planning and Miscellaneous Consultant Services	Winter 2023	Yes	No	Yes	No

Contract No.	Services and Maintenance Project Description	Anticipated Advertisement Date	DBE	MBE	SBR	VSBE
SV-3109-0000	Debt Collection Services for Out of State Tolls and Violations RFP	Fall 2022	No	Yes	No	Yes
SV-00210586	Right of Way Services	Fall 2022	No	TBD	TBD	TBD
SV-00210626	Scrap Rubber Removal & Recycling	Fall 2022	No	TBD	TBD	TBD

Contract No.	Commodities Project Description	Anticipated Advertisement Date
CC-00210667	Gym Equipment for MDTA Police	September 2022
J01R3600002	Dispatcher Uniforms for MDTAP Police	September 2022
CC-00210774	Bike Uniforms for the MDTA Police	September 2022



MARYLAND DEPARTMENT
OF TRANSPORTATION

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September 21, 2022

Formal Procurements

\$50,000+ at the state level

MVA - Current Opportunities

Bid #	Buyer	Description	MBE/SBR Designated SBR	Bid Opening Date
V-LOV-23010-M	Susan Blockinger	Landscaping Services for MDOT MVA Loveville Branch Office	SBR	10/3/2022
V-HAG-23020-M	Susan Blockinger	Landscaping Services for MDOT MVA Hagerstown Branch Office	SBR	10/3/2022
V-HQ-20090-S	Jessica Mettle	Vehicle Emissions Inspection Program (VEIP) Management and Operations	30% MBE Goal 1% Veteran Goal	10/31/2022

MVA - Standard & Pipeline Purchases

Purchasing Officer (Buyer) Dominic Edet	Description	Estimated Value	Fiscal Year Qtr
	Snow Removal	\$112,500.00	FY2023
	Pest Control	\$55,000.00	FY2023
	Janitorial Services for various Branch Offices	≥\$50,000.00	FY2023
	Landscaping Services for various Branch Offices	≥\$50,000.00	FY2023
	Interpretation Services to provide: On-Demand Remote Interpretation Services include Over-the Phone Interpretation (OPI), Video Remote Interpretation (VRI) and Document Translation	≥\$50,000.00	FY2023



STATE HIGHWAY ADMINISTRATION

Office of Procurement

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September 21, 2022

Formal Procurements

\$50,000+ at the state level

SHA - Current Opportunities

<u>Bid #</u>	<u>Buyer</u>	<u>Description</u>	<u>MBE/SBR Designated</u>	<u>Bid Opening Date</u>
BPM031698	Kyle O'DONNELL	Highway and road paving service	NA	9/23/2022
BPM031113	Vah COULIBALY	Engineering and Research and Technology Based Services	25% MBE Participation Goal	09/29/2022

SHA - Standard & Pipeline Purchases

Procurement Opportunities Under \$50k.

- Portable Toilet Rental
- Scrap Tire Collection
- Welding Gases Rental
- Electric Repair and Maintenance
- 3M Reflective Marking Tape or Equivalent
- Brush and Tree Trimming
- Electrical Services
- Plumbing
- HVAC
- Automotive Supplies
- Snow Salt
- Generator Maintenance
- Event Logging Rental



MBE/SBR/VSBE Liaison

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September 21, 2022

Formal Procurements

\$50,000+ at the state level

UMD - Current Opportunities

Bid #	Buyer	Description	MBE/SBR Designated	Bid Opening Date
127917	Karen Elvidge	Construct a new sanitary pipe to sewer line at UMES	MBE goal to be assigned	TBD
126204	Patrick Walsh	On-call Painting contract for various awards	SBR	TBD
128064	Karen Elvidge	MEP on-call design services for various awards	MBE goal to be assigned per Task order	TBD
128065	Karen Elvidge	MEP Arc Flash Study for various awards	MBE goal to be assigned per Task order	TBD

UMD - Standard & Pipeline Purchases

Commodities & Services:

- Office Supplies
- Research Materials, Equipment
- IT Procurement
- Vending
- Document Reproduction

Construction & Facilities Services:

Construction
General Contracting
Facilities Management

Upcoming Webinars and Workshops

Technical Training Classroom Webinars

Tuesday, September 27, 2022

10:00 am

[Strategies For Business Networking](#)

Thursday, September 29, 2022

10:00 am

[State Procurement 101](#)

Register Now!



Upcoming Webinars and Outreach Workshops

Small Biz Resource Connections: Baltimore-Metro Women's Business Center

(Webinar) Register Now!

Friday, October 7, 2022 @ 10 a.m.

Latinos in Tech: Hispanic Heritage Month in collaboration with TEDCO (Webinar)

Thursday, October 13, 2022 @ 10 a.m.

Maryland Women's Small Business Celebration 2022 (In-Person)

Friday, October 21, 2022 @ 9 a.m. @ Morgan State University

Veteran-Owned Small Business Appreciation Day (In-Person)

Wednesday, November 9, 2022 @ 11 a.m. @ Live! Casino & Hotel

www.goMDsmallbiz.maryland.gov

Registration opens approximately 3 weeks in advance.



To register to receive our and notices of all upcoming classes & workshops and monthly bulletin go to www.goMDsmallbiz.maryland.gov.

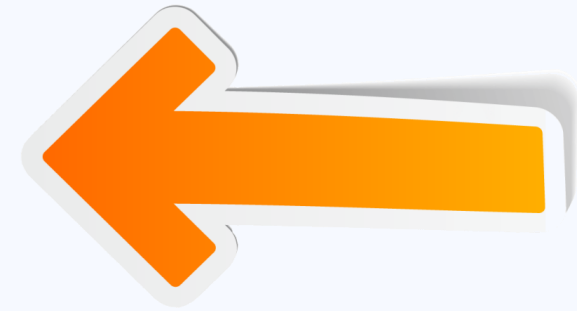


-STAY CONNECTED-

Sign up to receive news and notifications affecting the small business community.

*Email Address

Submit



Resources & Partners

**Governor's Office of Small, Minority & Women
Business Affairs**

<https://gomdsmallbiz.maryland.gov/Pages/default.aspx>

**Maryland's Office of Minority Business Enterprise
(OMBE)**

<https://www.mdot.maryland.gov/tso/pages/Index.aspx?PageId=90>

**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/>

**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/>

Meridian Management Group (MMG)

<https://mmgcapitalgroup.com/>

M&T Bank – Business

<https://www3.mtb.com/business>



Thank you!



Maryland

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

Maryland **OPEN** For Business!

