



**Maryland**

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

**Ready, Set, GROW!**



**PROCUREMENT  
CONNECTIONS WORKSHOP**

**December 8, 2023**

# WELCOME



## Maryland

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

# Eduardo D. Hayden

Small Business  
Outreach Manager

# Ready, Set, GROW!





- Governor's Citation Honorees
- Procurement Overview
- Agencies Overview
- Resources / T.I.P.S. Webinar Series / Outreach 2024



# AGENDA

[www.gomdsmbiz.maryland.gov](http://www.gomdsmbiz.maryland.gov)

State of Maryland

DISPARITY  
STUDY

[stateofmddisparitystudy.com](http://stateofmddisparitystudy.com)





- T.I.P.S. Webinar Series
- Ready, Set, GROW!  
Procurement Connections  
Workshop
- Strategies for Mining Public  
Data (Videos & Slide Decks)
- Small Business Resources



**VALUABLE RESOURCES**



<https://gomdsmallbiz.maryland.gov>

## Program Seals:

Please visit our  
website to download

[goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov)







**Leave No One Behind**



*Congratulations!*

**Citation Honorees**





**HONOREES**



**Danielle Burnett**

President



**HONOREE**



**MERCADO**  
CONSULTANTS, INC.

**BILL MERCADO**

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P.E. / President





**HONOREES**



**Absolute  
Security**  
Group, Inc.

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**Scott Nibblett**

President



**HONOREE**



**KATHLEEN SHERRILL**

---

Founder & Principal Architect





**HONOREES**



**BLACKFOX**

**Marcellus "Fox" Wade**

---

Owner / CEO



**HONOREES**



**HCC MC**

Hispanic Chamber of Commerce  
Montgomery County

**Carmen Larsen**

President

**25 Year**  
ANNIVERSARY





**Leave No One Behind**





# Maryland

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

## Procurement Overview

[www.gomdsmallbiz.maryland.gov](http://www.gomdsmallbiz.maryland.gov)



# 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 (SBR) Program
  - Minority Business Enterprise (MBE) Program
  - Veteran-Owned Small Business Enterprise (VSBE) Program
  - Report SBR, MBE & VSBE fiscal year performance
- Conduct statewide outreach and training programs
  - T.I.P.S. (*Training & Insights for Procurement Success*) Webinar Series
  - Ready, Set, GROW! Procurement Connections webinars and workshops
  - Small Biz Resource Connections
- Curate online resources for small business growth and development
  - State of Maryland's Procurement Forecast

<https://goMDsmallbiz.maryland.gov>





# 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
- Online certification process (eMMA) includes **verification** of veteran status
- Annual renewal

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

**All 3 programs have annual renewal requirements.**



# Procurement



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

# Open and Transparent Process

## State Finance and Procurement Articles

<https://mgaleg.maryland.gov/mgawebsite/Laws/Statutes>

## Code of Maryland Regulations (COMAR)

<https://dsd.maryland.gov/Pages/COMARHome.aspx>

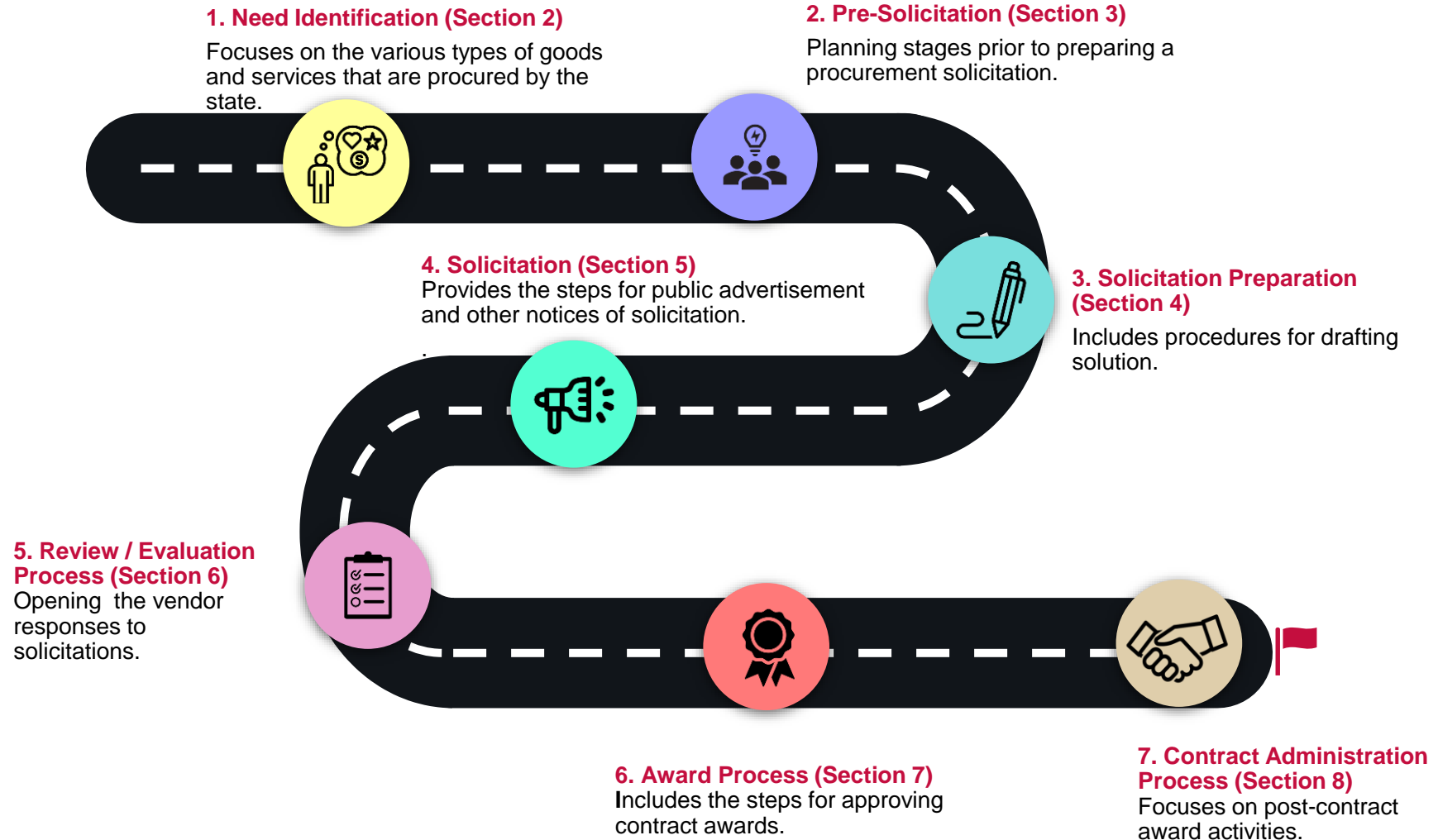
## **Title 21- State Procurement Regulations**





# State of Maryland Procurement Manual

## Procurement Process



# Competitive Procurement Methods

## Competitive Sealed Bids (CSB) Invitation for Bids (IFB)

- Seeking a price for known goods/services
- The solicitation is typically a straight-forward and well- defined
- Commonly used to purchase supplies, capital equipment or construction work
- Typically, not used for complex purchases

The award is based on minimum qualifications and bid price.

## Competitive Sealed Proposals (CSP) Request for Proposals (RFP)

- Seeking a solution for known problem with unknown goods/services
- Designed to help the contracting officer understand the various proposed methods and approaches that can be used to meet the requirements outlined in the solicitation
- Multi-step process, commonly used for complex purchases

The award is based on technical proposal and price (best value).

**Late submissions are NOT allowed.**



# eMaryland Marketplace Advantage

Welcome to eMaryland Marketplace Advantage (eMMA)



eMMA is Maryland's new online procurement platform used to connect the vendor community with contracting opportunities from state, county, and local government entities. Registered vendors will receive notices of bid opportunities, can submit bid responses online, and may obtain bid results online.

Qualified vendors may also complete the self-certification process for the Small Business Reserve (SBR) Program and Veteran-owned Small Business Enterprise (VSBE) Program.

eMMA facilitates an open, transparent, and efficient procurement process. We look forward to doing business with you!

Additional information can be found in the [Frequently Asked Questions](#) and [Quick Reference Guides](#). Any questions please contact the eMMA Help Desk at [eMMA.helpdesk@maryland.gov](mailto:eMMA.helpdesk@maryland.gov).

For additional training and resources, please go to the Maryland Procurement Academy homepage at [State of Maryland eMMA Training](#)

## LOGIN

Login \*

Password \*



Login

State SSO Login ([login.md.gov](http://login.md.gov))

MDoT SSO Login(MSAzure)

[Lost your password?](#)



New Vendor? Register Now



Public Solicitations



Public Contracts



Vendor Search



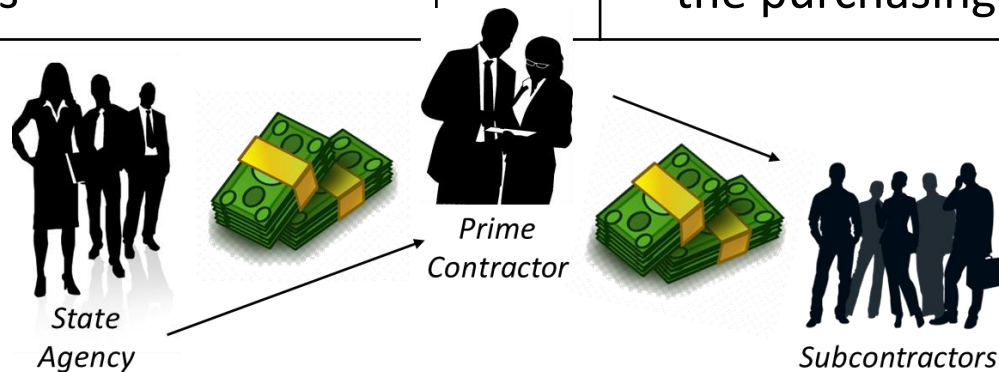
The State of Maryland's internet-based eProcurement tool that facilitates an open and transparent procurement process.

No cost to register as a vendor.



# Vendor Roles

Prime Contractor		Subcontractor
<ul style="list-style-type: none"> <li>• Legal contract with the state organization</li> </ul>		<ul style="list-style-type: none"> <li>• Legal contract with the prime contractor</li> </ul>
<ul style="list-style-type: none"> <li>• Responds to requests from state organization</li> <li>• Follows state regulations and procedures for contracting</li> </ul>		<ul style="list-style-type: none"> <li>• Builds relationships with prime contractors</li> <li>• Responds to requests from prime contractors</li> </ul>
<ul style="list-style-type: none"> <li>• Builds relationships with MBE and VSBE subcontractors</li> <li>• Chooses MBE and/or VSBE subcontractors</li> </ul>		<ul style="list-style-type: none"> <li>• Follows prime contractor's policies and procedures</li> <li>• Verify payments from prime with the purchasing unit</li> </ul>



# Key Differentiators of Maryland's Public Procurement

- All vendors receiving a contract award from the State must be in good standing with the Maryland Department of Assessments and Taxation
- Competition is an integral part of public procurement; we actively seek multiple bidders/offerors
- eMaryland Marketplace Advantage (eMMA) is our online public bid board
  - All solicitations over \$15,000 must be published on eMMA
  - All awards over \$50,000 must be published on eMMA
- All purchasing units conduct a Procurement Review Group (PRG) to analyze each qualifying contract for potential:
  - SBR designation
  - MBE subcontracting goals and subgoals
  - VSBE subcontracting goals
- The Board of Public Works approves all contracts \$200,000 and above before the final “Notice to Proceed” can be awarded

## Key Differentiators

- Qualifying solicitations between \$50,000 - \$500,000 are automatically designated to the SBR Program
- There is no cap on SBR designated solicitations; the value may exceed \$500,000
- SBR designated solicitations may include MBE and VSBE goals
- Minority, women, and veteran-owned firms are encouraged to join the SBR Program
  - *Online certification process can be completed in 1 day*





# Key Differentiators of Maryland's Socioeconomic Procurement Programs

1. Contracts over \$100,000 are evaluated for MBE and VSBE inclusion
2. Purchasing unit must conduct a pre-bid meeting for all solicitations that include an MBE and/or VSBE goal
3. Prime contractor must name the MBEs and/or VSBE subcontractors in the bid/solicitation
4. MBE and VSBE subcontractors are required to submit payment reports directly to the purchasing unit
5. MBEs and VSBEs cannot be removed by the prime without written consent from the agency head



# Key Differentiators

- MBEs and VSBEs are encouraged to perform at the prime contractor level
- MBEs with dual certification can meet multiple subgoals on the same contract
- VSBEs with MBE certification can fulfill both subcontracting goals on the same contract
- There is no cost to receive or maintain SBR, MBE, or VSBE certifications
- Firms are encouraged to obtain certification in each program for which they qualify
- SBR, MBE & VSBE Liaisons are positioned in every participating agency
  - Liaisons report directly to a senior official
  - Liaisons participate on the Procurement Review Group
  - Liaisons assist with resolving issues between the prime and the SBR, MBE or VSBE vendor
  - The liaison directory is published online



# Mining the Pipeline



Data mining is the process of finding and extracting usable data from a larger data set to identify patterns and correlations.

The information can be used to increase revenue, cut costs, improve customer relationships, reduce risk, and more.





# What Are You Looking For?



## Prime Contractors

- Competitors
- Pricing
- Contracting cycles
- Purchasing units
- Purchasing officers



## Subcontractors

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



# Pipeline

eMaryland  
Marketplace  
Advantage

Procurement  
Forecast

Board of Public  
Works  
Documents

Governor's Office of Small, Minority &  
Women  
Business Affairs  
FY2022 Annual  
Report



# Online Resources

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

GOVERNOR'S COORDINATING OFFICES HOME

Quick Links

- About Us
- Legislation and Policy
- Outreach
- News
- Reports**
- Contact Us
- Recent

SBR PROGRAM REPORTING TOOLKIT

MBE PROGRAM REPORTING TOOLKIT

VSBE PROGRAM REPORTING TOOLKIT

**Maryland**  
GOVERNOR'S OFFICE OF  
SMALL, MINORITY & WOMEN  
BUSINESS AFFAIRS  
goMDsmallbiz.maryland.gov

**T.I.P.S.** Webinar Series

**Training & Insights for Procurement Success**

#goMDsmallbiz

Join our free webinar series and learn how to navigate procurement processes.

**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**

- State of Maryland Disparity Study
- 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

**PUBLIC DATA MINING STRATEGIES**

eMaryland Marketplace Advantage (eMMA)

- Video
- Slide Deck

Procurement Forecast

- Video
- Slide Deck

Board of Public Works

- Video
- Slide Deck

Communicating with Confidence

- Video
- Slide Deck



# Ready, Set, GROW! Procurement Connections Workshop

12.8.2023

FY2022											
MBE Participating Agency/Department	Architectural	Engineering	Construction	Construction Related Services	Maintenance	Services	Supplies & Equipment	IT Services	IT Supplies & Equipme	H, C, S, & E	Total
AVIATION ADMINISTRATION	1	-	1	-	1	1	1	1	1	-	7
COMPTROLLER	-	-	-	-	-	1	1	1	1	-	4
ENVIRONMENT	-	-	-	-	-	1	1	1	1	-	4
GENERAL SERVICES	1	-	1	-	1	1	1	1	-	-	6
HEALTH	-	-	-	-	-	1	1	1	1	1	5
HOUSING & COMMUNITY DEVELOPMENT	-	-	-	-	-	1	-	-	-	-	1
HUMAN SERVICES	-	-	-	-	-	1	1	1	1	1	5
LABOR	-	-	-	-	1	1	1	1	1	-	5
MOTOR VEHICLE ADMINISTRATION	-	-	1	-	1	1	1	1	1	-	6
PORT ADMINISTRATION	-	-	-	-	-	1	1	1	-	-	3
STATE HIGHWAY ADMINISTRATION	-	1	1	1	1	-	1	1	1	-	7
STATE POLICE	-	-	-	-	1	-	1	1	1	-	4
TOWSON UNIVERSITY	1	1	1	1	1	-	1	1	1	-	8
TRANSIT ADMINISTRATION	1	-	1	1	1	-	1	1	1	-	7
TRANSPORTATION (TSO)	-	-	-	-	1	-	-	1	1	-	3
TRANSPORTATION AUTHORITY	1	-	1	-	-	-	-	1	-	-	3
TREASURER	-	-	-	-	-	-	-	1	1	-	2
U OF MD, COLLEGE PARK	1	1	1	1	1	-	1	1	1	-	8
Total	6	3	8	4	10	10	14	17	14	2	88



# Maryland

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

**December 8, 2023**



**Lisa Mitchell Sennaar**

Small Business Reserve  
Compliance Manager

[lisa.sennaar@maryland.gov](mailto:lisa.sennaar@maryland.gov)

[www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov)



# Maryland

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December 8, 2023

## Agency Participation at a Glance

[www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov)





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December 8, 2023

## Agency Participation at a Glance

### Mining Public Data



<https://gomdsmallbiz.maryland.gov/Pages/Ready-Set-GROW.aspx>



# Maryland

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December 8, 2023

## Agency Participation at a Glance

- How much do they spend with SBR, MBE and VSBE vendors?
- Who can you contact?
- What do they buy?
- When will they buy?

[www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov)



DEPARTMENT OF  
GENERAL SERVICES

*dgs.maryland.gov*

**December 8, 2023**

## FY2022 Spend

**SBR - \$9,119,329**

**MBE - \$71,209,267**

**VSBE - \$9,124,130**

[www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov)



DEPARTMENT OF  
GENERAL SERVICES

*dgs.maryland.gov*

## MBE/SBR/VSBE Liaisons

Sean A. Stinnett

MBE/VSBE/SBR Liaison &

MBE/VSBE Compliance Supervisor

Office: 410-767-4530 / Cell: 410-404-0065

Sean.Stinnett1@maryland.gov

**Procurement Officer**

Visit the DGS table for a full list!

**December 8, 2023**

[www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov)



# Standard & Pipeline Purchases

Construction	Facilities Maintenance	Commodities	Information Technology	Professional Services
<ul style="list-style-type: none"> <li>▪ Architectural &amp; Engineering</li> <li>▪ General Contractors</li> <li>▪ Trade Contractors</li> <li>▪ Roofing</li> <li>▪ Building Envelope</li> <li>▪ HVAC</li> <li>▪ Electrical</li> <li>▪ Plumbing</li> <li>▪ Paving</li> </ul>	<ul style="list-style-type: none"> <li>▪ Janitorial Services</li> <li>▪ Security Guard Services</li> <li>▪ Comprehensive Building Management</li> <li>▪ Pest Control</li> <li>▪ Elevator Maintenance</li> <li>▪ Fire Alarm/Sprinkler System Inspection/Maintenance</li> <li>▪ Window Washing</li> <li>▪ Landscaping</li> </ul>	<ul style="list-style-type: none"> <li>▪ Vehicles &amp; Vehicle Parts</li> <li>▪ Uniforms &amp; Clothing</li> <li>▪ Law Enforcement Supplies</li> <li>▪ Fish &amp; Fish Food</li> <li>▪ Road Salt</li> <li>▪ Lab Supplies &amp; Equipment</li> <li>▪ Food &amp; Beverages</li> <li>▪ Medical Supplies &amp; Equipment</li> <li>▪ Office Supplies</li> </ul>	<ul style="list-style-type: none"> <li>▪ Consulting &amp; Technical Services (CATS)</li> <li>▪ Hardware and Associated Equipment and Services</li> <li>▪ Commercial Off-the-Shelf Software (COTS)</li> <li>▪ Desktop, Laptop, and Tablet</li> </ul>	<ul style="list-style-type: none"> <li>▪ Audit Services</li> <li>▪ Job Recruitment Advertising</li> <li>▪ Statewide Fleet Maintenance and Repair Services</li> <li>▪ Foreign Language Interpretation/Translation</li> <li>▪ Travel Services</li> </ul>
			<p style="text-align: center;"><a href="#">See IT Master Contracts page</a></p>	<p style="text-align: center;"><a href="#">See Professional Services page</a></p>

# Formal Procurements

\$50,000+ at the state level

## Current Opportunities on eMMA

eMMA ID	Buyer	Description	MBE/SBR/VSBE Designation	Bid Opening Date
BPM036502	Jessica Matos	Construction - MD Dept. of Emergency Mgmt. Headquarters Expansion	VSBE - 5% MBE - 22%	12/31/2023
BPM039592	Jessica Matos	Renovation of Fishing Pier at the DNR – Point Lookout State Park	10% MBE	12/18/2023
BPM041002	Samantha Delp	Asbestos Abatement of Floor Tiles, Mastic & Transite Panels	SBR Only	12/15/2023
BPM040966	Charles Bailey	Grounds Maintenance at the Charles H. Hickey School	SBR Only	12/12/2023
BPM038486	Charles Bailey	Janitorial Services at Rockville District Court & Multi-Service Center	SBR Only	1/4/2024
BPM041141	Matthew Smith	RFI for Bulk Fuel Supply and Diesel Exhaust Fluid	RFI	1/3/2024



MARYLAND DEPARTMENT OF  
**HUMAN SERVICES**

**December 8, 2023**

## **FY2022 Spend**

**SBR - \$27,784,278**

**MBE - \$40,721,216**

**VSBE - \$644,617**

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MARYLAND DEPARTMENT OF  
**HUMAN SERVICES**

**December 8, 2023**

## **MBE/SBR/VSBE Liaisons**

Chanda Miller  
SBR Liaison

(443) 257-6493

chanda.miller2@maryland.gov

### **Procurement Director**

Nneka Willis-Gray

MBE/VSBE Liaison

Director, Procurement

(443) 767-7675

nneka.willisgray@maryland.gov

[www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov)



# Standard & Pipeline Purchases

- Office Supplies/ Equipment and Furniture
- Promotional Items (i.e. cups, pens, t-shirts, rulers, sewing kits)
- Dry cleaning Services
- Catering Services
- Maintenance Supplies
- Maintenance Services (Pest Control Services/ Janitorial Services/ Locksmith)
- Residential Childcare Services
- Job Readiness and Employment Services
- Venues to host training, workshops, award ceremonies, etc.
- Fleet Washing Services
- IT Software and Hardware
- Workforce Development for Temporary Cash Assistance (TCA) and Supplemental Nutrition Assistance Program (SNAP)

# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
TBD	Katrina Beads	Home Lead Inspections	N/A	April-June 2024
BCDSS/LGA-24-119	Falena Robinson	Shredding	N/A	October-December 2023
CSA/SDU-24-001-S	Rufus Berry	Maryland State Disbursement Unit Services	MBE 25%; VSBE 5%	October-December 2023
OTHS/EBT-23-017-S	TBD	Electronic Benefits Transfer System	MBE 8%; VSBE 7%	October-December 2023



COMPTROLLER  
*of* MARYLAND

*Serving the People*

## FY2022 Spend

**SBR - \$5,804,757**

**MBE - \$5,899,637**

**VSBE - \$40,400**

**December 8, 2023**



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*Serving the People*

## MBE/SBR/VSBE Liaisons

### MBE/SBR/VSBE Liaisons

Laura Gutierrez  
Small Business and  
Community Development Director  
(410) 903-1822  
lgutierrez@marylandtaxes.gov

### Procurement Officer

Lesley Hunter  
Contract Administrator  
(410) 260-7222  
lhunter@marylandtaxes.gov

December 8, 2023



# Standard & Pipeline Purchases

- Information Technology Services
  - Supplies and Equipment
    - Shredding Services
      - Auditing
      - Printing

# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
E00B9400036	Comptroller	Register of Wills Helpdesk, Application & System Support (5+ year contract)	21%	Jan- March 2024
E00B0600035	Buyer	Statewide Audit (5+ year contract)	31%	April-June 2024



# MBE/SBR/VSBE Liaisons

## MBE/SBR/VSBE Liaison

Chanel Franze  
Mgr. of Business Diversity and Supplier Inclusion  
(410) 704-2048  
cfranze@towson.edu

## Director of Procurement

Joselyn M. Johnson  
Director of Procurement  
(410)704-4453  
jmjohnson@towson.edu

Please visit our TU Bid Board:

<https://www.towson.edu/procurement/vendors.html>

And eMaryland Marketplace Advantage

<https://emma.maryland.gov/page.aspx/en/usr/login>

[www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov)

September 14, 2023

# Formal Procurements

\$200,000+ Per USM Policy or as determined by the Scope of Work

## Current and Future Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designation
TU-2417	Destiny Young	Shuttle Bus Maintenance	N/A
TU-2418	Wendy Childs	Medium Voltage System Maintenance	TBD
TU-2420	Wendy Childs	Douglass House Partial VRF Replacement <b>SUBCONTRACTING OPPORTUNITY ONLY</b>	20% MBE Goal
TBD	Wendy Childs	Fire Extinguisher Service (Exp 2/2024)	TBD
TBD	Wendy Childs	On Call Concrete (Exp 3/2024)	TBD
TBD	Joselyn Johnson	Campuswide Elevator Maintenance	10% MBE Goal
TBD	Joselyn Johnson	MEEC A/V Hardware and Software	N/A



# What we buy at Towson University

## **Common Items purchased:**

- Books, apps, subscriptions, catered meals, office supplies
- IT equipment and supplies, IT consulting
- Specialized educational software, laboratory supplies and classroom equipment
- Library materials and subscriptions
- Construction Services and Materials
- Facilities Maintenance
- Utilities Services (Piping, cabling, electrical)

## **Procurement Card- Under \$5k**

*Limited competitive opportunities, Purchases are made at Department Level*

## **USM Simplified Acquisition \$5,001.00-\$25,000.00**

*Limited Competitive Opportunities, Purchases made at the Department Level paid through a Purchase order.*

## **Simplified Acquisitions \$25,000-\$200,000.00**

*Must be bid out for competition or considered a sole source procurement*

## **Formal Procurements over \$200,000.00**

*Solicitations are open to the public via eMMA or TU Bid Board*

*MBE subcontracting and Small Business Reserve opportunities available*

[www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov)



## MBE/SBR/VSBE Liaisons

### MBE/SBR/VSBE Liaisons

Name-Alisha Fredericks

Title- Deputy Director,  
Office of Diversity, Equity & Inclusion

Phone- 410-859-7284

Email-AFredericks3@bwiairport.com

### Procurement Officer

Name- Linda Dangerfield

Title- Chief Procurement Officer

Phone-410-859-7097

email

December 8, 2023

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# Formal Procurements

\$50,000+ at the state level

## Current Opportunities: MAINTENANCE PROJECTS

Contract #	Procurement Officer	Description	MBE/VSBE or SBR Designated	Advertisement Date
MAA-MC-25-013	Donna Navarro	Portable Toilet Rental and Cleaning at BWI	SBR	January 2024
MAA-MC-24-004	Monica Queen	Glass Cleaning Services at BWI	SBR	January 2024
MAA-MC-24-017	Monica Queen	Airport Data and Display Repair and Maintenance Contract with SITA	Pending MBE / SBR	January 2024
MAA-MC-25-011	Monica Queen	Thermoplastic Markings Maintenance at BWI	0%	January 2024
MAA-MC-25-012	Monica Queen	Airfield Ground Markings Maintenance at BWI	0%	January 2024
MAA-MC-24-012	Monica Queen	Noise & Operations Monitoring System at BWI	2.5% MBE	December 2023
MAA-MC-24-013	Daryl Moore	Inspection, Repair, and Maintenance of T-Hangars at Martin State Airport	0%	December 2023

[Contact Monica Queen – mqueen6@bwiairport.com](mailto:mqueen6@bwiairport.com)

[www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov)

# Current Opportunities: CONSTRUCTION PROJECTS

<b>Contract #</b>	<b>Procurement Officer</b>	<b>Description</b>	<b>MBE/VSBE or SBR Designated</b>	<b>Advertisement Date</b>
MAA-CO-24-001	Monica Queen	Airport Data and Display at BWI	11% MBE	December 2023
MAA-CO-24-007	Monica Queen	Escalator Rehabilitation at BWI	16% MBE	Nov 2023- Bids Due Dec 2023
MAA-CO-24-015	Monica Queen	Expanded Group V Parking Position at BWI	21% MBE	December 2023
MAA-CO-24-016	Monica Queen	Residential Sound Insulation Phase 2 at BWI	28% DBE	December 2023
MAA-CO-24-005	Monica Queen	ARFF Kitchen Renovations at BWI	19% MBE	January 2024
MAA-CO-24-014	Monica Queen	Concourse E BHS/Expansion at BWI	DBE Pending	January 2024
MAA-CO-24-008	Monica Queen	Elevator Rehabilitation at BWI Thurgood Marshall Airport	Pending	January 2024

[Contact Monica Queen – mqueen6@bwairport.com](mailto:mqueen6@bwairport.com)



# Current Opportunities: ARCHITECTURAL/ENGINEERING & SERVICES PROJECTS

Contract #	Procurement Officer	Description	MBE/VSBE or SBR Designated	Advertisement Date
MAA-AE-25-002	Gayle Mealy	Program Management of Architectural & Engineering Design Services at BWI Thurgood Marshall and MTN Airports	Pending	January 2024
MAA-AE-25-001	Gayle Mealy	Comprehensive Professional Services for the Residential Sound Insulation Program at BWI Thurgood Marshall Airport	Pending	January 2024
MAA-SV-25-002	Robin Curland	Real Estate Consulting Support Services at BWI Thurgood Marshall and MTN Airports	10% DBE	December 2023
MAA-SV-21-005	Gayle Mealy	Airport Audit Services at BWI Thurgood Marshall and MTN Airports	Pending	March 2024
MAA-SV-25-004	Robin Curland	Financial Planning & Analysis Services at BWI Thurgood Marshall Airport	Pending	December 2023

Contact Gayle Mealy – [gmealy2@bwiairport.com](mailto:gmealy2@bwiairport.com)  
[www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov)

# Standard & Pipeline Purchases

## Purchases Under \$5000

- Floor Tile, Shop and Mechanics Equipment, Window Hardware, Hydraulic/Water Valves, Street Sweeper Brooms, Automotive Parts, Safety Stands, Paper Cups, Wind- Socks, Traffic Paint, Ready Mix Concrete, Absorbent Pads and Steel Drums.
- Wiring/ Electrical Repair Services, Kitchen Equipment Repair.

## Purchases \$5001 to \$15,000

- Floor Maintenance, Door Installation, Painting, Carpentry, Transcription Services, Commercial Refrigerators/ Freezers, Toilet Seat Covers, Silk Screening Shirts/ Jackets
- Locks, Key Blanks, Replacement Glass, Crack Sealant, Computer Software

## Purchases \$15,001 to 100,000

- Asphalt Equipment and Accessories, ARFF Foam, Portable Partitions, Steel Doors/Frames, Computer Servers, Mini/Mainframe Computers, Hardware for Microcomputers Communications/ Networking.
- Map Printing, Telecommunications, Restoration/ Cleanup Services.



MARYLAND DEPARTMENT  
OF TRANSPORTATION

MOTOR VEHICLE  
ADMINISTRATION

## MBE/SBR/VSBE Liaisons

### *MBE/SBR/VSBE Liaisons*

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### *Procurement*

Dominic Edet  
Deputy Director  
(410) 787-7792  
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December 8, 2023

# Formal Procurements

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
V-HQ-24019-S	Lee Sanchez	Vehicle Emission Inspection Program	MBE 30% VSBE 2%	12/19/2023



# Standard & Pipeline Purchases

Purchasing Officer (Buyer)	Description	Estimated Value	Fiscal Year
Dominic Edet	Janitorial Services for various Branch Offices	≥\$50,000.00	FY2024
	Landscaping Services for various Branch Offices	≥\$50,000.00	FY2024
Dominic Edet	Unarmed Security Guard Services at MDOT MVA's Headquarters and branch offices	TBD	FY2024
Lee Sanchez	Architect and Engineer A/E	TBD	FY2024
Lee Sanchez	Vehicle Emission Inspection Program	TBD	FY2024
Lee Sanchez	Environmental On-Call	TBD	FY2024
Lee Sanchez	Currency Scanner	TBD	FY2024

# Standard & Pipeline Purchases

Norma Humphries	Internet Kiosks-Replace existing Internet Kiosks to accommodate the high volume of customers	>\$100,000.00	FY24
Norma Humphries	MVA Contact Center	>\$100,000.00	FY24
Norma Humphries	Kodak Scanners	>\$100,000.00	FY24
Norma Humphries	Intermec Printers for Stickers	>\$100,000.00	FY24
Norma Humphries	HP Monitors.22"	>\$100,000.00	FY24
Norma Humphries	Surface Go Tablets (100)	>\$15,000.00	FY24
Norma Humphries	Laptop Refresh	>\$100,000.00	FY24
Norma Humphries	Application Performance Monitoring Tool	>\$100,000.00	FY24

# Standard & Pipeline Purchases

Norma Humphries	AppClarity 1-year Subscription, which provides a single accurate view of the software installed and active across the enterprise	>\$15,000.00	FY24
Norma Humphries	Maintenance & Support for HP (Synergy +3 Par) hardware of Customer Connect system	>\$100,000.00	FY24
Norma Humphries	ManageEngine ADManger and ADAudit Plus Professional Edition Annual Subscription	>\$15,000.00	FY24
Norma Humphries	Vormetric – Thales support for storing encryption keys and encryption licenses and hardware	>\$15,000.00	FY24

# Standard & Pipeline Purchases

<b>Norma Humphries</b>	<b>Vmware Production Support licenses renewal</b>	<b>&gt;\$15,000.00</b>	<b>FY24</b>
<b>Norma Humphries</b>	<b>Commvault licenses maintenance &amp; support</b>	<b>&gt;\$15,000.00</b>	<b>FY24</b>
<b>Norma Humphries</b>	<b>PDQ licenses for Software Patching and Deploy &amp; Inventory</b>	<b>&gt;\$15,000.00</b>	<b>FY24</b>





## **MBE/SBR/VSBE Liaisons**

### **MBE/VSBE Liaison**

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### **Chief Procurement Officer**

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**December 8, 2023**

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# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

eMMA ID	Procurement Officer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
BPM041120	Peggy Tischler	<a href="#">TSO Renovations 1st and 4th Floors</a>	27% MBE Goal, SBR-Designated	1/10/24
BPM041085	Laura Frymoyer	<a href="#">CISCO - MTA - BUS/MARC - Additional Network Equipment FY23</a>	SBR-Designated	12/11/23
BPM041081	Stephanie Cuthbert	<a href="#">StarSQL</a>		12/12/23



## Standard & Pipeline Purchases

- Information Technology (IT) Hardware & Software
- IT Professional Technical Services
- Facilities Maintenance
- Janitorial Services (Preferred Provider)
- Lawn and Landscaping Services (Preferred Provider)
- Real Estate Services and Appraisals
- Renewable Energy Development
- Consulting for Capital Planning and Environment



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**December 8, 2023**

**MBE/SBR/VSBE Liaisons**

**Procurement Officer & MBE/SBR/VSBE Liaison**

Kris Chewlin, NIGP-CPP  
Procurement & Compliance Manager  
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# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
IFB #CP-11082023	Kris Chewlin	Check Stock & Background Printing of Checks	None but MBEs/SBRs/VSBEs are encouraged to bid	12/18/2023
RFP #LB-10192023	Kris Chewlin	Lockbox Banking Services	None	12/12/2023

# Standard & Pipeline Purchases

## PRODUCT/SERVICE (upcoming in 2024)

Cisco Firewall Support

Maintenance for Inspire

Kodak Extended Warranty

Barcode Development Software

Help Desk Software Maintenance

Veeam Backup for Microsoft 365

Vmware software and maintenance

Check Stock and Background Printing of Checks

Financial Advisors for Debt Management

Financial Audit Services for MD 529



## **MBE/SBR/VSBE Liaisons**

### **MBE/SBR/VSBE Liaisons**

Allan Robinson  
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allan.robinson@maryland.gov

### **Procurement Officer**

Raelene Glasgow  
Chief of Procurement  
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Raelene.glasgow3@maryland.gov

**December 8, 2023**

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# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VS BE Designated	Bid Opening Date
BPM040871	Regina Gachuhi	LABOR seeks Psychologists and Licensed Certified Social Worker-Clinical and/or Licensed Clinical Professional Counselor (LCPC) to work at Maryland Correctional Facilities.	SBR w/MBE goal	1/24/2024
BPM040778	Dapheny McCray	Heavy Equipment Operator (HEO) Training Simulators	No	1/11/2024
BPM040757	Raelene Glasgow	LABOR seeks to procure the services of an organization qualified and experienced in providing Global Wind Organization (GWO) training for the Department's Office of Workforce Development.	No	12/20/2023

# Standard & Pipeline Purchases

- **Laboratory Testing Service**
- **Licensing Exam Testing Service**
- **Veterinary Services**
- **IT Software & Hardware Maintenance**
- **IT Equipment**
- **IT Services (**
- **HVAC Maintenance**
- **Snow Removal**
- **Landscaping**
- **Promotional Items**





# MBE/SBR/VSBE Liaisons

## **MBE/SBR/VSBE Liaisons**

Deniz Karatas  
Grant Administration & Outreach Manager  
443-370-1287  
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Eliana Pangelinan  
Procurement Officer Associate  
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## **Procurement Officer**

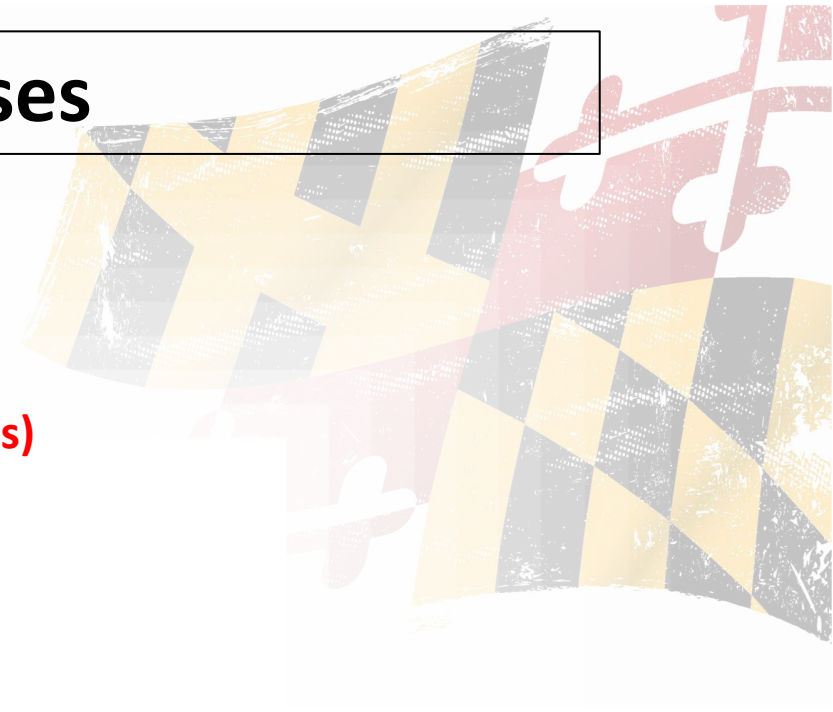
Aarica Dupree  
Procurement Officer  
410-260-2539  
[aarica.dupree@mdcourts.gov](mailto:aarica.dupree@mdcourts.gov)

**December 8, 2023**

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# Standard & Pipeline Purchases

- Furniture
- IT Equipment (computers, printers, etc.)
- IT Resources
- Software
- PPE (hand sanitizer, gloves, antibacterial wipes)
  - Lodging
- Consultant Services
- Storage Units
- Janitorial Services
- Minor Construction





**Maryland**

Department of  
the Environment

**December 8, 2023**

# **MBE/SBR/VSBE Liaisons**

## **MBE/SBR/VSBE Liaisons**

Amanda Hutchison  
Small, Minority, Veteran-Owned Business Liaison  
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Amanda.Hutchison@maryland.gov

## **Procurement Officers**

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Dinesh Gandhi  
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Dinesh.Gandhi@maryland.gov

[www.goMDsmallbiz.maryland.gov](http://www.goMDsmallbiz.maryland.gov)

# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
TBD	TBD	Environmental Risk Assessment Consultant	<i>SBR Designated</i>	TBD
TBD	TBD	Digital Advertising and Marketing for 5 Million Trees Project	<i>SBR Designated</i>	TBD
TBD	TBD	Lead Education and Outreach	<i>TBD</i>	TBD

# Standard & Pipeline Purchases

## Items

- **High need** for cell phone accessories such as cases, screen protectors, and chargers (frequently purchased)
- **High need** for outerwear apparel such as rubber boots, steel toe boots, chest waders, gaiters, vests, gloves, etc.
- **High need** for audio/visual equipment such as camera tripods, video tripods, and other camera and video accessories
- Small purchases for items such as office supplies, environmentally - friendly cleaning products, industrial tools and supplies, laptop bags, computer peripherals (mouse, monitor stands, etc.),
- Laboratory supplies such as safety and acid cabinets, Ammonia, Nitrate, and turbidity meters, probes, colorimeters, pH solution

## Services

- Digital advertising and marketing
- Data entry
- Laboratory services that analyze water, soil, air, and fish tissue samples
- Services in Western MD – Janitorial, landscaping, mine drainage and abatement (includes excavation, drilling, earth work, geotechnical engineering, etc.)
- Engineers





Maryland  
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# MBE/SBR/VSBE Liaison

## MBE/SBR/VSBE Liaison

Tia Rattini  
Director of Civil Rights & Fair Practices  
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## *Procurement Office*

Donna DiCerbo  
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December 8, 2023

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# Upcoming Procurements

Contract No.	Construction	Anticipated Advertisement Date	DBE	MBE	SBR	VSBE
MR-3020-0000	On-Call Facility/Building Repairs	Fall 2023	No	Yes	No	Yes
MA-3017-0000	Radio Rebroadcast and Radiax in BHT & FMT	Fall 2023	No	Yes	No	Yes
FT-3016-0000	FMT Facility-Wide Zone Paint Program	Fall 2023	No	Yes	No	Yes
KB-3007-0000R2	Police Headquarters Building Envelope Renovations	Fall 2023	No	Yes	Yes	Yes
FT-3020-0000R	Area-Wide Rehabilitation of FMT Lighting	Winter 2023	No	Yes	No	Yes
MR-3032-0000	On-Call Civil Repairs	Winter 2024	No	Yes	No	Yes
FT-3027-0000	Zone Cleaning and Painting of Various Box Girders on I-95	Winter 2024	TBD	TBD	TBD	TBD
HT-3014-0000	AET Conversion with Frankfurst Avenue Interchange Modifications	Winter 2024	TBD	TBD	TBD	TBD
KH-3036-0000	I-95 ETL NB Extension - Willoughby Beach Mitigation	Winter 2024	TBD	TBD	TBD	TBD
KH-3020-0000	I-95 ETL NBE - MD 24 to Bynum Run	Winter 2024	TBD	TBD	TBD	TBD
BB-3021-0000	BB On-Call Structural Repairs and Modification	Winter 2024	TBD	TBD	TBD	TBD
FT-3023-0000	Holding Tank Replacement - S. FMT Vent Building	Winter 2024	TBD	TBD	TBD	TBD

# Upcoming Procurements Continued

<b>Contract No.</b>	<b>A&amp;E</b>	<b>Anticipated Advertisement Date</b>	<b>DBE</b>	<b>MBE</b>	<b>SBR</b>	<b>VSBE</b>
2022-05	Asset Management Program Support Services	Fall 2023	No	Yes	No	Yes
2023-01	Comprehensive Traffic Engineering Services	Winter 2023	No	Yes	No	Yes
2023-02 A	Comprehensive Project Planning and Miscellaneous Consultant Services	Winter 2024	Yes	No	No	No
2023-02 B	SBR Comprehensive Project Planning and Miscellaneous Consultant Services	Winter 2024	Yes	No	Yes	No
2022-04 B	SBR Comprehensive Operational Asset Management & Support Services	Winter 2024	No	Yes	Yes	Yes
<b>Contract No.</b>	<b>Services and Maintenance</b>	<b>Anticipated Advertisement Date</b>	<b>DBE</b>	<b>MBE</b>	<b>SBR</b>	<b>VSBE</b>
SV-3109-0000	Debt Collection Services for Out of State Tolls and Violations RFP	Winter 2024	No	Yes	No	Yes
SV-00211187	Communications & Related Services	Winter 2024	No	Yes	No	Yes
MT-00211217	Plumbing Maintenance and Preventative Services	Winter 2024	No	TBD	TBD	TBD
MT-00211203	Mowing, Trimming and Litter Pick-up along ICC (MD 200)	Winter 2024	No	TBD	TBD	TBD

# Upcoming Procurements Continued

Contract No.	IT	Anticipated Advertisement Date	DBE	MBE	SBR	VSBE
J01P4600001	APC Server Cooling Upgrade	Winter 2024	N/A	N/A	Yes	N/A
Contract No.	Commodities	Anticipated Advertisement Date	DBE	MBE	SBR	VSBE
TBD	Scrap Metal Roll off Dumpsters	Winter 2024	N/A	TBD	TBD	N/A



**December 8, 2023**

## **Office of Procurement**

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## **Office of Fair Practices**

Emmanuel K. Ansah  
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Donna Davis  
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410-385-4556

[ddavis5@marylandports.com](mailto:ddavis5@marylandports.com)



# Upcoming Procurement Opportunities

Contract Number & Title	Estimated Advertisement Date	Estimated Value	Category of Work	MBE/VSBE Goal	SBR Designated (Yes/No)	Procurement Officer Contact Information
224006-S Shuttle Bus Services at Cruise Terminal	Fall 2023	\$200,000 NTE	Services	TBD	Yes	Tara Dowell <a href="mailto:tdowell@marylandports.com">tdowell@marylandports.com</a>
224034-S Janitorial Services at Cruise Terminal	Winter 2023/2024	\$200,000 NTE	Services	TBD	Yes	Tara Dowell <a href="mailto:tdowell@marylandports.com">tdowell@marylandports.com</a>
Hazardous and Non-Hazardous Waste Removal	Winter 2023/2024	TBD	Services	TBD	TBD	Tara Dowell <a href="mailto:tdowell@marylandports.com">tdowell@marylandports.com</a>
Construction Management and Inspection Services (2 awards)	Winter 2023	\$3.5M each (total \$7M)	A/E	18% MBE/0% VSBE	Yes	Jenilee Jay <a href="mailto:jjay1@marylandports.com">jjay1@marylandports.com</a>
224018-S Push Tug Work Boat Annual Maintenance	Winter 2023	\$100,000 NTE	Services	TBD	TBD	Margie Koppelman <a href="mailto:mkoppelman1@marylandports.com">mkoppelman1@marylandports.com</a>
Port ID Badge Supplies	Spring 2024	Under \$200,000	Supplies	TBD	TBD	Hannah Brown <a href="mailto:hbrown2@marylandports.com">hbrown2@marylandports.com</a>

# Standard & Pipeline Purchases

- Supplies and Commodities (including IT)
  - Office Furniture, Office Supplies, Software, Desktops, Laptops, CCTV cameras, etc.
- IT Services
  - IT Resources
  - CCTV Camera Installation
  - Cable & Wiring Installation
  - Assessments
  - Cyber Security
- Services
  - Janitorial, Shuttle Bus Services, Security Guard Services, Building Maintenance, Elevator Maintenance, Landscaping Services
- Construction
  - Marine & Waterfront Construction, Agency-Wide Specific (Paving, Substructure, Facility Improvements)
- Architectural/Engineering
  - Miscellaneous Engineering Services
  - Environmental Engineering Consultant Services
  - Diving Services
  - Dredging & Coastal Engineering Consultant Services
  - Construction Management Inspection Services

# MBE/SBR/VSBE Liaisons

## MBE Liaison

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## SBR/VSBE Liaison

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## Procurement Officer

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December 8, 2023

# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

Contract #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
LR-24-017-MT	Cassandra Gilbert	Light Rail Station & Platform Snow & Ice Removal - Southern	SBR	TBD
T-1795-0150	Christie Williams	Metro Wabash Vehicle Wash Upgrade	MBE	12/13/2023
AGY-24-026-SR	Sharon L. Curtis	MTA Union Health Benefits (DGS OSP)	MBE	TBD

# Standard & Pipeline Purchases

- Replacement Mobility Vehicles
- Removing & Recycling Used Oil
- Aerial Lift Maintenance Truck Rental
- Metro Signaling & Fleet Replacement
- MARC Locomotive Overhaul
- Transit Liability Claims Administrator
- Commuter Bus Services
- Transcription/Court Reporting Services
- Bus Fleet Fluid Analysis
- Rail Stations Snow & Ice Removal
- Bus Recovery and Towing Services
- Bus Graphics Maintenance
- Property Acquisition and Title Services
- Project Planning
- Public Outreach
- On Demand Paratransit Service
- Telecommunications Support
- Tree Trimming
- Plumbing
- Electrical
- HVAC
- General Building Maintenance Services
- Landscaping
- Construction





MARYLAND DEPARTMENT  
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STATE HIGHWAY  
ADMINISTRATION

December 8<sup>th</sup>, 2023

## MBE/SBR/VSBE Liaisons

### MBE/SBR/VSBE Liaisons

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### Procurement Officer

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# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

eMMA No.	Buyer	Description	MBE/SBR Designated	Bid Opening
BPM04BPM0	Dorothy Antlitz	42712E1426SB-Median and Roadside Mowing, Trimming and Litter Pickup of Primary and Secondary Roadways East of Bel Air in Harford County	Small Business Reserve	12/07/2023
BPM040844	Dorothy Antlitz	4323G41426SB-Spot Litter Pick Up at Various Locations in the Golden Ring Shop Area in Baltimore County	Small Business Reserve	12/14/2023
BPM040845	Dorothy Antlitz	42716Mb425RSB-Median And Roadside Mowing, Trimming, And Litter Pick-up Along Md 4 And US 301 Corridor for Marlboro Shop Area in Prince George's County	Small Business Reserve	12/14/2024
BPM041049	Dorothy Antlitz	4100161427SB-Mechanical Cleaning and Sweeping of Paved Surfaces at Various Locations in Allegany County	Small Business Reserve	01/04/2024
BPM041052	Dorothy Antlitz	4771161426-Install, Repair or Replace W Beam at Various Locations in Garrett County	0% State Funded	TBD
TBD	Richard Crew	4271721427SB-Median and Roadside Tractor Mowing, Trimming, and Litter Pickup at Various Locations in Queen Anne's County.	Small Business Reserve	TBD
TBD	Richard Crew	424D21425-Miscellaneous Roadway and Shoulder Maintenance Work at Various Locations in Caroline, Cecil, Kent, Queen Anne's and Talbot Counties	TBD	TBD
TBD	Richard Crew	XX1405K29-Salt Structure Rehabilitation at Various Locations in Caroline, Cecil, Kent, Queen Anne's, and Talbot Counties.	TBD	TBD
TBD	Robinson Colleen	459D31425-Repair and/or Install Chain Link, Metal, Stockade Fencing at Various Locations in Montgomery and Prince Georges County	TBD	TBD
TBD	Leslie Clark	4263H41426-Application of Herbicide Solutions at Various Locations in the Hereford Shop Area in Baltimore County.	TBD	TBD

# Standard & Pipeline Purchases

- Small procurements: hand tools, heavy equipment replacement parts, safety shoes, portable toilet rental, janitorial services, armed/unarmed security, landscaping, pest control, elevator and HVAC maintenance/repair
- Architectural and engineering (A/E) consultant services
- Construction
  - Bridge rehabilitation/replacement
  - Cleaning/painting bridges
  - Roadway paving/patching
  - Interchange construction
  - Bicycle/pedestrian routes
- Street/traffic light installation, maintenance, and repair
- Maintenance
  - Roadside mowing, litter pickup, and brush/tree cutting, HVAC, Plumbing
  - Rest area management
- Professional services
  - Marketing
  - Temporary staffing services
- Information technology
  - Software
  - Computers and related equipment



**December 8, 2023**

## **MBE/SBR/VSBE Liaisons**

### **Procurement Officer/MBE Liaison**

Debra Cogan  
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### **Procurement Officer/SBR/VSBE Liaison**

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Chief Procurement Officer  
410-379-9073  
Dirk.Griffin@maryland.gov

# Formal Procurements

\$50,000+ at the state level

## Future Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
TBD	Michele Helms	Panasonic Toughbooks	SBR	3 <sup>rd</sup> Qtr FY24
TBD	Wendy Franz	Lawn Care Services- Multiple Sites	SBR	3 <sup>rd</sup> Qtr FY24
TBD	Wendy Franz	Custodial Services – Multiple Locations	SBR	2 <sup>nd</sup> & 3 <sup>rd</sup> Qtr FY24
TBD	Wendy Franz	Building Maintenance - Hagerstown	MBE 30% subcontracting goal	4 <sup>th</sup> Qtr FY24



# 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



# Procurement Contacts

## PROCUREMENT AND BUSINESS SERVICES

**Anthony Harmon**  
Office of Business Inclusion & Supplier Diversity

301 405-6055

[aharmon4@umd.edu](mailto:aharmon4@umd.edu)

## Send Capabilities Statement to:

**Tiffany Morand**

Acting Director, Strategic Sourcing

[tmorand@umd.edu](mailto:tmorand@umd.edu)

301-405-3372

**Rex N. Fitch, CPCM**

Director, Construction and Facilities

[rnfitch@umd.edu](mailto:rnfitch@umd.edu)

301-405-5818

**08 December 2023**

[www.purchase.umd.edu](http://www.purchase.umd.edu)

# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
BPM039653	Jennifer CRUZ	Van Munching Hall New Classrooms	N/A	05Sep23
BPM038669	Patrick WALSH	Fire Alarm Systems	N/A	14Sep23

# Standard & Pipeline Purchases

## Unique Things We Buy

### Small Procurements & Credit Card Purchases

### Procurements (>\$25,000)

#### 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

#### 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



**December 8, 2023**

## **MBE/SBR/VSBE Liaisons**

### **MBE/SBR/VSBE Liaisons**

Name: Allegra Hollins  
Title: Director, Office of Fair Practices  
Phone: 301-429-7417  
Email: [allegra.hollins@maryland.gov](mailto:allegra.hollins@maryland.gov)

### **Procurement Officer**

Name: Amanda Sadler  
Title: Director, Office of Procurement  
Phone: 301-429-7780  
Email: [amanda.sadler@maryland.gov](mailto:amanda.sadler@maryland.gov)



# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
1. BPM037707	Joy Niles	State Weatherization	20% MBE 2% VSBE	Feb. 14, 2024
2. BPM038293	Joy Niles	Energy Kits Supplier	SBR Designated	Dec. 8, 2023

# Standard & Pipeline Purchases

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



**Moving Forward**



# State Agencies and Procurement Partners

[Maryland Department of General Services](#)

[Maryland Department of Health](#)

[Department of Housing and Community Development](#)

[Maryland Department of Labor](#)

[Maryland Department of the Environment](#)

[Maryland Judiciary](#)

[Maryland State Police](#)

[Comptroller of Maryland](#)

[Maryland State Treasurer](#)

[MDOT - Maryland Aviation Administration](#)

[MDOT - Maryland Port Administration](#)

[MDOT - Maryland State Highway Administration](#)

[MDOT - Maryland Transportation Authority](#)

[MDOT - Maryland Transit Administration](#)

[MDOT - Motor Vehicle Administration](#)

[MDOT – The Secretary’s Office \(TSO\)](#)

[Towson University](#)

[University of Maryland - College Park](#)

[Maryland Department of Human Services](#)

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**Eugene Allen**

Vice President - Market  
Relationship Manager | Business  
Banking Division

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[www.sandyspringbank.com](http://www.sandyspringbank.com)



[goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov)



# Mining Public Data Techniques



[goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov)

## Videos & Slide Decks

[eMaryland Marketplace Advantage \(eMMA\)](#)

[Procurement Forecast](#)

[Board of Public Works](#)

[Communicating with Confidence](#)

# Keep Learning

- 2 free webinars every month
- No cost to attend
- Register in advance to receive the participation link
- Download the presenter's slide deck
- Access video recordings of all classes on our YouTube playlist

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 **Maryland**  
GOVERNOR'S OFFICE OF  
SMALL, MINORITY & WOMEN  
BUSINESS AFFAIRS  
[goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov)

**T.I.P.S.** Webinar Series

**Training & Insights for  
Procurement Success**



**#goMDsmallbiz**

# VIDEO PLAYLIST

## T.I.P.S. Webinar Series Playlist

The screenshot shows a YouTube playlist interface. On the left is a large video player for the first video, 'T.I.P.S. Webinar Series - The Governor's Office of Small, Minority...'. The video features Nichelle Johnson, MBE Compliance Manager, and the logo for the Governor's Office of Small, Minority & Women Business Affairs. Below the video player are controls for 'Play all' and 'Shuffle'. On the right is a list of four videos:

- 1. **Maryland's MBE Rights & Respons...**  
StateMaryland • 7 views • 21 hours ago  
1:45:47
- 2. **The 7 Cs of Good Proposal Writing**  
StateMaryland • 1 view • 21 hours ago  
1:59:19
- 3. **Subcontracting in Maryland's Mind 2023**  
StateMaryland • 24 views • 4 weeks ago  
1:26:42
- 4. **Strategies for Teaming, Partnering**  
StateMaryland • 11 views • 4 weeks ago  
1:57:33

<https://www.youtube.com/playlist?list=PLlgoHh4Po1J0W63akD6aGAU8JmT0qzOrX>



# Business Outreach

- Access to Opportunities
- Small Biz Resource Connections
- Collaborations & Partnerships

A dark background featuring several bursts of fireworks in red, white, and gold. The year '2024' is prominently displayed in the center, with the '0' and '4' in red and the '2's in gold with a glittery texture.

2024

[goMDsmallbiz.maryland.gov](https://goMDsmallbiz.maryland.gov)





# 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/>

Maryland Small Business Development Center (SBDC)  
<https://www.marylandsbdc.org/>

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# Resources

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?PagelD=90>

Maryland Department of Commerce  
Maryland Financial Incentives for Business  
<https://commerce.knack.com/maryland-funding-incentives>

Maryland Entrepreneur HUB  
<https://marylandentrepreneurhub.com/>

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<https://gomdsmallbiz.maryland.gov>

**Thank You!**