



Maryland

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

June 18, 2024

Ready, Set, GROW!

**PROCUREMENT CONNECTIONS
WORKSHOP**

GOOD MORNING!



Eduardo D. Hayden

Small Business Outreach Manager

eduardo.hayden@maryland.gov

Ready, Set, GROW!

Procurement Connections Workshop



- Review the slide presentation
- Explore the links to our partners
- Research the resources available

For any procurement partners or agencies where a slide is not included, please review the State Agencies and Procurement Partners slide for live links.



Thank You!

Collaborating Partner



Thank You!





MGM
NATIONAL HARBOR

MGM
NATIONAL HARBOR

KEYNOTE

Maria Martinez
Special Secretary







GOVERNOR'S CITATION CEREMONY

Nichelle Johnson

MBE Ombudsman

nichelle.johnson1@maryland.gov



Congratulations!

Citation Honorees



HONOREES



Tammy Lunn & David Lunn

President &
Vice President & CEO

tammylunn@dandtwelding.com



HONOREE



Kenneth Kelley

President & CEO

<https://www.strativia.com/>



HONOREE



**ROOT BRANCH
MEDIA GROUP**

**Dr. Vonnya Pettigrew,
HonD**

CEO & Founder

<https://rootbranchmediagroup.com/home>



HONOREES



Edwin Hirsch

Owner

<http://www.falconsolutionsllc.com/home.html>



HONOREE



CALDERON
ENTERPRISES

Ines Calderon

CEO

<https://calderonenterprisesmd.com/>



HONOREE



Rebecca Heaton

Founder & CEO

<https://techmarkcorp.com/>



HONOREE



Tywanna Hamilton

President

<https://www.chosenservices.org/>



HONOREE

LAI SAR

Florence Amate

Owner

<https://laisar.com/>



Congratulations!

Citation Honorees



Leave No One Behind



AGENCY & PROCUREMENT PROGRAMS OVERVIEW



**Lisa Mitchell
Sennaar**

SBR Compliance Manager

lisa.sennaar@maryland.gov



Maryland

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

Procurement Programs & Agency Participation Overview



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



Implements
Maryland's 3
socioeconomic
procurement
programs across
70+ agencies and
departments



Connects small,
minority, women,
& veteran business
owners to
opportunities
in the state
contracting arena



Conducts free small
business webinars,
hosts stakeholder
engagement events,
and participates in
outreach programs
statewide



Partners with MBEs
to resolve issues
that arise
during contract
performance
through the MBE
Ombudsman unit



Curates online
resources at the
federal, state,
and local levels
for small business
growth and
development

<https://goMDsmallbiz.maryland.gov>

Maryland's Socioeconomic Procurement Programs



- Prime & subcontracting opportunities
- 70+ participating state agencies & departments
- Race & gender specific
- Application-based certification process with MDOT's Office of Minority Business Enterprise



- Prime & subcontracting opportunities
- 50+ participating state agencies & departments
- Veteran specific
- Online certification process in eMaryland Marketplace Advantage



- Prime contracting opportunities
- 60+ participating state agencies & departments
- Race and gender neutral
- Online certification process in eMaryland Marketplace Advantage

No cost to obtain or maintain certification. Annual renewal requirements apply.

Doing Business with the State of Maryland

The State's online public bid board is eMaryland Marketplace Advantage (eMMA)

All solicitations over \$15,000 must be published on eMMA

All awards over \$50,000 must be published on eMMA

All vendors receiving a contract award from the State must be in good standing with the Department of Assessments and Taxation

The Board of Public Works approves all contracts \$200,000 and above before final "Notice to Proceed" can be awarded

MBE, VSBE, and SBR Liaisons are positioned within each state purchasing unit

Open & Transparent



State Finance and Procurement Articles

- <https://mgaleg.maryland.gov/mgaweb/Laws/Statutes>



Code of Maryland Regulations (COMAR), Title 21

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

Vendor Roles



- Builds relationships with MBEs and VSBEs
- Responds to solicitations from state purchasing units
- Legal contact with the state purchasing units
- Names MBEs and VSBEs in the solicitation response
- Follows state regulations and procedures
- Receives payment from state purchasing units



- Builds relationships with prime contractors
- Responds to requests from prime contractors
- Legal contract with prime contractor
- Follows prime contractor's policies and procedures
- Receives payment from the prime contractor
- Verifies payments from prime contractor with the state's purchasing unit



Maryland

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

Agency Participation Glance

- How much did each agency spend with SBR, MBE and VSBE vendors last year?
- Who can you contact at the agency?
- What goods or services does the agency buy?
- When does the agency plan to make these purchases?

www.goMDsmallbiz.maryland.gov



FY2023 Spend

MBE - \$81,792,927

SBR - \$52,391,528

VSBE - \$44,355,210



Important Contacts

MBE/SBR/VSBE Liaison

Shawana Overby-Blackston

MBE Manager

443-846-1425

Shawana.Overby-Blackston@Maryland.gov

Office of Procurement

Amanda Hendrix

Executive Director of Procurement

443-469-5780

Amandam.Hendrix@Maryland.gov

Standard & Pipeline Purchases

Category I (\$0 - \$5,000)

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.)

Category II (\$5,001 - \$50,000)

- Sports Products
- Small Kitchen Appliances
- Court Reporters
- IT equipment

Category III (\$50,001 - \$100,000)

- 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

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
BPM044535	Michael Howard michael.howard1@maryland.gov	Master Contractor to provide maintenance services and time & material (MAC – Move, Add, and Change) to phone systems throughout DPSCS.	MBE- 20%/VSBE-2%	June 10, 2024

Formal Procurements

\$50,000+ at the state level

Pipeline Opportunities

Buyer	Description	Estimated Value
Antoinette Coast Antoinette.Coast@Maryland.gov	Dell APEX five year contract	\$1,000,000 to \$3,000,000
Antoinette Coast Antoinette.Coast@Maryland.gov	Two senior network engineers DOIT staffing	\$1,000,000 to \$3,000,000
Dawn Becker Dawn.becker@maryland.gov	Dietary maintenance repair contract for ECI, Jessup, and Baltimore	\$1,000,000 to \$3,000,000
Lynna Atkins Lynna.atkins@maryland.gov	Maryland reception, diagnostic & classification center carpentry services	\$500,000 to \$1,000,000
Adam Pietrocarlo Adame.pietrocarlo1@maryland.gov	Jessup Correctional Institution dish room remodel	\$100,000 to \$500,000
Rudi Rheams rudi.rheams@maryland.gov	DPP Annapolis paint and flooring project	\$100,000 to \$500,000
Adam Pietrocarlo Adame.pietrocarlo1@maryland.gov	Long term janitorial services for the DPP Princess Anne Office	\$50,000 to \$100,000
Rudi Rheams Rudi.rheams@maryland.gov	Storm water mitigation at Patuxent Institution	\$50,000 to \$100,000



Maryland
Transportation
Authority

FY2023 Spend

MBE - \$75,741,845

SBR - \$15,435,910

VSBE - \$5,419,792



Maryland
Transportation
Authority

Important Contacts

MBE/SBR/VSBE Liaison

Tia Rattini
Director of Civil Rights & Fair Practices
410-537-1025
Trattini@mdta.state.md.us

Procurement Office

Donna DiCerbo
Director of Procurement
410-537-7814
Ddicerbo@mdta.state.md.us

Standard & Pipeline Purchases

Project Planning and Miscellaneous Consultant Services

Carpentry services

Communications & Related Services

Comprehensive Engineering Services

Generator Replacement

HVAC and Roof Replacement

Scrap Metal Recycling

Maintenance and Repair of Bridges

Comprehensive Services for FSK Reconstruction (DBE)

Upcoming Procurements

Contract No.	Construction Project Description	Anticipated Advertisement Date	DBE	MBE	SBR	VSBE
BB-3021-0000	BB On-Call Structural Repairs and Modification	Spring 2024	No	Yes	No	Yes
FT-3023-0000	Holding Tank Replacement - S. FMT Vent Building	Spring 2024	No	Yes	No	Yes
MR-3037-0000	On-Call Signs, Sign Lights, and Sign Structures	Spring 2024	No	Yes	No	Yes
KB-4903-0000	FSK Bridge Replacement	Spring 2024	Yes	No	No	No
KH-3021-0000	I-95 ETL NB Transition - MD 24 Interchange Reconstruction	Summer 2024	No	Yes	No	Yes
KB-3023-0000	Maintenance and Repair of Curtis Creek Drawbridges	Summer 2024	No	Yes	No	Yes
MA-3023-0000	Generator Replacement at Various Facilities	Summer 2024	TBD	TBD	TBD	TBD
MR-3040-0000	On-Call Miscellaneous Paving Repairs	Summer 2024	TBD	TBD	TBD	TBD
HT-3019-0000	BHT Maintenance/Auto Building HVAC and Roof Replacement	Fall 2024	TBD	TBD	TBD	TBD
KH-3025-0000	JFK Maintenance Facility Complex	Fall 2024	TBD	TBD	TBD	TBD

Upcoming Procurements Continued

Contract No.	A&E Project Description	Anticipated Advertisement Date	DBE	MBE	SBR	VSBE
2023-02 A	Comprehensive Project Planning and Miscellaneous Consultant Services	Spring 2024	Yes	No	No	No
2022-04 B	SBR Comprehensive Operational Asset Management & Support Services	Spring 2024	No	Yes	Yes	Yes
2024-02	Comprehensive Services for FSK Reconstruction	Spring 2024	Yes	No	No	No
2024-03	CMI Services for FSK Rebuild	Summer 2024	Yes	No	No	No
2024-01 A	Comprehensive Engineering Services	Summer 2024	No	Yes	No	Yes
2024-01 B	SBR Comprehensive Engineering Services	Fall 2024	No	Yes	Yes	Yes

Upcoming Procurements Continued

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 2024	No	Yes	No	Yes
SV-00211187	Communications & Related Services	Summer 2024	No	Yes	No	Yes
SV-00211251	Traffic and Revenue Forecast Services	Summer 2024	No	Yes	No	Yes
MT-00211314	HVAC and ATC Maintenance and Repairs	Summer 2024	No	TBD	TBD	TBD
TBD	Maintenance, Repair, Replacement and Inspection of Overhead and Building Doors	Summer 2024	No	TBD	TBD	TBD
TBD	Scrap Metal Recycling	Summer 2024	No	TBD	TBD	TBD
Contract No.	Commodities Project Description	Anticipated Advertisement Date	DBE	MBE	SBR	VSBE
CC-00211240	Asphaltic Joint Sealant	June 4, 2024	No	No	No	No
CC-00211270	Radio Shop Service Monitors	Summer 2024	No	No	No	No

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FY2023 Spend

SBR - \$9,478,880

MBE - \$5,380,191



Important Contacts

MBE/SBR/VSBE Liaison

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Director of Procurement

Joselyn M. Johnson
Director of Procurement
(410)704-4453
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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

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

Formal Procurements

To be posted on TU Bid Board and eMMA

Current and Future Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designation
TU-2436	Bindu Balakrishna	Linen Cleaning Services	N/A
TU-2442	Wendy Childs	Trash Chute Systems Cleaning and Repair	N/A
TU-2441	Wendy Childs	Sprinkler Systems Inspections Services	N/A
TU-2433	Wendy Childs	Integrated Pest Management	TBD
TU-2422	Joselyn Johnson	MEEC Audio Visual Hardware and Services	10% on Services Only
TBD	Bindu Balakrishna	TU magazine printing, envelopes and proofs	TBD



FY2023 Spend

MBE - \$3,557,243

SBR - \$2,397,978

VSBE - \$ 154, 908



DEPARTMENT OF LABOR

Important Contacts

Allan Robinson

MBE/SBR/VSBE Liaison

410-230-6243

allan.robinson@maryland.gov

Procurement Officer

Raelene Glasgow

Chief of Procurement

410-767-7050

raelene.glasgow3@maryland.gov

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



Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/V SBE Designated	Bid Opening Date
BPM04484	Arthur Petersen	Provide MDOL with 18 Dell Precision 3660 Workstations.	SBR	7/2/2024
P00R4604047	Shenika Dyson	The Maryland Department of Labor is issuing this RFR to secure the service of a Subject Matter Expert to provide DevOps and security/compliance support	SBR	Pending
BPM044599	Shenika Dyson	The Department of Labor is this Request for Proposal (RFP) to secure Actuarial and Economic Analysis Services.	SBR	7/8/2024

State of Maryland

Participating Agency Slides



COMPTROLLER
of MARYLAND

Serving the People

MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Laura Gutierrez
Small Business and
Community Development Director
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lgutierrez@marylandtaxes.gov

Procurement Officer

Krystal White
Contract Administrator
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kwhite2@marylandtaxes.gov

March 19, 2023

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Formal Procurements

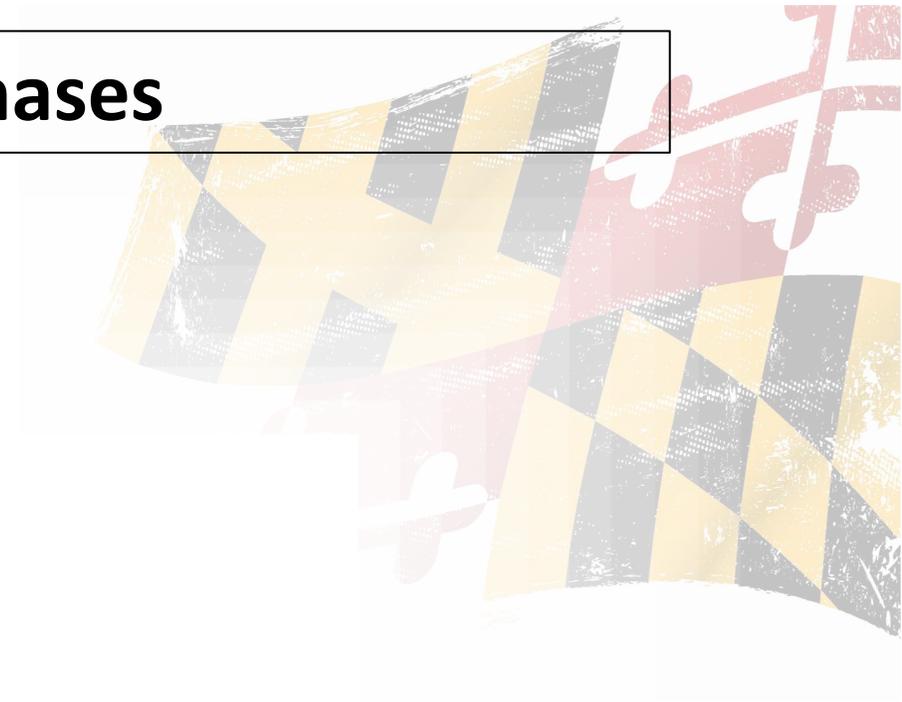
\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
E00P5600040	Comptroller	Cisco DUO Federal Subscription & Premium Support	SBR Designated	June 14- June 24
E00P4600397	Comptroller	Carpet Removal, Purchase, and Installation Services	N/A	Jan 2024

Standard & Pipeline Purchases

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





Maryland Department of Labor

MBE/SBR/VSBE Liaisons

Allan Robinson
MBE/SBR/VSBE Liaison
410-230-6243
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Procurement Officer

Raelene Glasgow
Chief of Procurement
410-767-7050
raelene.glasgow3@maryland.gov

Formal Procurements

\$50,000+ at the state level

Current Opportunities

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BPM044599	Shenika Dyson	The Department of Labor is this Request for Proposal (RFP) to secure Actuarial and Economic Analysis Services.	SBR	7/8/2024

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 Liaison

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

Procurement Officer

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

June 18, 2024

<https://dhcd.maryland.gov/Procurement/Pages/default.aspx>

Formal and Unique Procurements

\$50,000+ at the state level

Current and Unique Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
TBD	Perry Moon	Audit Services	TBD	TBD - FY25 1st Quarter
TBD	Lucene Simon	Multi-Family Loan Underwriting Services	TBD	TBD - FY25 1st Quarter
TBD	Lucene Simon	Loan Title Services	TBD	TBD - FY25 1st Quarter
TBD	Lisa Peters	Auctioneering Services REO Properties	TBD	TBD - FY25 1st Quarter

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



June 2024

Important Contacts

MBE/SBR/VSBE Liaison

Shawana Overby-Blackston

MBE Manager

443-846-1425

Shawana.Overby-Blackston@Maryland.gov

Office of Procurement

Amanda Hendrix

Executive Director of Procurement

443-469-5780

Amandam.Hendrix@Maryland.gov

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
BPM044535	Michael Howard michael.howard1@maryland.gov	Master Contractor to provide PBX maintenance services and time & material (MAC – Move, Add, and Change) to phone systems throughout DPSCS.	MBE/VSBE	May 31, 2024
BPM044812	Melissa Little melissa.Little1@maryland.gov	Cisco ThousandEyes software license	0% / 0%	June 10, 2024

Formal Procurements

\$50,000+ at the state level

Pipeline Opportunities

Buyer	Description	Estimated Value
Antoinette Coast Antoinette.Coast@Maryland.gov	Dell APEX five year contract	\$1,000,000 to \$3,000,000
Antoinette Coast Antoinette.Coast@Maryland.gov	Two senior network engineers DOIT staffing	\$1,000,000 to \$3,000,000
Dawn Becker Dawn.becker@maryland.gov	Dietary maintenance repair contract for ECI, Jessup, and Baltimore	\$1,000,000 to \$3,000,000
Lynna Atkins Lynna.atkins@maryland.gov	Maryland reception, diagnostic & classification center carpentry services	\$500,000 to \$1,000,000
Adam Pietrocarlo Adame.pietrocarlo1@maryland.gov	Jessup Correctional Institution dish room remodel	\$100,000 to \$500,000
Rudi Rheams rudi.rheams@maryland.gov	DPP Annapolis paint and flooring project	\$100,000 to \$500,000
Adam Pietrocarlo Adame.pietrocarlo1@maryland.gov	Long term janitorial services for the DPP Princess Anne Office	\$50,000 to \$100,000
Rudi Rheams Rudi.rheams@maryland.gov	Storm water mitigation at Patuxent Institution	\$50,000 to \$100,000

Standard & Pipeline Purchases

Category I (\$0 - \$5,000)

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.)

Category II (\$5,001 - \$50,000)

- Sports Products
- Small Kitchen Appliances
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Category III (\$50,001 - \$100,000)

- 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



**MARYLAND AVIATION
ADMINISTRATION**

MBE/SBR/VSBE Liaisons

MBE Liaison

Alicia Fredericks
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Afredericks3@bwairport.com

SBR/VSBE Liaison

Linda Dangerfield
Director, Procurement and Materials Management
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Ldangerfield@bwairport.com

Procurement Managers

Gayle Mealy – Manager, A/E Services
Monica Queen – Manager, Maintenance & Construction
Brian Howard – Manager, Procurements

June 18, 2024

www.goMDsmallbiz.maryland.gov

Formal Procurements

\$50,000+ at the state level

Current Opportunities

- Real Estate Consulting Support Services (July 2024)
- Emergency Meal Services at BWI Airport (July 2024)
- Bottled water contract (individual and 5 gallon) (July 2024)
- Large Snow Removal Equipment (July 2024)
- Airfield Driving Simulator (July 2024)
- Meeting Space Contract (July 2024)
- Real Estate Services at BWI Thurgood Marshall & Martin State (MTN) Airports (October 2024)
- Noise & Operations Monitoring System (November 2024)
- Utility Designating & Miss Utility Ticket Processing (January 2025)

Standard & Pipeline Purchases

- Inspections, Repair and Maintenance of Fire Extinguishers
- Safety Barriers
- Snow Equipment Parts
- Fire equipment parts and services
- Software / Malware Protection
- Commercial Carpet Tiles (Mohawk)
- Safety Cones
- Small engine repairs
- Terrazzo Tile and Repairs

Visit <https://emma.Maryland.gov> for all current projects and bid opportunities



June 18, 2024

Office of Procurement

John Thornton
Manager
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Trisha O'Neal
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Office of Fair Practices

Emmanuel K. Ansah
Manager
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Melissia Evans
Civil Rights Generalist
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Donna Davis
MBE and VSBE Liaison
410-385-4556

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
Wharf Log/Backing Beams	Summer 2024	NTE \$100K	Supplies	TBD	TBD	Trisha O'Neal toneal3@marylandports.com
Port ID Badges	Summer 2024	Under \$200K	Supplies	TBD	TBD	Hannah Brown hbrown2@marylandports.com
IT Staff Augmentation (2 awards)	Winter 2024	\$10 Million NTE	IT Service	TBD	One Award Yes	Kelli Peters kgower3@marylandports.com
Janitorial Services at Dundalk Martine Terminal and Seagirt Martine Terminal	Fall 2024	Under \$1 Million	Service	TBD	Yes	Kelli Peters kgower3@marylandports.com
Agency Wide Utility Upgrades 2	Winter 2024	\$10 Million NTE	Construction	TBD	TBD	Mark Riesett mriesett1@marylandports.com
Colgate Creek Interconnector Bridge, DMT/SMT	Winter 2024	Under \$10 Million	Construction	TBD	TBD	Mark Riesett mriesett1@marylandports.com
Water Service Replacement, NLPMT	Winter 2024	Under \$5 Million	Construction	TBD	TBD	Mark Riesett mriesett1@marylandports.com

Standard & Pipeline Purchases

- Supplies and Commodities (including IT)
 - Office Furniture, Office Supplies, Software, Desktops, Laptops, CCTV cameras, License Plate Readers, 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, Hazardous & Non-Hazardous Waste
- Construction
 - Marine & Waterfront Construction, Agency-Wide Specific (Paving, Utility, Substructure, Facility Improvements)
- Architectural/Engineering
 - Miscellaneous Engineering Services
 - Environmental Engineering Consultant Services
 - Diving Services
 - Dredging & Coastal Engineering Consultant Services
 - Construction Management Inspection Services



Maryland
Transportation
Authority

MBE/SBR/VSBE Liaison

MBE/SBR/VSBE Liaison

Tia Rattini
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410-537-1025

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Procurement Office

Donna DiCerbo
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410-537-7814

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June 18, 2024

Upcoming Procurements

Contract No.	Construction Project Description	Anticipated Advertisement Date	DBE	MBE	SBR	VSBE
BB-3021-0000	BB On-Call Structural Repairs and Modification	Spring 2024	No	Yes	No	Yes
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KB-3023-0000	Maintenance and Repair of Curtis Creek Drawbridges	Summer 2024	No	Yes	No	Yes
MA-3023-0000	Generator Replacement at Various Facilities	Summer 2024	TBD	TBD	TBD	TBD
MR-3040-0000	On-Call Miscellaneous Paving Repairs	Summer 2024	TBD	TBD	TBD	TBD
HT-3019-0000	BHT Maintenance/Auto Building HVAC and Roof Replacement	Fall 2024	TBD	TBD	TBD	TBD
KH-3025-0000	JFK Maintenance Facility Complex	Fall 2024	TBD	TBD	TBD	TBD

Upcoming Procurements Continued

Contract No.	A&E Project Description	Anticipated Advertisement Date	DBE	MBE	SBR	VSBE
2023-02 A	Comprehensive Project Planning and Miscellaneous Consultant Services	Spring 2024	Yes	No	No	No
2022-04 B	SBR Comprehensive Operational Asset Management & Support Services	Spring 2024	No	Yes	Yes	Yes
2024-02	Comprehensive Services for FSK Reconstruction	Spring 2024	Yes	No	No	No
2024-03	CMI Services for FSK Rebuild	Summer 2024	Yes	No	No	No
2024-01 A	Comprehensive Engineering Services	Summer 2024	No	Yes	No	Yes
2024-01 B	SBR Comprehensive Engineering Services	Fall 2024	No	Yes	Yes	Yes

Upcoming Procurements Continued

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 2024	No	Yes	No	Yes
SV-00211187	Communications & Related Services	Summer 2024	No	Yes	No	Yes
SV-00211251	Traffic and Revenue Forecast Services	Summer 2024	No	Yes	No	Yes
MT-00211314	HVAC and ATC Maintenance and Repairs	Summer 2024	No	TBD	TBD	TBD
TBD	Maintenance, Repair, Replacement and Inspection of Overhead and Building Doors	Summer 2024	No	TBD	TBD	TBD
TBD	Scrap Metal Recycling	Summer 2024	No	TBD	TBD	TBD
Contract No.	Commodities Project Description	Anticipated Advertisement Date	DBE	MBE	SBR	VSBE
CC-00211240	Asphaltic Joint Sealant	June 4, 2024	No	No	No	No
CC-00211270	Radio Shop Service Monitors	Summer 2024	No	No	No	No

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**MOTOR VEHICLE
ADMINISTRATION**

JUNE 18, 2024

MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

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Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
V-HQ-24019-S	Lee Sanchez	Vehicle Emission Inspection Program	MBE 30% VSBE 2%	TBD
V-HQ-24092-C	TaJuana Nelson	MVA Glen Burnie Computer Room Fire Suppression System Replacement	MBE 33% African American 8% Woman-Owned 11% VSBE 2%	June 24, 2024
V-MUL-24040-AE V-MUL-24051-AE Small Business Reserve (SBR)	TaJuana Nelson	Architectural and Engineering Design Services	MBE 29% VSBE 2%	July 8, 2024

Standard & Pipeline Purchases

Purchasing Officer (Buyer)	Description	Estimated Value	Fiscal Year
Dominic Edet	Janitorial Services for various Branch Offices	≥\$50,000.00	FY2025
Dominic Edet	Landscaping Services for various Branch Offices	≥\$50,000.00	FY2025

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	FY2025
Norma Humphries	Maintenance & Support for HP (Synergy +3 Par) Hardware of Customer Connect System	>\$100,000.00	FY2025
Norma Humphries	ManageEngine ADManger and ADAudit Plus Professional Edition Annual Subscription	>\$15,000.00	FY2025
Norma Humphries	Vormetric – Thales support for storing encryption keys and encryption licenses and hardware	>\$15,000.00	FY2025

Standard & Pipeline Purchases

Norma Humphries	VMware Production Support Licenses Renewal	>\$15,000.00	FY2025
Norma Humphries	CommVault Licenses Maintenance & Support	>\$15,000.00	FY2025
Norma Humphries	PDQ Licenses for Software Patching and Deploy & Inventory	>\$15,000.00	FY2025



MBE/SBR/VSBE Liaisons

MBE/DBE/ACDBE/SBE

Heather McCall

Outreach Manager

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April Weimer

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Office of Procurement

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June 18, 2024

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Formal Procurements

\$100,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Due Date	eMMA Public URL
TORFP J01B3600030 MDTA Information Technology (IT) Systems Operations, Maintenance and Support	Evan Gray e-mail: egray1@mdot.maryland.gov phone: 410-865-1326	CATS+ Master Contract – Services to support a broad range of qualified technical resources to perform Information Technology (IT) systems operation, maintenance, and support for MDTA.	SBR: Yes MBE Subcontracting Goal: 29%, with the following subgoals: 10% for African American MBEs, 10% for Woman-Owned MBEs. VSBE: 1%	June 26, 2024, at 3:00 pm	MDTA INFORMATION TECHNOLOGY (IT) SYSTEMS OPERATIONS, MAINTENANCE, AND SUPPORT (BPM044554) - Lot : 1 / Round : 1: eMaryland Marketplace Advantage (eMMA)
TORFP J02B3400175 Information Technology (IT) Systems Operations, Maintenance and Support	Evan Gray e-mail: egray1@mdot.maryland.gov phone: 410-865-1326	CATS+ Master Contract - Services to support SHA IT systems, operations, maintenance, management, as well as the support of SHA's IT infrastructure and associated technologies.	SBR: No MBE Subcontracting Goal: 29%, with the following subgoals: 10% for African American MBEs, 10% for Woman-Owned MBEs. VSBE: 0%	July 8, 2024, at 2:00pm	Information Technology IT Systems, Operations, Maintenance, and Support (BPM044617) - Lot : 1 / Round : 2: eMaryland Marketplace Advantage (eMMA)

Standard & Pipeline Purchases

The Maryland Department of Transportation, The Secretary's Office (MDOT TSO) oversees a wide range of procurement activities to support its operations and initiatives for the MDOT headquarters. Below is a summary of the types of items typically purchased:

- Information Technology Hardware and Software
- Consulting and professional services including:
 - Cultural Resource Services (Archeology)
 - Information Technology (IT)
 - Renewable Energy (Solar)



MARYLAND DEPARTMENT
OF TRANSPORTATION

STATE HIGHWAY
ADMINISTRATION

June 18th, 2024

MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

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Division Chief

Joseph Johnson
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Open Prime & Subcontracting Opportunities

eMMA No.	Buyer	Description	MBE/DBE/SBR Designated	Bid Opening Date
BPM044452	Charles Triesh	4291371426SB - Brush and Tree Cutting and Stump Removal at Various Locations in Howard County	SBR 3% MBE	06/20/2024
BPM044450	Richard Crew	4290721427 - Brush and Tree Trimming and Stump Removal at Various Locations in Cecil County	4% MBE	06/20/2024
BPM044614	Adam Smith	WOPLUMB24 - Plumbing Services for MDOT SHA in Worcester County	SBR	06/19/2024
BPM043575	Mary Barse	BCS 2024-06 Federal Grant Programs – Planning and Engineering Services	27% DBE SBE	07/01/2024
BPM044569	Jacobs Allen	AZ1565129 - Vehicle Lift Replacement at Prince Frederick and Leonardtown Shops Facilities Improvements	10% MBE	07/11/2024
BPM043568	Angel James	BCS 2024-05 Federal Grant Programs – Planning and Engineering Services	27% DBE	07/01/2024
BPM044449	Christy Fang	XQ1315G77 - Patching at Various Locations in Prince George's County	30% DBE	06/27/2024
BPM044312	Christy Fang	XQ1315M77 - Patching at Various Locations in Montgomery County	21% DBE	06/20/2024
BPM044311	Christy Fang	FR6865181 - I-70 (Eisenhower Memorial Highway) Eastbound and Westbound Truck Parking Expansion Major Rest Area	32% DBE	06/20/2024
TBD	Charles Triesh	4261371425SBR - Application of Herbicides and Plant Growth Regulators T Roadside Vegetation and Soil at Various Locations in Howard County	SBR	TBD
TBD	Dorothy Antlitz	4270451426RSB - Median and Roadside Tractor Mowing, Trimming, and Litter Pick-Up at Various Locations in Calvert County	SBR	TBD
TBD	Richard Crew	479D21427SB - Installation of Permanent Thermoplastic Pavement Markings at Various Locations in District 2	SBR	TBD

Standard & Pipeline Purchases

- Small procurements (**procurement opportunities under \$100k**): hand tools; heavy equipment replacement parts, repair, & maintenance; safety shoes; portable toilet rental; janitorial services; armed/unarmed security; landscaping/mowing; pest control; elevator & HVAC maintenance/repair; plumbing; electrical Services; snow removal; generator maintenance; overhead door maintenance service
- Architectural and engineering (A/E) consultant services
- Construction
 - Bridge rehabilitation/replacement
 - Cleaning/painting bridges
 - Roadway paving/patching
 - Interchange construction
 - Bicycle/pedestrian routes
 - Architectural and engineering (A/E) consultant services
 - Street/traffic light installation, maintenance, and repair



June 18, 2024

MBE/SBR/VSBE Liaisons

Procurement Officer/MBE Liaison

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Formal Procurements

\$50,000+ at the state level

Future Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
TBD	Julia Barrett	Motorola Radios		1 st Qtr FY25
TBD	Greg Chason	Panasonic Computers		1 st Qtr FY25
TBD	Chris Connell	Console Furniture		1 st Qtr FY25
TBD	Greg Chason	Tower Maintenance	MBE Subgoals	3 rd Qtr FY25
BPM044605	Chris Connell	Used Tire Pickup and Disposal	SBR	3 rd Qtr FY25
TBD	Udoka Onwumechili	Tower Light Systems		TBD

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





MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaison

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Director of Procurement

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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>

June 18, 2024

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Formal Procurements

To be posted on TU Bid Board and eMMA

Current and Future Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designation
TU-2436	Bindu Balakrishna	Linen Cleaning Services	N/A
TU-2442	Wendy Childs	Trash Chute Systems Cleaning and Repair	N/A
TU-2441	Wendy Childs	Sprinkler Systems Inspections Services	N/A
TU-2433	Wendy Childs	Integrated Pest Management	TBD
TU-2422	Joselyn Johnson	MEEC Audio Visual Hardware and Services	10% on Services Only
TBD	Bindu Balakrishna	TU magazine printing, envelopes and proofs	TBD

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



Anthony Harmon
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18 June 2024

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PROCUREMENT AND BUSINESS SERVICES

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Standard & Pipeline Purchases

Unique Things We Buy

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

Industrial Equipment & Supplies

- Scientific
- Healthcare
- Laboratory
- Testing
- Food Service
- Research
- Animal Care
- Fire Alarm maintenance
- Boiler maintenance

Procurements (>\$25,000)

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

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
BPM044376	Salem ALSAI	Facilities Management Customer Service Training	N/A	16May24
TBD	TBD	UMCP-Health & Human Services Complex (Design- Build)	N/A	TBD
TBD	TBD	UMCES - CHESAPEAKE COLLABORATIVE BLDG, Solomon's, MD (Design-Bid-Build (LPTA))	N/A	TBD
TBD	TBD	UMCES - BERNIE FOWLER LAB ROOF REPLACEMENT, Solomon's, MD (Design- Bid-Build (LPTA))	N/A	TBD
TBD	TBD	UMCP-Ellicott Residential Community Renovation - (A/E Design Services)	N/A	TBD



**UNIVERSITY
OF MARYLAND
GLOBAL CAMPUS**

June 18, 2024

MBE/SBR Liaison

MBE/SBR Liaison

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TBD

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Formal Procurements

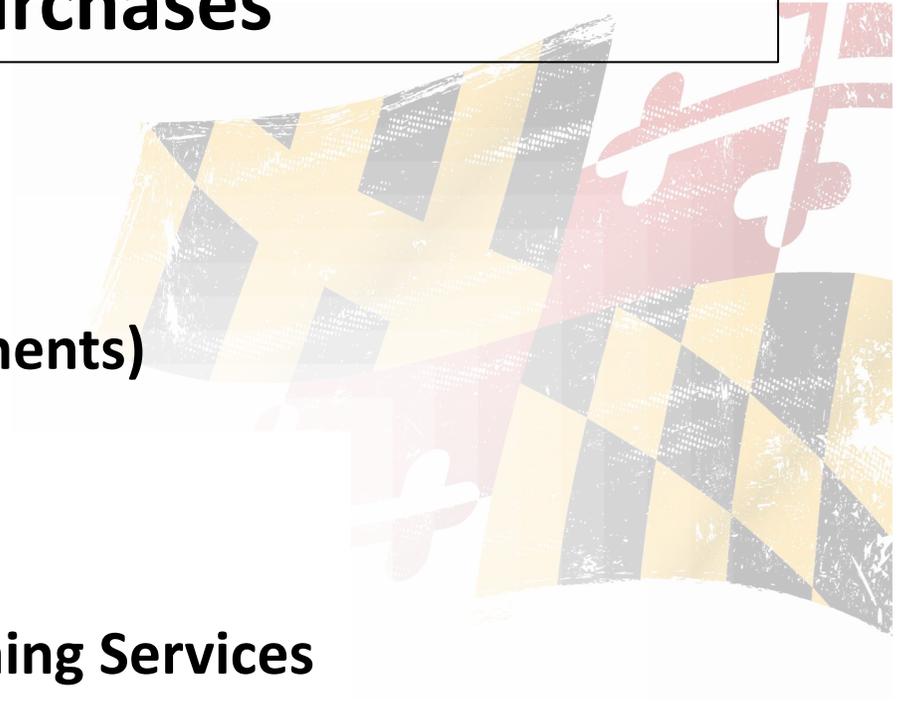
\$50,000+ at the state level

Current Opportunities

Procurement Method	UMGC Division	Description	Estimated Contract Award	Estimated Advertising Date
Competitive Sealed Procurement	Goods and Non-Technical Services	Instructional Design Services	Over \$1 million	TBD (CY 2024)
Competitive Sealed Proposal	IT Technical Services	Recruitment Process Outsourcing	Over \$1 million	TBD (CY 2024)
Competitive Sealed Proposal	Goods and Non-Technical Services	Digital and Radio Campaign Advertising	\$2,325,000	TBD (CY 2024)
Competitive Sealed Proposal	IT Technical Services	Learning Management System (LMS) and related services	Over \$1 million	TBD (CY 2024)
Competitive Sealed Proposal	IT Technical Services	Curriculum & Catalog Management System (CCMS)	Less than \$1 million	TBD (CY 2024)

Standard & Pipeline Purchases

- Promotional Items
- Photography (for various events)
- Flowers (for events, commencements)
- Miscellaneous Printing Services
- Signage
- Shredding Services (on call)
- Transcription and Closed Captioning Services
- Catering
- Entertainment (Homecoming DJs, Photo Booths)





State of Maryland

**DISPARITY
STUDY**

Call to Action

stateofmddisparitystudy.com

The image features a collage of Maryland state flags, which are characterized by a black and gold checkered pattern with a red and white cross. A red ribbon graphic with white cutouts is also visible, winding across the composition. The overall aesthetic is bold and graphic.

Moving Forward

Mining Public Data Techniques



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Videos & Slide Decks

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

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GOVERNOR'S OFFICE OF
SMALL, MINORITY & WOMEN
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- 

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StateMaryland • 16 views • 2 weeks ago
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2 **Price & Costing To Win More Contracts - May 23 2024**
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3 **Maryland's MBE Rights & Responsibilities - April 25 2024**
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4 **Leveraging Your Certifications - April 23 2024**
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5 **Navigating eMaryland Marketplace Advantage (eMMA) -March 28, 2024**
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6 **Subcontracting in Maryland's Minority Business Enterprise (MBE) Program - March 26 2024**
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<https://www.youtube.com/playlist?list=PLlgoHh4Po1J0W63akD6aGAU8JmT0qzOrX>

Partners

Maryland APEX Accelerators
<https://www.marylandapex.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/>

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/>

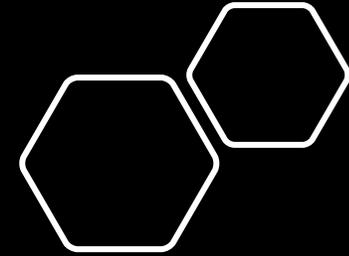
State Agencies and Procurement Partners

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Thank You!



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