



# Maryland

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

March 20, 2024

## Ready, Set, GROW!

Procurement Connections Workshop

**LEAVE NO ONE BEHIND**

# GOOD MORNING!



**Eduardo D. Hayden**  
Small Business Outreach Manager

## Ready, Set, GROW!

Procurement Connections Workshop





# Calvin Ball County Executive

*Howard Hughes*



HOWARD COUNTY  
**ECONOMIC  
DEVELOPMENT  
AUTHORITY**



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



# Maryland

GOVERNOR'S OFFICE  
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BUSINESS AFFAIRS

# Thank You!



**WELCOME**



**Maria Martinez**  
Special Secretary



# Calvin Ball County Executive



**OPENING REMARKS**

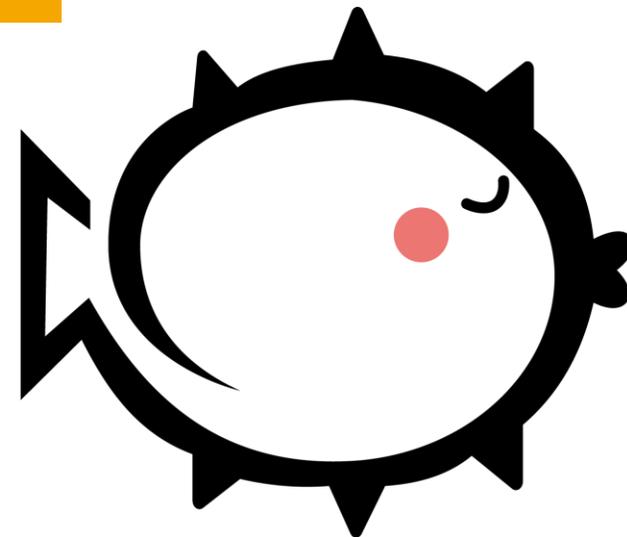


*Congratulations!*

**Citation Honorees**



**HONOREE**



**BLOWFISH POKÉ  
HAWAIIAN GRILL**

---

**Jennie Kwon (Wang)**

Owner

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



**HONOREE**

  
The Impyrian logo features a stylized 'I' with a blue vertical bar and an orange dot above it, followed by the word 'IMPYRIAN' in white, bold, uppercase letters on a black background.

**IMPYRIAN**

**Matt McCathorine**

---

Principal

<https://impyrian.com/>



**HONOREES**



# **Maria Garcia Anderson**

---

President / CEO  
Co-Founder

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



**HONOREES**



**Kal I. Bhatti**

CEO / President

**Jesse Murphy**

Owner

<https://www.mimarch.net/>



*Congratulations!*

**Citation Honorees**

# KEYNOTE



Brooke E. Lierman



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**Leave No One Behind**



# Maryland

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

## OVERVIEW

# Socioeconomic Procurement Programs

[www.gomdsmbiz.maryland.gov](http://www.gomdsmbiz.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
  - Minority Business Enterprise (MBE) Program
  - Veteran-Owned Small Business Enterprise (VSBE) Program
  - Small Business Reserve (SBR) Program
- 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 small business resources
  - State
  - Federal
  - County

<https://goMDsmallbiz.maryland.gov>

# Maryland's Socioeconomic Procurement Programs

## Minority Business Enterprise (MBE) Program

- Prime & subcontracting opportunities
- 70+ participating state agencies and departments
- Race and gender specific
- Application-based certification process

## Veteran-Owned Small Business Enterprise (VSBE) Program

- Prime & subcontracting opportunities
- 50+ participating state agencies and departments
- Veteran specific
- Online certification process

## Small Business Reserve (SBR) Program

- Prime contracting opportunities
- 60+ participating state agencies and departments
- Race and gender neutral
- Online certification process

***No cost to obtain or maintain certification. Annual renewal requirement applies.***



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# Procurement



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

# Open & Transparent



## State Finance and Procurement Articles

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



## Code of Maryland Regulations (COMAR), Title 21

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

Icons designed by [Freepik](#).

# 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



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



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



MBE, VSBE and SBR Liaisons are positioned in every participating agency and a directory is published on GOSBA's website @ [goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov)

# Key Differentiators



Qualifying solicitations between \$50 - \$500 K are automatically designated to the SBR Program



There is no cap on SBR designated solicitations; the value may exceed \$500 K



Minority, women, and veteran-owned firms are encouraged to join the SBR Program

# Key Differentiators



Solicitations over \$100,000 are evaluated for MBE and VSBE inclusion



Purchasing units must conduct a pre-bid meeting for all solicitations that include an MBE and/or VSBE goal



Prime contractor must name the MBEs and/or VSBE subcontractors in the bid/solicitation



MBEs and VSBEs cannot be removed by the prime contractor without written consent from the agency head



# Pipeline



eMaryland Marketplace Advantage

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Maryland State Procurement Forecast

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Board of Public Works Documents

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# Strategies for Mining the Pipeline

Enter search term

HOME MBE PROGRAM MBE OMBUDSMAN SBR PROGRAM VSBE PROGRAM RESOURCES FORECAST

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

SBR PROGRAM REPORTING TOOLKIT

MBE PROGRAM REPORTING TOOLKIT

VSBE PROGRAM REPORTING TOOLKIT

State of Maryland

## DISPARITY STUDY

stateofmddisparitystudy.com

State of Maryland Disparity Study is Underway

### NEW Program Seals

Program seals are now available to certified vendors. Certification status will be verified during the procurement process.

MINORITY BUSINESS ENTERPRISE PROGRAM

VETERAN OWNED SMALL BUSINESS ENTERPRISE PROGRAM

SMALL BUSINESS RESERVE PROGRAM

### TOP WEBSITE PICKS

- State of Maryland Disparity Study
- Expanding Opportunities Magazine

## 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](#)

# Call to Action

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

State of Maryland

DISPARITY  
STUDY



**Leave No One Behind**



**Lisa Mitchell  
Sennaar**

SBR Compliance Manager

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

**AGENCY PROCUREMENT  
OVERVIEW**



# Maryland

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

March 20, 2024

## Agency Participation Glance

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



# Maryland

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

## Agency Participation Glance

### Mining Public Data



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

March 20, 2024



# Maryland

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

March 20, 2024

## Agency Participation 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)



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## FY2023 Spend

**SBR - \$11,400,523**

**MBE - \$5,200,388**

**VSBE - \$16,729**

**March 20, 2024**



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*Serving the People*

## MBE/SBR/VSBE Liaisons

### MBE/SBR/VSBE Liaison

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

### Procurement Officer

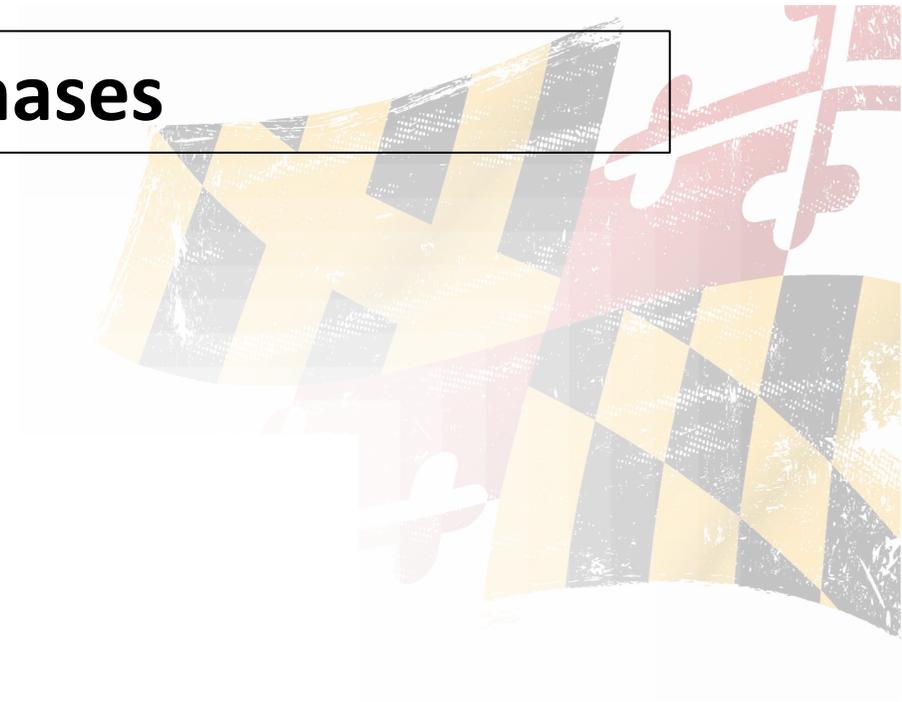
Lesley Hunter  
Contract Administrator  
(410) 260-7222  
lhunter@marylandtaxes.gov

March 20, 2024

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

# 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	TBD	Statewide Audit (5+ year contract)	31%	April-June 2024



MARYLAND DEPARTMENT OF  
HUMAN SERVICES

March 20, 2024

## FY2023 Spend

**SBR - \$61,782,039**

**MBE - \$29,633,192**

**VSBE - \$5,024,174**

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MARYLAND DEPARTMENT OF  
**HUMAN SERVICES**

**March 20, 2024**

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

Chanda Miller  
Acting Director, Small Business and Minority Affairs  
(443) 257-6493  
chanda.miller2@maryland.gov

### **Procurement Officer**

Samuel Eduful  
Procurement Officer II  
(410) 767-7068  
samuel.eduful@maryland.gov

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

# Standard & Pipeline Purchases

- IT Software and Hardware
- Shredding Services
- Janitorial and Security Guards
- Residential Childcare Services
- Office Supplies/ Equipment Furniture
- Promotional Items
- Security Equipment
- Venues to host training, workshops, award ceremonies

# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Closing Date
<b>CSA/SDU-24-001-S</b>  eMMA ID: BPM042781	Samuel Eduful	<b>Maryland State Disbursement Unit – Collection and disbursement of child support payments.</b>	MBE (25%)/VSBE (5%)	May 28, 2024 @ 3pm



MARYLAND DEPARTMENT  
OF TRANSPORTATION

STATE HIGHWAY  
ADMINISTRATION

March 20, 2024

## FY2023 Spend

**MBE - \$118,863,439**

**VSBE - \$50,345,539**

**SBR - \$32,865,512**



## STATE HIGHWAY ADMINISTRATION

March 20, 2024

## MBE/SBR/VSBE Liaisons

Steven Moss

MBE/VSBE Liaison

DBE/MBE Program Manager, Office of Equal Opportunity

(410) 545-0317

[smoss@mdot.maryland.gov](mailto:smoss@mdot.maryland.gov)

Kerrie Koopman

SBR Liaison

Deputy Director, Office of Procurement and Contract Management

(240) 343-0002

[kkoopman@mdot.maryland.gov](mailto:kkoopman@mdot.maryland.gov)

### Procurement Officer

Jada Wright

Director, Office of Procurement and Contract Management

(410) 545-0330

[jwright18@mdot.maryland.gov](mailto:jwright18@mdot.maryland.gov)

### Division Chief

Joseph Johnson

410-545-5711

[jjohnson36@mdot.maryland.gov](mailto:jjohnson36@mdot.maryland.gov)

# Standard & Pipeline Purchases

- Small procurements: hand tools; heavy equipment replacement parts, repair, & maintenance; safety shoes; portable toilet rental; janitorial services; armed/unarmed security; landscaping; pest control; elevator & 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
  - Architectural and engineering (A/E) consultant services
  - Street/traffic light installation, maintenance, and repair

# Small Procurements Opportunities

## Procurement Opportunities Under \$100k.

- Mowing/Landscape
- Park-N-Ride Mowing & Litter
- Electrical Services
- Plumbing
- HVAC
- Janitorial Services
- On-Call Hand Mowing Services
- Overhead Door Maintenance Service
- Pest Control Services
- Snow Removal
- Generator Maintenance
- Elevator Maintenance



# Open Prime & Subcontracting Opportunities

Bid #	Buyer	Description	MBE/SBR/VSB Designated	Bid Opening Date
BPM042900	Daniel Jeffers	ANN24TMOW2 On-Call Tractor Mowing, Trimming, & Litter Pickup Along US 50/IS 595	SBR	03/27/2024
BPM042829	Michael Gilpin	Conversion of Open Office Space to (3) Private Offices for SHA Hanover Complex	SBR	03/27/2024
BPM042852	Adam Smith	HVAC Repair and Maintenance for Worcester County	SBR	03/27/2024
BPM042599	Dorothy Antlitz	427AS51426SB Median & Roadside Mowing, Trimming, & Litter Pickup at Various Locations in Southern Anne Arundel County	SBR	03/28/2024
BPM042600	Dorothy Antlitz	4283E41426SB Hand Mowing with Baggers, Trimming, & Litter Pickup Along MD 151 & MD 700 in the Golden Ring Shop Area in Baltimore County	SBR	03/28/2024
BPM042751	Mark Furman	AA0156114 Maintenance & Preservation of Enviromental Assets in Anne Arundel County (District 5)	5% MBE	03/28/2024
BPM042954	Cathy Woodard	SOM2426ELE Electrical Maintenance & Repair Services for the Owings Mills Maintenance Shop & All Properties in Baltimore County	SBR	03/28/2024
BPM042956	Kyle O'Donnell	26QAPAR301 Mowing Park & Rides along US 301 Queen Anne's County	SBR	04/03/2024
BPM042955	Kyle O'Donnell	Mowing Park-n-Ride Lots Queen Anne's County US 50	SBR	04/03/2024
BPM042741	Dorothy Antlitz	4101161427SB Mechanical Cleaning & Sweeping of Paved Surfaces at Various Locations in Garrett County	SBR	04/04/2024
BPM042598	Dorothy Antlitz	427AN51426SB Median & Roadside Mowing, Trimming, & Litter Pickup at Various Locations in Southern Anne Arundel County	SBR 4% MBE	04/04/2024
BPM042739	Dorothy Antlitz	4283GD1426SB-Hand Mowing (w/Baggers), Trimming and Litter Pickup Along MD 150 (including ramps) & MD 587 in the Golden Ring Shop Area in Baltimore County	SBR	04/04/2024
BPM042894	Mark Furman	MOA536114 Maintenance & Preservation of Environmental Assets in Montgomery County (District 3)	5% MBE	04/04/2024

# State of Maryland

Participating Agency Slides



**DEPARTMENT OF  
GENERAL SERVICES**

*dgs.maryland.gov*

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

### **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!

**March 20, 2024**

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# Formal Procurements

\$50,000+ at the state level

## Current Opportunities on eMMA

eMMA ID	Buyer	Description	MBE/SBR/VSBE Designation	Bid Opening Date
BPM041163	Kimberly Langkam	Supreme Court of Maryland	MBE - 40% VSBE - 5%	3/29/2024
BPM042796	Lakecia Dingle	Install New Egress Sidewalk	SBR Only	3/29/2024
BPM038212	Matthew Smith	Bulk Fuel Supply and Diesel Exhaust Fluid	35% MBE	4/30/2024
BPM042688	Julissa Marciano	District Court of Maryland Master Plan	30% MBE	4/4/2024
BPM041947	Emmanuel Smith	Statewide Agile Teams 2024	MBE – 25% VSBE – 5%	4/13/2024
BPM041831	Jessica Matos	Chiller Replacement @ MDH-Deer's Head Hospital Center	MBE – 10%	4/12/2024

# 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</li> <li>▪ 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>
			<a href="#">See IT Master Contracts page</a>	<a href="#">See Professional Services page</a>



MARYLAND DEPARTMENT OF  
**HUMAN SERVICES**

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

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

Chanda Miller  
Acting Director, Small Business and Minority Affairs  
(443) 257-6493  
chanda.miller2@maryland.gov

### **Procurement Officer**

Samuel Eduful  
Procurement Officer II  
(410) 767-7068  
samuel.eduful@maryland.gov

**March 20, 2024**

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# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
<b>CSA/SDU-24-001-S</b>  eMMA ID: BPM042781	Samuel Eduful	<b>Maryland State Disbursement Unit – Collection and disbursement of child support payments.</b>	MBE (25%)/VSBE (5%)	May 28, 2024 @ 3pm

# Standard & Pipeline Purchases

- **IT Software and Hardware**
- **Shredding Services**
- **Janitorial and Security Guards**
- **Residential Childcare Services**
- **Office Supplies/ Equipment Furniture**
- **Promotional Items**
- **Security Equipment**
- **Venues to host training, workshops, award ceremonies**





## **Important Contacts**

### **MBE/SBR/VSBE Liaison**

Shawana Overby-Blackston

MBE Manager

443-846-1425

Shawana.Overby-Blackston@Maryland.gov

### **Office of Procurement**

Amanda Hendrix

Acting Procurement Director

443-469-5780

Amandam.Hendrix@Maryland.gov

**March 20, 2024**

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# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
BPM042415	Adam Pietrocarlo <a href="mailto:Adame.Pietrocarlo1@maryland.gov">Adame.Pietrocarlo1@maryland.gov</a>	<a href="#">Data Center HVAC Preventive Maintenance and Service</a>	0% / 0%	February 28, 2024
BPM042331	Michelle Frierson <a href="mailto:Michelle.Frierson1@maryland.gov">Michelle.Frierson1@maryland.gov</a>	<a href="#">Department-Wide Pest Control Services</a>	0% / 0%	March 1, 2024
BPM031521	Adam Pietrocarlo <a href="mailto:Adame.Pietrocarlo1@maryland.gov">Adame.Pietrocarlo1@maryland.gov</a>	<a href="#">Waterproofing School Walls for the Patuxent Institution</a>	SBR	March 8, 2024

# Formal Procurements

\$50,000+ at the state level

## Pipeline Opportunities

Buyer	Description	Estimated Value
Krystal White <a href="mailto:Krystal.White@Maryland.gov">Krystal.White@Maryland.gov</a>	Dell APEX Server Team Storage Solution	\$1,000,000 to \$3,000,000
Krystal White <a href="mailto:Krystal.White@Maryland.gov">Krystal.White@Maryland.gov</a>	Yubikey Hardware Tokens for Criminal Justice Information System Multi-Factor Authentication Requirements	\$500,000 to \$1,000,000
Krystal White <a href="mailto:Krystal.White@Maryland.gov">Krystal.White@Maryland.gov</a>	Cable and Wiring Contract	\$100,000 to \$500,000
Lloyd Houston <a href="mailto:Lloyd.Houston@Maryland.gov">Lloyd.Houston@Maryland.gov</a>	Staffing Analysis Contract	\$100,000 to \$500,000
Michael Negley <a href="mailto:Mike.Negley@Maryland.gov">Mike.Negley@Maryland.gov</a>	Generator Repairs at Maryland Correctional Institution - Hagerstown	\$50,000 to \$100,000
Adam Pietrocarlo <a href="mailto:adame.pietrocarlo1@maryland.gov">adame.pietrocarlo1@maryland.gov</a>	Security lights repairs for the Patuxent Institution	\$50,000 to \$100,000
Antoinette Coast <a href="mailto:Antoinette.Coast@Maryland.gov">Antoinette.Coast@Maryland.gov</a>	CPI Hardware Refresh and Software Operating System	\$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 - \$15,000)

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

## Category III (\$15,001 - \$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



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

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

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

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

**March 20, 2024**

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# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

Bid #	Buyer	Description	MBE/SBR/V SBE Designated	Bid Opening Date
BPM042706	Arthur Petersen	The Department of Labor seeks a Contractor to replace the deteriorated roof of MDDOL facility at 300 E. Towsontown Blvd., Towson MD 21286	SBR	6/28/2024
BPM041919	Oluwatunmise Tesunbi	The Maryland Department of Labor is seeking a SaaS solution designed to implement a hoteling system to manage an efficient hybrid workplace strategy for its employees.	SBR	3/20/2024
Pending	Regina Gachuhi	Maryland Department of Labor or the LABOR is issuing this Request for Proposals (RFP) in order to obtain a state-of-the-art, cloud-based SaaS Online learning Portal (OLP) and associated services for adult learning and development.	SBR	5/7/2024

# 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**



**March 20, 2024**

# **MBE/VSBE Liaisons**

## **MBE/VSBE Liaisons**

Deniz Karatas  
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Meredith Camacho  
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410-260-1583  
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**Procurement Officer**  
Pamela Malech CPPB, CMPO+GPS  
Procurement Supervisor  
410-260-1240  
[pamela.malech@mdcourts.gov](mailto:pamela.malech@mdcourts.gov)

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

# 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



**March 20, 2024**

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

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

Debra Cogan  
Procurement Supervisor  
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Debra.Cogan@Maryland.gov

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

Dirk Griffin  
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
BPM0403938	Wendy Franz	Workforce Assessment	SBR	05/01/2024
BPM042905	Wendy Franz	Lawn Care Services- Multiple Sites	SBR	04/01/2024
BMP042573	Julia Barrett	Transcription Services	N/A	TBD
TBD	Chris Connell	MDSP Staffing Resources	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



**Maryland**

Department of  
the Environment

**March 20, 2024**

# **MBE/SBR/VSBE Liaisons**

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

Amanda Hutchison  
Small, Minority, Veteran-Owned Business Liaison  
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## **Procurement Officers**

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Jacqueline.Harrison1@maryland.gov

Dinesh Gandhi  
410-537-3872  
Dinesh.Gandhi@maryland.gov

# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
TBD	TBD	Clean Air Act Needs Assessment	TBD	TBD

# Standard & Pipeline Purchases

## Items

- **High need** for cell phone accessories such as cases, screen protectors, and chargers (frequently purchased). Brands frequently used are iPhone and Otterbox.
- **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. Brand frequently used is Sony.
- Laboratory supplies such as safety and acid cabinets, turbidity meters, probes, colorimeters, pH solution
- Hydrated lime and calcium carbonate product & delivery to silos in Western, MD
- Radon kits and analysis
- Boat covers, trailers
- X-Ray Fluorescence Analyzers (XRF Analyzers)

## 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, Consultants



Maryland  
Transportation  
Authority

# MBE/SBR/VSBE Liaison

## MBE/SBR/VSBE Liaison

Tia Rattini  
Director of Civil Rights & Fair Practices  
410-537-1025

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## *Procurement Office*

Donna DiCerbo  
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March 20, 2024

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# Upcoming Procurements

Contract No.	Construction Project Description	Anticipated Advertisement Date	DBE	MBE	SBR	VSBE
MA-3017-0000	Radio Rebroadcast and Radiax in BHT & FMT	Winter 2024	No	Yes	No	Yes
FT-3020-0000R	Area-Wide Rehabilitation of FMT Lighting	Winter 2024	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	No	Yes	No	Yes
KH-3020-0000	I-95 ETL NBE - MD 24 to Bynum Run	Winter 2024	No	Yes	No	Yes
BB-3021-0000	BB On-Call Structural Repairs and Modification	Winter 2024	No	Yes	No	Yes
FT-3023-0000	Holding Tank Replacement - S. FMT Vent Building	Winter 2024	TBD	TBD	TBD	TBD
HT-3014-0000	AET Conversion with Frankfurst Avenue Interchange Modifications	Spring 2024	Yes	No	No	No
MR-3037-0000	On-Call Signs, Sign Lights, and Sign Structures	Spring 2024	TBD	TBD	TBD	TBD
KH-3021-0000	I-95 ETL NB Transition - MD 24 Interchange Reconstruction	Spring 2024	TBD	TBD	TBD	TBD
FT-3023-0000	Holding Tank Replacement - S. FMT Vent Building	Spring 2024	TBD	TBD	TBD	TBD
HT-3019-0000	BHT Maintenance/Auto Building HVAC and Roof Replacement	Summer 2024	TBD	TBD	TBD	TBD
KH-3025-0000	JFK Maintenance Facility Complex	Summer 2024	TBD	TBD	TBD	TBD

# Upcoming Procurements Continued

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

# Upcoming Procurements Continued

<b>Contract No.</b>	<b>Services and Maintenance Project Description</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	Spring 2024	No	Yes	No	Yes
SV-00211187	Communications & Related Services	Spring 2024	No	Yes	No	Yes
SV-00211251	Traffic and Revenue Forecast Services	Spring 2024	No	Yes	No	Yes
MT-00211217	Plumbing Maintenance and Preventative Services	Winter 2024	No	Yes	No	Yes
<b>Contract No.</b>	<b>IT Project Description</b>	<b>Anticipated Advertisement Date</b>	<b>DBE</b>	<b>MBE</b>	<b>SBR</b>	<b>VSBE</b>
J01P4600124	APC Server Cooling Upgrade	Winter 2024	No	No	Yes	No
<b>Contract No.</b>	<b>Commodities Project Description</b>	<b>Anticipated Advertisement Date</b>	<b>DBE</b>	<b>MBE</b>	<b>SBR</b>	<b>VSBE</b>
CC-00211240	Asphalt Sealant	Spring 2024	No	No	No	No
CC-00211254	Campaign Hats	Spring 2024	No	No	SBR	No
CC-00211270	Radio Shop Service Monitors	Spring 2024	TBD	TBD	TBD	TBD

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**March 20, 2024**

**Office of Procurement**

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Donna Davis  
MBE and VSBE Liaison  
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
License Plate Readers & Other Hardware	April 2024	Under \$35K	IT Supplies	TBD	Yes	Hannah Brown <a href="mailto:hbrown2@marylandports.com">hbrown2@marylandports.com</a>
Wharf Log/Backing Beams	May 2024	NTE \$100K	Supplies	TBD	TBD	Trisha O'Neal <a href="mailto:toneal3@marylandports.com">toneal3@marylandports.com</a>
Port ID Badges	May 2024	Under \$200K	Supplies	TBD	TBD	Hannah Brown <a href="mailto:hbrown2@marylandports.com">hbrown2@marylandports.com</a>
DMT Resiliency & Flood Mitigation-Sea Curb	Currently Advertised	Under \$10M	Construction	18% DBE	No (Federal Funds)	Jenilee Jay <a href="mailto:jjay1@marylandports.com">jjay1@marylandports.com</a>
DMT Tidal Gates	Currently Advertised	Under \$10M	Construction	8% DBE	No (Federal Funds)	Mark Riesett <a href="mailto:mriesett1@marylandports.com">mriesett1@marylandports.com</a>
Agency Wide Utility Upgrades	May 2024	NTE \$10M	Construction	19% MBE/1% VSBE	No	Jenilee Jay <a href="mailto:jjay1@marylandports.com">jjay1@marylandports.com</a>

# 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

# MBE/SBR/VSBE Liaisons



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

Ruth A General  
M/DBE Manager Equal Opportunity & Compliance  
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## **Procurement Officers**

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**March 20, 2024**

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# Formal Procurements

\$50,000+ at the state level

## Current Opportunities

Bid#	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
BPM039356	Pessoa Construction Company	T-2024-0350 -Fast Forward Bus Stop ADA Compliance City East South	33% MBE Goal	01/09/2024
BPM040372	Pessoa Construction Company	T-2024-0450 -Fast Forward Bus Stop ADA Compliance City West	33% MBE Goal	12/15/2023
BPM039825	Mansa Electric	LR-23-084-MT- Light Rail Electrical Maintenance	8.3% MBE Goal	11/2/2023

# Standard & Pipeline Purchases

## Upcoming Solicitations

### Services/Maintenance

- Metro Standpipe
- Repair and Maintenance of MTA Bus Tires
- LR Parking Lot Snow and Ice Removal
- Fuel Tax Recovery
- Testing, Servicing, and Certifying Fire Extinguishers
- Radio Shop Staffing (TORFP)
- MARC Penn Line HVAC Preventative Maintenance & On-Call Services
- Integrated Parts Manual

### A&E

- Project Controls Services for Schedule and Claims Review

### Equipment

- Light Rail Composite Material Seat Replacement

### Purchasing

- Bus Parts (Diesel, Hybrid, and Battery type buses)
- Light Rail Train parts
- Heavy Rail Train parts



**MOTOR VEHICLE  
ADMINISTRATION**

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

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

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Socioeconomic Manager  
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### **Procurement**

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Deputy Director  
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**March 20, 2024**

[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
V-HQ-24019-S	Lee Sanchez	Vehicle Emission Inspection Program	MBE 30% VSBE 2%	3/21/2024

# 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
Lee Sanchez	Architect and Engineer A/E	TBD	FY2024
Lee Sanchez	Vehicle Emission Inspection Program	TBD	FY2024

# Standard & Pipeline Purchases

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

# 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>



MARYLAND DEPARTMENT  
OF TRANSPORTATION

STATE HIGHWAY  
ADMINISTRATION

March 20, 2024

## MBE/SBR/VSBE Liaisons

### MBE/SBR/VSBE Liaisons

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MBE/VSBE Liaison

DBE/MBE Program Manager, Office of Equal Opportunity

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### Procurement Officer

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Director, Office of Procurement and Contract Management

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### Division Chief

Joseph Johnson

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# Open Prime & Subcontracting Opportunities

Bid #	Buyer	Description	MBE/SBR/VSB Designated	Bid Opening Date
BPM042900	Daniel Jeffers	ANN24TMOW2 On-Call Tractor Mowing, Trimming, & Litter Pickup Along US 50/IS 595	SBR	03/27/2024
BPM042829	Michael Gilpin	Conversion of Open Office Space to (3) Private Offices for SHA Hanover Complex	SBR	03/27/2024
BPM042852	Adam Smith	HVAC Repair and Maintenance for Worcester County	SBR	03/27/2024
BPM042599	Dorothy Antlitz	427AS51426SB Median & Roadside Mowing, Trimming, & Litter Pickup at Various Locations in Southern Anne Arundel County	SBR	03/28/2024
BPM042600	Dorothy Antlitz	4283E41426SB Hand Mowing with Baggers, Trimming, & Litter Pickup Along MD 151 & MD 700 in the Golden Ring Shop Area in Baltimore County	SBR	03/28/2024
BPM042751	Mark Furman	AA0156114 Maintenance & Preservation of Enviromental Assets in Anne Arundel County (District 5)	5% MBE	03/28/2024
BPM042954	Cathy Woodard	SOM2426ELE Electrical Maintenance & Repair Services for the Owings Mills Maintenance Shop & All Properties in Baltimore County	SBR	03/28/2024
BPM042956	Kyle O'Donnell	26QAPAR301 Mowing Park & Rides along US 301 Queen Anne's County	SBR	04/03/2024
BPM042955	Kyle O'Donnell	Mowing Park-n-Ride Lots Queen Anne's County US 50	SBR	04/03/2024
BPM042741	Dorothy Antlitz	4101161427SB Mechanical Cleaning & Sweeping of Paved Surfaces at Various Locations in Garrett County	SBR	04/04/2024
BPM042598	Dorothy Antlitz	427AN51426SB Median & Roadside Mowing, Trimming, & Litter Pickup at Various Locations in Southern Anne Arundel County	SBR 4% MBE	04/04/2024
BPM042739	Dorothy Antlitz	4283GD1426SB-Hand Mowing (w/Baggers), Trimming and Litter Pickup Along MD 150 (including ramps) & MD 587 in the Golden Ring Shop Area in Baltimore County	SBR	04/04/2024
BPM042894	Mark Furman	MOA536114 Maintenance & Preservation of Environmental Assets in Montgomery County (District 3)	5% MBE	04/04/2024

# Standard & Pipeline Purchases

- Small procurements: hand tools; heavy equipment replacement parts, repair, & maintenance; safety shoes; portable toilet rental; janitorial services; armed/unarmed security; landscaping; pest control; elevator & 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
  - Architectural and engineering (A/E) consultant services
  - Street/traffic light installation, maintenance, and repair

# Small Procurements Opportunities

## Procurement Opportunities Under \$100k.

- Mowing/Landscape
- Park-N-Ride Mowing & Litter
- Electrical Services
- Plumbing
- HVAC
- Janitorial Services
- On-Call Hand Mowing Services
- Overhead Door Maintenance Service
- Pest Control Services
- Snow Removal
- Generator Maintenance
- Elevator Maintenance





# MBE/SBR/VSBE Liaisons

## MBE/SBR/VSBE Liaison

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## Director of Procurement

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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>

[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-2406	Destiny Young	Transcribing Services	N/A
TU-2418	Wendy Childs	Medium Voltage Testing	TBD
TU-2422	Joselyn Johnson	MEEC AV Hardware/Software/ Services	TBD
TU-2430	Wendy Childs	Green Roof Maintenance	15% MBE
TU-2431	Wendy Childs	On-Call Concrete	SBR
TU-2433	Wendy Childs	Integrated Pest Control	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](http://www.goMDsmallbiz.maryland.gov)



# Procurement Contacts

## PROCUREMENT AND BUSINESS SERVICES

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Office of Business Inclusion & Supplier Diversity

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Acting Director, Strategic Sourcing

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**20 March 2024**

[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
BPM042359	Jennifer CRUZ	RFP 141874 - Design/Build Services for UMCP Health and Human Sciences Complex Project	N/A	13Mar24
BPM042613	Jessie WOODS	Cole Head House Renovations-Bid Package 2 Building Upgrades	N/A	27Feb24

# 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



**Moving Forward**

# Mining Public Data Techniques



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

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# 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/>

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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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# State Agencies and Procurement Partners

[Maryland Department of General Services](#)  
[Department of Housing and Community Development](#)  
[Maryland Department of Labor](#)  
[Maryland Department of the Environment](#)  
[Maryland Judiciary](#)  
[Maryland State Police](#)  
[Comptroller of Maryland](#)  
[Maryland Department of Human Services](#)  
[Howard County Office of Procurement & Contract  
Administration](#)  
[Howard County Public Schools System](#)  
[Howard Community College](#)

[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](#)  
[Towson University](#)  
[University of Maryland - College Park](#)  
[Maryland Department of Human Services](#)  
[Columbia Association](#)  
[Howard Hughes](#)  
[M&T Bank](#)





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**Thank You!**