



# Maryland

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

December 10, 2024

**Ready, Set, GROW!**

**PROCUREMENT CONNECTIONS  
WORKSHOP**

# Collaborating Partners



Office of  
**Procurement**  
MONTGOMERY COUNTY, MD



**HB**M

THE  
**HARBOR BANK**  
OF MARYLAND



**Maryland**

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



**Lawson Street Group**  
*catering + events*

**Thank You!**

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









**Leave No One Behind**

The background of the slide features a large, light blue watermark of the Montgomery County Seal. The seal is circular and contains a central figure holding a sword and a staff, with the words "MONTGOMERY COUNTY" around the perimeter. A yellow horizontal band is positioned behind the word "Vision".

# Vision

A More Equitable and Inclusive  
Montgomery County



Montgomery County Launches  
**\$10 Million Job Creation Fund  
To Stimulate Job Growth**  
in Cybersecurity, Hospitality, Life Sciences and Quantum Computing

Find out more at [Thinkmoco.com/job-creation-fund/](https://www.thinkmoco.com/job-creation-fund/)

## Job Creation Fund

Montgomery County Launches \$10 Million Fund to Stimulate Job Growth for County-Based Companies in Cybersecurity, Hospitality, Life Sciences and Quantum Computing. Read more from the [press release](#).

- [Apply Now](#)
- Visit [thinkmoco.com/job-creation-fund](https://www.thinkmoco.com/job-creation-fund)







## Vendor Resources

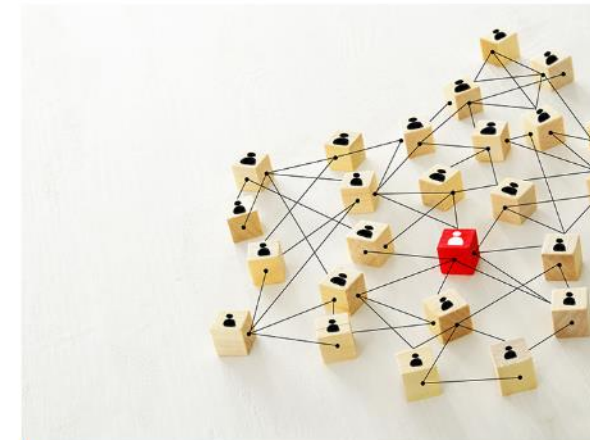
The resources page allows vendors 24x7 access to information that will help you navigate and participate in the Procurement process.



New Vendor



General Guidelines



Other Resources

<https://www.montgomerycountymd.gov/PRO/vendor-resources/index.html>



*Congratulations!*

**Citation Honorees**



**HONOREE**



**DULANEY**  
CONTRACTING

Design ♦ Manage ♦ Build

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**Latrina Dawson**

CEO & President

<https://dulaneycontracting.com/>



**HONOREE**



**Chesapeake**  
**Cardiac Care**

**Barbara Hutchinson**  
MD PhD, FACC

President / Medical Director

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



**HONOREE**



**Ian Mulira**

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President & CEO

<https://www.conquest-solutions.com/>



**HONOREES**



**HyLoSo**  
INTERNATIONAL

**Christopher Rivera**

President & CEO

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



**HONOREES**



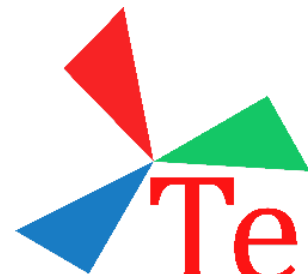
**Beverly Williams**

Owner

[https://www.sueannsofficesupply.com/  
P202/SueAnns](https://www.sueannsofficesupply.com/P202/SueAnns)



**HONOREES**



**Technuf**

**Faisal Quader, PhD**  
President & Co-Founder

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**Shah Ahmed**  
CEO & Co-Founder

<https://technuf.com/>





**HONOREE**



**W.E.W.**™  
Women Elevating Women

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**Betty Hines**

Founder & CEO

<https://wewcrew.com/>



*Congratulations!*

**Citation Honorees**



# KEYNOTE

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Betty Hines  
Founder & CEO



# WEW Works: The Art of Elevation

Presented by





# WEW 5 PILLARS of SUCCESS

Courage | Connect | Cultivate | Communicate | Collaborate



# Join the W.E.W. Ecosystem!



Membership Application





# AGENCY & PROCUREMENT PROGRAMS OVERVIEW



**Lisa Mitchell  
Sennaar**

SBR Compliance Manager

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

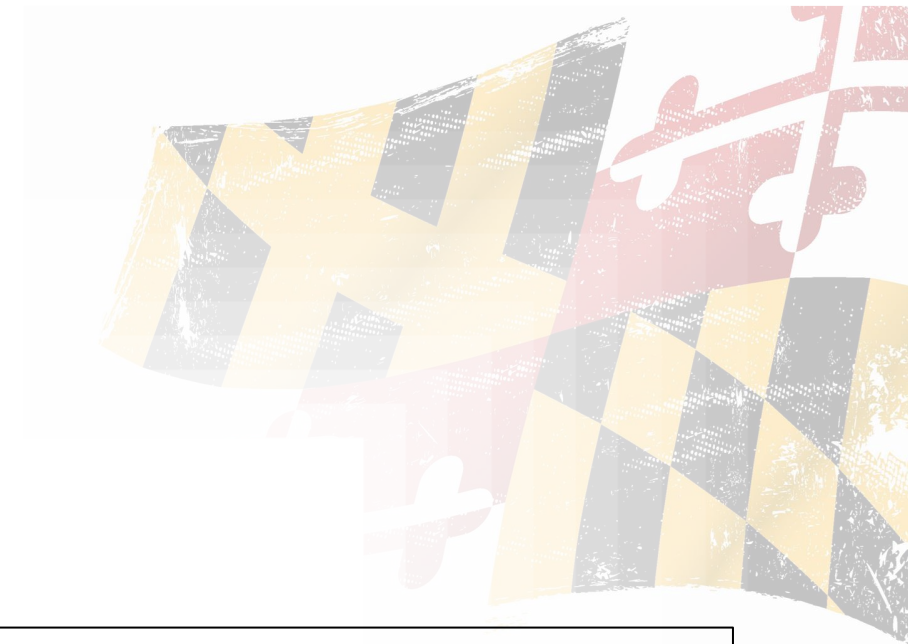




# Maryland

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BUSINESS AFFAIRS

December 10, 2024



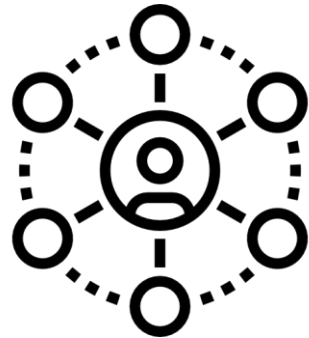
## Procurement and Agency Overview



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



Implement  
Maryland's 3  
socioeconomic  
procurement  
programs across  
70+ purchasing  
units



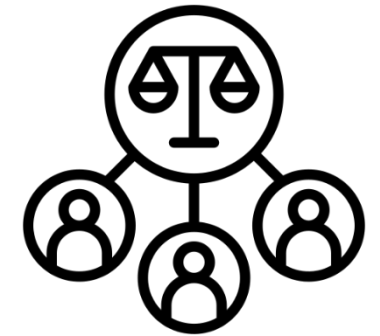
Connect small,  
minority, women,  
& veteran business  
owners to  
opportunities  
in the state  
contracting arena



Host free small  
business training  
webinars and  
business  
development  
events



Curate online  
resources at  
the federal,  
state, and  
local levels



Home of the  
newly-formed  
MBE  
Ombudsman  
Unit

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

# Procurement



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



- Statutes (Laws)
  - [State Finance & Procurement \(SF&P\)](#)
- Regulations
  - [Code of Maryland Regulation \(COMAR\)](#)
- Directives
  - [Maryland Procurement Manual](#)

# Leadership

## 2024 Maryland State Plan

- First in a decade
- 10 implementation priorities
- Utilizing data to solve problems
- Accountability at the Cabinet level

“Maryland is home to dynamic industries, spectacular natural beauty, and people as talented as they are determined. But for too long, Maryland has been asset-rich and strategy poor. For too long, we’ve followed politics and not the data. For too long, we left too many people behind. Under our Administration, that is changing.”

- *Wes Moore*  
Governor

Wes Moore  
Governor

Aruna Miller  
Lt. Governor



# Key Performance Indicators

## Creating an Equitable, Robust and Competitive Economy

### MONTHLY

- Number of certified firms in the MBE Program
- Number of certified firms in the VSBE Program
- Number of certified firms in the SBR Program
- Total training and business development events
- Total stakeholder engagement in training and business development

### ANNUALLY

- Number of MBEs participating in state procurement
- Number of VSBEs participating in state procurement
- Number of SBRs participating in state procurement





# Maryland

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BUSINESS AFFAIRS

December 10, 2024

- [Montgomery County Office of Procurement](#)
- [Montgomery County Economic Development Corporation](#)
- [Montgomery County Public Schools](#)
- [Montgomery College](#)
- [City of Rockville](#)
- [Harbor Bank of Maryland](#)
- [Comptroller of Maryland](#)
- [Maryland Department of General Services](#)
- [Maryland Department of Housing & Community Development](#)
- [Maryland Judiciary \(Courts\)](#)
- [Maryland Department of Juvenile Services](#)
- [Maryland Department of Public Safety & Correctional Services](#)
- [Maryland State Police](#)
- [MDOT - The Secretary's Office](#)
- [MDOT - Maryland Aviation Administration](#)
- [MDOT - Maryland Port Administration](#)
- [MDOT - Maryland Transportation Authority](#)
- [MDOT - Motor Vehicle Administration](#)
- [Towson University](#)
- [University of Maryland - College Park](#)
- [Washington Metropolitan Area Transit Authority](#)
- [WSSC Water](#)



# Maryland

GOVERNOR'S OFFICE  
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**December 10, 2024**

## Agency Participation Glance

- What do we know about this unit?
- How much did they spend with vendors in the SBR, MBE and VSBE Programs last Fiscal Year?
- Who can you contact at the unit?
- What do they buy?
- When will they buy?



DEPARTMENT OF  
GENERAL SERVICES

*dgs.maryland.gov*

[Maryland Department of General Services](https://dgs.maryland.gov)

**December 10, 2024**

## FY2023 Spend

**SBR - \$26,929,408**

**MBE - \$12,056,803**

**VSBE - \$5,815,772**

[https://gomdsmallbiz.maryland.gov/Reports/FY2023\\_ANNUAL%20REPORT\\_GOSBA.pdf](https://gomdsmallbiz.maryland.gov/Reports/FY2023_ANNUAL%20REPORT_GOSBA.pdf)





DEPARTMENT OF  
GENERAL SERVICES

*dgs.maryland.gov*

## MBE/SBR/VSBE Liaison

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 10, 2024**

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

# Formal Procurements

\$50,000+ at the state level

## Current Opportunities on eMMA

eMMA ID	Buyer	Description	MBE/VSBE/SBR Designation	Bid Closing Date
BPM047601	Elsie BATEMAN	Strip and Resurface Autopsy Floor - Baltimore Maryland	SBR MBE-15%	12/27/2024
BPM046353	Jessica KNOTT	Janitorial Services Contract for the Westminster District Court/Multi-Service	SBR MBE- 5%	12/10/2024



[MDOT - The Secretary's Office](#)

December 10, 2024

## FY2023 Spend

**SBR - \$13,449,273**

**MBE - \$6,672,452**

**VSBE - \$428,670**

[https://gomdsmallbiz.maryland.gov/Reports/FY2023\\_ANNUAL%20REPORT\\_GOSBA.pdf](https://gomdsmallbiz.maryland.gov/Reports/FY2023_ANNUAL%20REPORT_GOSBA.pdf)



**MBE/DBE/ACDBE/SBE**

Heather McCall  
Outreach Manager  
410-865-1264

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

**Procurement Officer**

April Weimer  
Deputy Director  
Office of Procurement  
443-401-2183

[aweimer1@mdot.maryland.gov](mailto:aweimer1@mdot.maryland.gov)

**December 10, 2024**

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

# 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)

# Formal Procurements

\$50,000+ at the state level

## Services - Forecasted Opportunities

*MDOT The Secretary's Office (TSO) Below we are including a forecast of upcoming opportunities for services.*

<u>Buyer</u>	<u>Description</u>
Peggy Tischler 410-865-1372 <a href="mailto:ptischler@mdot.maryland.gov">ptischler@mdot.maryland.gov</a>	Renewable Energy Development Services – Solar
Peggy Tischler 410-865-1372 <a href="mailto:ptischler@mdot.maryland.gov">ptischler@mdot.maryland.gov</a>	Cultural Resource Services (Archeology)
Peggy Tischler 410-865-1372 <a href="mailto:ptischler@mdot.maryland.gov">ptischler@mdot.maryland.gov</a>	Statewide Sign Installation Service

# Formal Procurements

\$50,000+ at the state level

## Information Technology - Forecasted Opportunities

*MDOT The Secretary's Office (TSO) Below we are including a forecast of upcoming opportunities for information technology.*

<u>Bid #</u>	<u>Buyer</u>	<u>Description</u>
J02B3600026	April Weimer 443-401-2183 <a href="mailto:aweimer1@mdot.maryland.gov">aweimer1@mdot.maryland.gov</a>	CATS+ Master Contract TORFP - Business Analyst Resources
J02B4600023	Evan Gray 443-813-2295 <a href="mailto:egray1@mdot.Maryland.gov">egray1@mdot.Maryland.gov</a>	CATS+ Master Contract TORFP - OIT Tech Planner/ Ent. Architect
J01B4600037	Joe Palechek 443-867-0249 <a href="mailto:jpalechek@mdot.maryland.gov">jpalechek@mdot.maryland.gov</a>	CATS+ Master Contract TORFP - IT Enterprise Business Solutions Support
J01B4600038	Joe Palechek 443-867-0249 <a href="mailto:jpalechek@mdot.maryland.gov">jpalechek@mdot.maryland.gov</a>	CATS+ Master Contract TORFP - IT Business Analysis, Quality Assurance and Project Management Support



# Formal Procurements

\$50,000+ at the state level

## Current Opportunities on eMMA

eMMA ID	Buyer	Description	MBE/VSBE/SBR Designation	Bid Closing Date
BPM046853	Jordan BYRD4	INFORMATION TECHNOLOGY (IT) BUSINESS ANALYST, QUALITY ASSURANCE AND PROJECT MANAGEMENT SUPPORT	SBR MBE – 28% VSBE – 2%	12/16/2024



Maryland State Police

**December 10, 2024**

## **FY2023 Spend**

**SBR - \$10,548,430**

**MBE - \$8,289,582**

**VSBE - \$73,621**

[https://gomdsmallbiz.maryland.gov/Reports/FY2023\\_ANNUAL%20REPORT\\_GOSBA.pdf](https://gomdsmallbiz.maryland.gov/Reports/FY2023_ANNUAL%20REPORT_GOSBA.pdf)



**September 12, 2024**

**Procurement Officer/MBE Liaison**

Debra Cogan  
Procurement Supervisor  
410-379-9078  
Debra.Cogan@Maryland.gov

**Procurement Officer/SBR/VSBE Liaison**

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

# 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



# Formal Procurements

\$50,000+ at the state level

## Future Opportunities

Bid #	Buyer	Description	MBE/SBR/VSBE Designated	Bid Opening Date
TBD	Julia Barrett	Hate Bias Training		2 <sup>nd</sup> Qtr FY25
TBD	Chris Connell	Temp Services		2 <sup>nd</sup> Qtr FY25
TBD	Greg Chason	Tower Maintenance	MBE Subgoals	3 <sup>rd</sup> Qtr FY25
BPM044605	Chris Connell	Used Tire Pickup and Disposal	SBR	3 <sup>rd</sup> Qtr FY25
TBD	Udoka Onwumechili	Tower Light Systems		TBD

# Formal Procurements

\$50,000+ at the state level

## Current Opportunities on eMMA

eMMA ID	Buyer	Description	MBE/VSBE/SBR Designation	Bid Closing Date
BPM047596	Julia BARRETT	OSFM Vehicle Upfits	SBR	12/19/2024



## **Jerry T. Sanford**

Managing Director  
Business & Economic  
Development Officer



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

**CLOSING REMARKS**



**Moving Forward**



## Disparity Study Online Vendor Questionnaire

The State invites ALL business owners to participate in an online vendor questionnaire to share your experiences with discrimination, if any, and its impact on your ability to conduct business in the State's marketplace.

[Online Vendor Questionnaire](#)



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

# 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](#)

# T.I.P.S.

## SMALL BUSINESS WEBINAR SERIES

TRAINING & INSIGHTS FOR  
PROCUREMENT SUCCESS



2 WEBINARS MONTHLY



9AM-12PM



CLASSES LED BY SUBJECT MATTER  
EXPERTS



TO REGISTER VISIT:  
[GOMDSMALLBIZ.MARYLAND.GOV](http://GOMDSMALLBIZ.MARYLAND.GOV)

 **Maryland**

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

# 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

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



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

## Upcoming

**Friday**  
**January 10 , 2025**

**10:00 a.m.**  
[Maryland VSBE & SBR  
Certification Workshop](#)  
[@](#)  
[Charles County](#)

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**Tuesday**  
**January 14 , 2025**


**10 a.m.**  
[Doing Business](#)  
[with the State of Maryland](#)


**Tuesday**  
**January 28 , 2025**


**10 a.m.**  
[Master Your](#)  
[Website for Business Success](#)


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

- 

1 **Doing Business with the State of Maryland - July 25, 2024**  
StateMaryland • 2 views • 1 day ago  
2:03:45
- 

2 **Crafting A Compelling Capability Statement - July 23, 2024**  
StateMaryland • No views • 1 day ago  
2:04:30
- 

3 **Anatomy of a Bid - June 27, 2024**  
StateMaryland • No views • 1 day ago  
1:48:57
- 

4 **Strategies for Digital Marketing - June 25, 2024**  
StateMaryland • No views • 1 day ago  
1:38:22
- 

5 **Maryland's Veteran-Owned Small Business Enterprise (VSBE) Program**  
StateMaryland • 76 views • 2 months ago  
2:00:24

<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/>

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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, Procurement & Resource Partners

[Maryland Department of General Services](#)  
[Maryland Department of Health](#)  
[Department of Housing and Community Development](#)  
[Maryland State Police](#)  
[Comptroller of Maryland](#)  
[Washington Suburban Sanitary Commission](#)  
[Washington Metropolitan Area Transit Authority](#)  
[Maryland Department of Public Safety & Correctional Services](#)  
[Maryland Correctional Enterprises](#)  
[Maryland Department of Juvenile Services](#)  
[Maryland Judiciary](#)  
[Montgomery County Office of Procurement](#)  
[Montgomery County Economic Development Corporation](#)  
[City of Rockville](#)  
[Montgomery County Business Center](#)  
[Maryland Small Business Development Center](#)  
[Veterans Growing America](#)  
[The Career Strategy Group](#)

[MDOT – The Secretary’s Office](#)  
[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 – Office of Small & Minority Business Policy](#)  
[Comptroller of Maryland](#)  
[Towson University](#)  
[University of Maryland - College Park](#)  
[Montgomery College](#)  
[Montgomery County Public Schools](#)  
[Meridian Management Group](#)  
[Truist Bank](#)  
[The Harbor Bank of Maryland](#)  
[Maryland APEX Accelerator](#)  
[Maryland Women’s Business Center](#)  
[Women Business Owner’s of Montgomery County](#)



- Explore
- Socioeconomic Programs
- How & What the Agencies are buying
- Industry Categories





# Follow Us!

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



@goMDsmallbiz



@GOSBA Maryland



@goMDsmallbiz





<https://gomdsmallbiz.maryland.gov>

**Thank You!**