



Maryland

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

September 12, 2024

Ready, Set, GROW!

**PROCUREMENT CONNECTIONS
WORKSHOP**

GOOD MORNING!



Eduardo D. Hayden
Small Business Outreach Manager

Ready, Set, GROW!

Procurement Connections Workshop



Collaborating Partner

Live!

CASINO • HOTEL[®]
MARYLAND

Thank You!



Live!

CASINO • HOTEL[®]
MARYLAND

WELCOMING REMARKS

•Live! Casino & Hotel Maryland contact MDPurchasingTeam@livech.com



Ed Evans

Executive Director

Diversity, Equity and Inclusion

Cordish Gaming



Live!
CASINO

FANDUEL
SPORTSBOOK

SPORTS & SOCIAL

MULTI-LINE
PENNIES

91.1%

\$60,003.57

OPENING REMARKS

Maria Martinez
Special Secretary

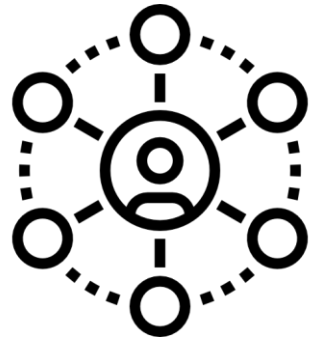




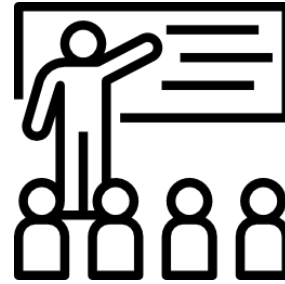
GOVERNOR'S OFFICE OF
SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS



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



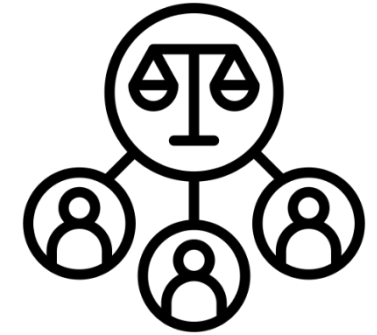
Connect small,
minority, women,
& veteran business
owners to
opportunities
in the state
contracting arena



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

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





¡MUCHAS GRACIAS!





Leave No One Behind



GOVERNOR'S CITATION CEREMONY



Danielle Davis
VSBE Compliance
Manager



Congratulations!

Citation Honorees



HONOREE

Absolute
SUPPLY & SERVICES LLC

A Minority & Woman Owned Company



**Paula Keys
Tilghman**

President & CEO

<https://absolutesupplyandservices.com/>



HONOREE



Enyinna Anthony

President & CEO

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



HONOREE



IMAGE CREATORS
SALON • SPA

Silvia Campana

Founder & Owner

<https://imagecreatorssalonandspa.com/>



HONOREES



Fredy Salmoran
Fredy Salmoran Jr.
Harry Salmoran

Founder
&
Co-Owners

<https://senorschile.com/>



HONOREES



Ray Krell, II
Trey Krell

Founder
Vice President & Owner

<https://bwaste.com/>



Congratulations!

Citation Honorees

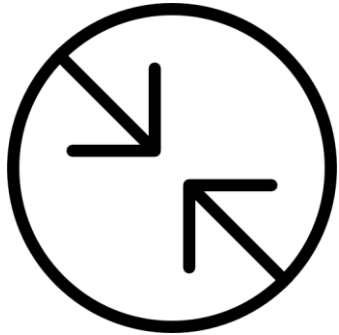


MBE OMBUDSMAN UNIT

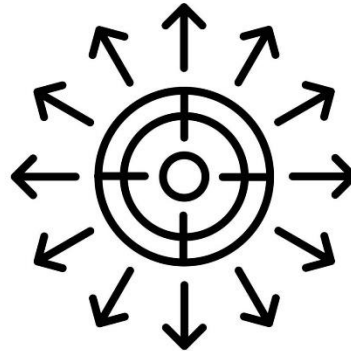
Nichelle Johnson
MBE Ombudsman

[MBE Ombudsman Unit](#)

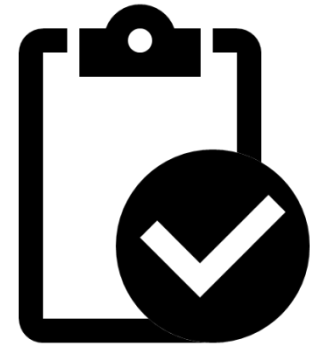
MBE Ombudsman Unit



Serves as an internal resource across the 70+ agencies and departments engaged in the MBE Program



Serves as an external resource to certified MBEs, prime contractors, legislators, and stakeholder organizations



Enforces compliance during contract performance to maximize implementation of the MBE Program





AGENCY & PROCUREMENT PROGRAMS OVERVIEW



**Lisa Mitchell
Sennaar**

SBR Compliance Manager

lisa.sennaar@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.

Payments

Fiscal Year 2023

MBE Program

- \$991 million



VSBE Program

- \$141 million



SBR Program

- \$599 million



Program Seals

MBE Program



VSBE Program



SBR Program



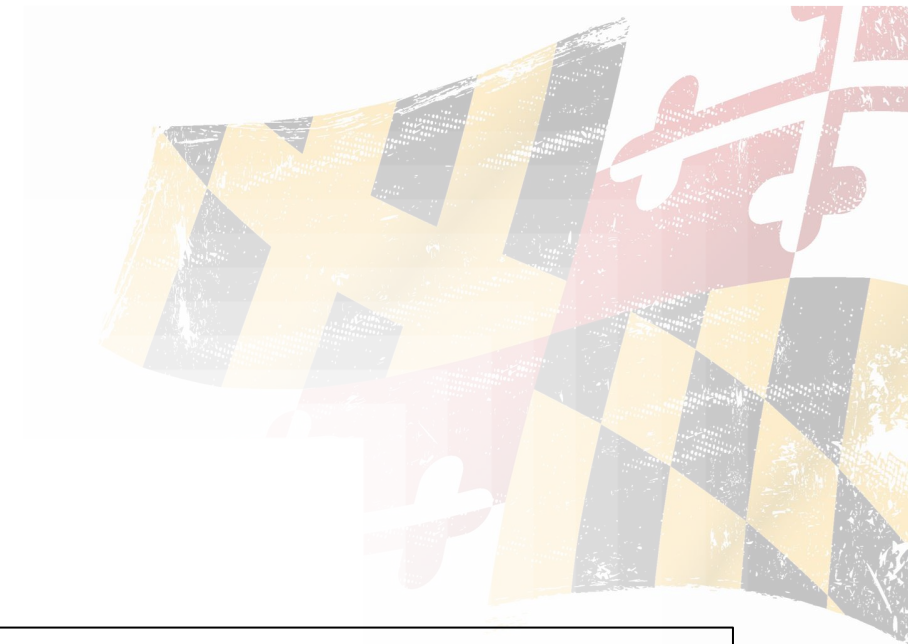
www.goMDsmallbiz.maryland.gov



Maryland

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

September 12, 2024



Agency "Snapshot" Overview



Maryland

GOVERNOR'S OFFICE
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BUSINESS AFFAIRS

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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)

September 12, 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



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!

September 12, 2024

www.goMDsmallbiz.maryland.gov

Standard & Pipeline Purchases

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

Formal Procurements

\$50,000+ at the state level

Current Opportunities on eMMA

eMMA ID	Buyer	Description	MBE/VSBE/SBR Designation	Bid Closing Date
BPM046121	Michael Cavanaugh	Corkers Creek Trail and Bridge at Pocomoke State Park and State Forest	MBE – 25% VSBE – 5%	9/23/2024
BPM045896	Samantha Delp	Tuckpointing & Restoration at the Men's Home, Jones Building & Admin. Building	SBR Only	9/25/2024
BPM046111	Marsha Rowe	(IQC) Replace the Emergency Generator at Charles H. Hickey, Jr. School (B-8 &9)	MBE – 10%	9/24/2024
BPM045917	Erica Wilks	Newtowne Neck State Park Bretton & Beach Area Improvements	MBE – 30%	9/25/2024
BPM045819	Tone Hansford	Underground Snow Melt Equipment Maintenance and Repairs	SBR Only	9/30/2024
BPM045830	Natasha Ramsundar	Rogues Harbor Breakwater Installation at Elk Neck State Park	MBE – 10%	9/13/2024



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

September 12, 2024

FY2023 Spend

SBR - \$13,449,273

MBE - \$6,672,452

VSBE - \$428,670

https://gomdsmallbiz.maryland.gov/Reports/FY2023_ANNUAL%20REPORT_GOSBA.pdf



September 12, 2024

MBE/DBE/ACDBE/SBE

Heather McCall
Outreach Manager
410-865-1264

hmccall@mdot.maryland.gov

Procurement Officer

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

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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)

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\$50,000+ at the state level

Services - Forecasted Opportunities

MDOT The Secretary's Office (TSO) has no current solicitation opportunities. Below we are including a forecast of upcoming opportunities for services.

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

Formal Procurements

\$50,000+ at the state level

Information Technology - Forecasted Opportunities

MDOT The Secretary's Office (TSO) has no current solicitation opportunities. 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 aweimer1@mdot.maryland.gov	CATS+ Master Contract TORFP - Business Analyst Resources
J02B4600023	Evan Gray 443-813-2295 egray1@mdot.Maryland.gov	CATS+ Master Contract TORFP - OIT Tech Planner/ Ent. Architect
J01B4600037	Joe Palechek 443-867-0249 jpalechek@mdot.maryland.gov	CATS+ Master Contract TORFP - IT Enterprise Business Solutions Support
J01B4600038	Joe Palechek 443-867-0249 jpalechek@mdot.maryland.gov	CATS+ Master Contract TORFP - IT Business Analysis, Quality Assurance and Project Management Support



[Towson University](https://www.towson.edu/)

September 12, 2024

FY2023 Spend

SBR - \$9,478,880

MBE - \$5,380,191

https://gomdsmallbiz.maryland.gov/Reports/FY2023_ANNUAL%20REPORT_GOSBA.pdf



MBE/SBR/VSBE Liaison

Chanel Franze
Mgr. of Business Diversity and Supplier Inclusion
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Director of Procurement

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

Please visit our TU Bid Board:

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

And eMaryland Marketplace Advantage

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

September 12, 2024

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

www.goMDsmallbiz.maryland.gov

Formal Procurements

To be posted on TU Bid Board and eMMA

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-2502	Wendy Childs	On-Call Insulation	SBR



Maryland State Police

September 12, 2024

FY2023 Spend

SBR - \$10,548,430

MBE - \$8,289,582

VSBE - \$73,621

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 nd Qtr FY25
TBD	Chris Connell	Temp Services		2 nd 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



[Anne Arundel County Public Schools](http://www.aacps.org)

September 12, 2024

MBE/SBR/VSBE Liaisons

Jennifer McCoy
Specialist: Minority & Small Business Enterprise
410-222-5131
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Procurement Officer

Mary Jo Childs
Director: Purchasing
410-222-5161
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www.goMDsmallbiz.maryland.gov

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Project Name	MBE Percentages	Bid Opening Date
TBD	Vince O'Brien	Old Mill Middle North School Replacement	TBD	TBD
----- TBD	--- Vince O'Brien	----- Old Mill High School Replacement	----- TBD	----- TBD



Maryland

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



Participating Agencies

September 12, 2024

www.goMDsmallbiz.maryland.gov



September 12, 2024

MBE/SBR/VSBE Liaisons

Procurement Officer/MBE Liaison

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Debra.Cogan@Maryland.gov

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 - Printing
 - Plumbing
- Electrical Work





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

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September 12, 2024

www.goMDsmallbiz.maryland.gov

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\$50,000+ at the state level

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			See IT Master Contracts page	See Professional Services page



MBE/SBR/VSBE Liaisons

MBE / VSBE Liaisons

Deniz Karatas
Grant Administration & Outreach Manager
443-370-1287
deniz.karatas@mdcourts.gov

Meredith Camacho
Procurement Officer Associate
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Procurement Officer

Aarica Dupree
Procurement Officer
410-260-2539
aarica.dupree@mdcourts.gov

September 12, 2024

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



MBE/SBR/VSBE Liaisons

MBE/DBE/ACDBE/SBE

Heather McCall
Outreach Manager
410-865-1264

hmccall@mdot.maryland.gov

Procurement Officer

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

aweimer1@mdot.maryland.gov

September 12, 2024

www.goMDsmallbiz.maryland.gov

Formal Procurements

\$50,000+ at the state level

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MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaison

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

Director of Procurement

Joselyn M. Johnson
Director of Procurement
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jmjohnson@towson.edu

Please visit our TU Bid Board:

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

And eMaryland Marketplace Advantage

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

June 18, 2024

www.goMDsmallbiz.maryland.gov

Formal Procurements

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Current and Future Opportunities

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www.goMDsmallbiz.maryland.gov



Maryland Department of Labor

MBE/SBR/VSBE Liaisons

Allan Robinson
MBE/SBR/VSBE Liaison
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allan.robinson@maryland.gov

Procurement Officer

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

Small Procurements & Credit Card Purchases

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

- Computer Equipment
- Moving Service
- Office Supplies
- Tools and Equipment
- Janitorial Supplies
- Pest Control
- Transcript Service
- Vendors can best compete in this area by contacting our procurement department and as well as sending them your capability statements
- Goods and services in this category are procured using credit cards

Category II (\$5,001 - \$15,000)

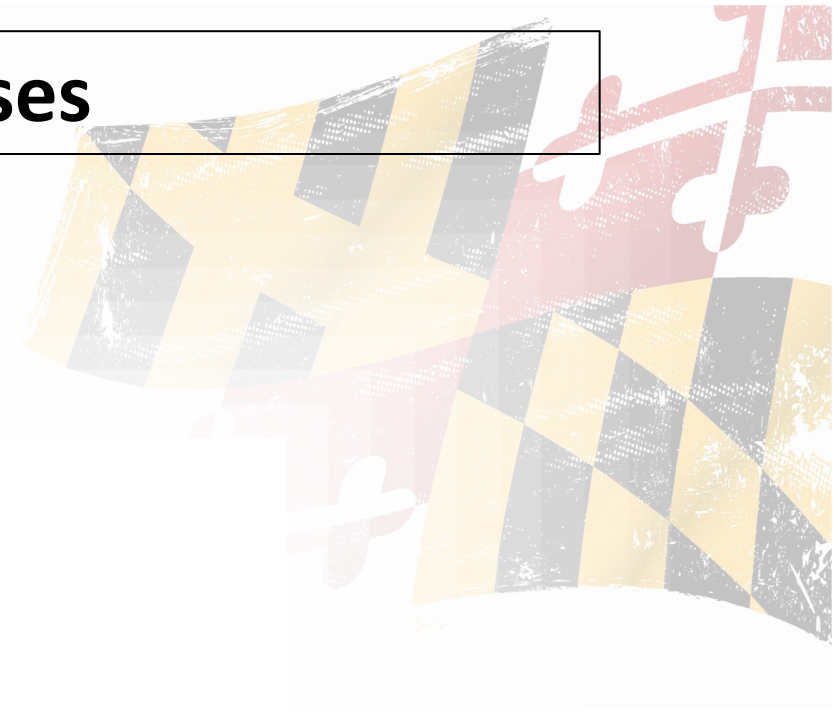
- Hardware Maintenance
- Software Maintenance
- Elevator Maintenance
- Snow Removal
- Computer Equipment and Supplies
- Electrician
- Purchases under this category are procure through direct solicitation. In order to compete for award vendors should contact our procurement department by phone or email and as well as sending a copy them your capability statements.

Category III (\$15,001 - \$50,000)

- Hardware Maintenance
- Software Maintenance
- Elevator Maintenance
- Snow Removal
- Computer Equipment and Supplies
- Electrician
- Purchases under this category are procure through eMaryland Marketplace Advantage (eMMA

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**





Important Contacts

MBE/SBR/VSBE Liaison

Shawana Overby-Blackston

MBE Manager

443-846-1425

Shawana.Overby-Blackston@Maryland.gov

Office of Procurement

Amanda Kratzen

Executive Director of Procurement

443-469-5780

Amanda.Kratzen@Maryland.gov

September 12, 2024

www.goMDsmallbiz.maryland.gov

Formal Procurements

\$50,000+ at the state level

Current Opportunities

Bid #	Buyer	Description	MBE/SBR/ VSBE Designated	Bid Opening Date
BPM044510	Rudi Rheams rudi.rheams@maryland.gov	Maintenance repairs to the storm water mitigation system at Patuxent Institution.	SBR	Aug 20, 2024
BPM046062	John Simpson john.simpson2@maryland.gov	1-year contract to renew Rocket Data zDirect Server Maintenance and Support. <i>This is Limited to Master Contractors.</i>	SBR	Aug 28, 2024
BPM045971	Michael Howard michael.howard1@maryland.gov	3-year contract for Checkpoint Smart-1 Cloud for Amazon Web Services (AWS)/CCTV Gateways. <i>This is Limited to Master Contractors.</i>	SBR	Sept. 6, 2024
BPM045620	Karen Leatherwood karenr.leatherwood@maryland.gov	One-time purchase of 75 Dell tablets and accessories	SBR	Sept. 9, 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
Lloyd Houston lloyd.houston@maryland.gov	Female transitional housing	\$1,000,000 to \$3,000,000
Adam Pietrocarlo Adame.pietrocarlo1@maryland.gov	Jessup Correctional Institution dish room remodel	\$100,000 to \$500,000
Lynna Atkins lynna.atkins@maryland.gov	Unarmed, uniformed guards services at PSETC	\$100,000 to \$500,000
Lynna Atkins lynna.atkins@maryland.gov	Water main repair at PATX	\$50,000 to \$100,000
Michael Howard michael.howard1@maryland.gov	IBM environment support 3 year contract	\$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
- 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



DEPARTMENT OF HOUSING
AND COMMUNITY DEVELOPMENT

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
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Email: amanda.sadler@maryland.gov

September 12, 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
BPM038913	Perry Moon	Audit Services	SBR	TBD - FY25 2nd Quarter
TBD	Lucene Simon	Multi-Family Loan Underwriting Services	TBD	TBD - FY25 3 rd Quarter
TBD	Lucene Simon	Loan Title Services	TBD	TBD - FY25 3 rd Quarter
BPM043843	Lisa Peters	Auctioneering Services REO Properties	TBD	TBD - FY25 1st Quarter
TBD	Perry Moon	Media Buying Services	TBD	TBD - FY25 3 rd Quarter
BPM046019	Lucene Simon	3 in 1 Credit Services	TBD	TBD - FY25 3 rd Quarter
BPM042730	Perry Moon	Temporary Staffing Services	SBR	TBD - FY25 2 nd Quarter
BPM044740	Joy Niles	Energy Kit Supplier	SBR	TBD - FY25 2 nd Quarter
BPM039450	Joy Niles	HVAC Contractor Services	20% MBE Goal and 2% VSBE Goal	October 10, 2024 (<i>bid closing date</i>)

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



MBE/SBR/VSBE Liaisons

MBE/SBR/VSBE Liaisons

Mark Woodard, Supplier Diversity Compliance
Specialist

WSSC Water Office of Supplier Diversity &
Inclusion

301-206-8800

supplierdiversity@wsscwater.com

Procurement Office

Leba Brown, Section Manager
WSSC Water Procurement Office - Goods and
Services

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askprocurement@wsscwater.com

September 12, 2024

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Formal Procurements

\$50,000+ at the state level

Solicitation #	Type	Status	Title	Open Date	Close Date
48232	Auction	Active	IFB 48232 - UST and AST Inspection, Testing, and Maintenance Services	15-Aug-2024	16-Sep-2024
48315,1	Auction	Active	IFB 48315 Meter Accessories (Meter Gaskets)	23-Aug-2024	12-Sep-2024
48333,2	RFI	Active	Request for Information (RFI) for Equestrian Center Management Services	28-Jun-2024	20-Sep-2024
48334,2	RFI	Active	Request for Information (RFI) for Rehabilitation and Rebuilding Services	28-Jun-2024	20-Sep-2024
48343	RFQ	Active	Performance Based Carbon testing	26-Jul-2024	17-Sep-2024
48371,2	Auction	Active	Medical Testing and Consultation Services	09-Sep-2024	16-Sep-2024
48381	Auction	Active	Fire Sprinkler Services	12-Aug-2024	23-Sep-2024
48410,1	Auction	Active	48410: Cherry Hill Road Water Main Replacement	02-Sep-2024	24-Sep-2024
48412	Auction	Active	Meadowood Drive Water Main Replacement	10-Sep-2024	08-Oct-2024
48420	RFQ	Active	Develop Internal Workforce Development Work Plan	03-Sep-2024	17-Sep-2024

Standard & Pipeline Purchases

The following list provides examples of the goods and services that the Procurement Office purchases on behalf of WSSC Water departments in support of our clean water mission.

Goods

- Chemicals
- Office Supplies
- Pipes, Valves, and Fitting
- IT Equipment
- Vehicles
- Various Meters
- Laboratory Supplies
- MRO Goods

Services

- Construction Services
- Water and Wastewater Asset Assessments
- Facility Maintenance and Rehab
- IT Consulting Services
- A&E Consulting Services
- CCTV and Inspection Services
- Temporary Field Personnel
- Cleaning and Restoration



Moving Forward

A group of four diverse business women are shown in a professional setting. They are gathered around a laptop, looking at the screen with interest and engagement. The women are dressed in business attire, including blouses, blazers, and a skirt. The background is a solid blue color.

Do you run a business in Maryland?

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Please take the
Maryland Disparity Study Vendor Survey
StateofMDDisparityStudy.com

We need your help!

stateofmddisparitystudy.com

Take the survey!

Mining Public Data Techniques



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Videos & Slide Decks

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

[Procurement Forecast](#)

[Board of Public Works](#)

[Communicating with Confidence](#)

T.I.P.S.

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 **Maryland**


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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/>

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

[Maryland Energy Administration](#)

[Maryland Department of General Services](#)

[Department of Housing and Community Development](#)

[Maryland Department of Human Services](#)

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[Baltimore Metropolitan Women’s Business Center](#)

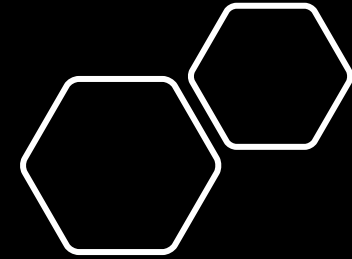
[U.S. Small Business Administration](#)

[Truist Bank](#)

[Anne Arundel County Public Schools](#)



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- How & What the Agencies are buying
- Industry Categories





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Thank You!