

WELCOME!

Today's Topic:

Doing Business with the State of Maryland

July 22, 2025

T.I.P.S. SMALL BUSINESS WEBINAR SERIES

TRAINING & INSIGHTS FOR
PROCUREMENT SUCCESS



2 WEBINARS MONTHLY

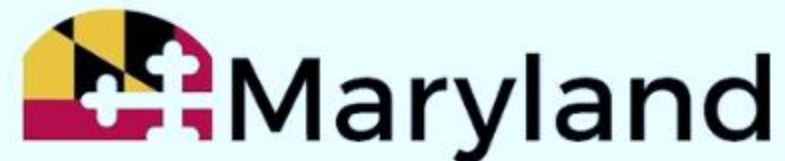


9AM-12PM



CLASSES LED BY SUBJECT MATTER
EXPERTS

TO REGISTER VISIT:
[GOMDSMALLBIZ.MARYLAND.GOV](https://gomdsmallbiz.maryland.gov)



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



INSTRUCTOR



EDUARDO D. HAYDEN
SMALL BUSINESS OUTREACH MANAGER



Maryland

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

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Doing Business with the State of Maryland

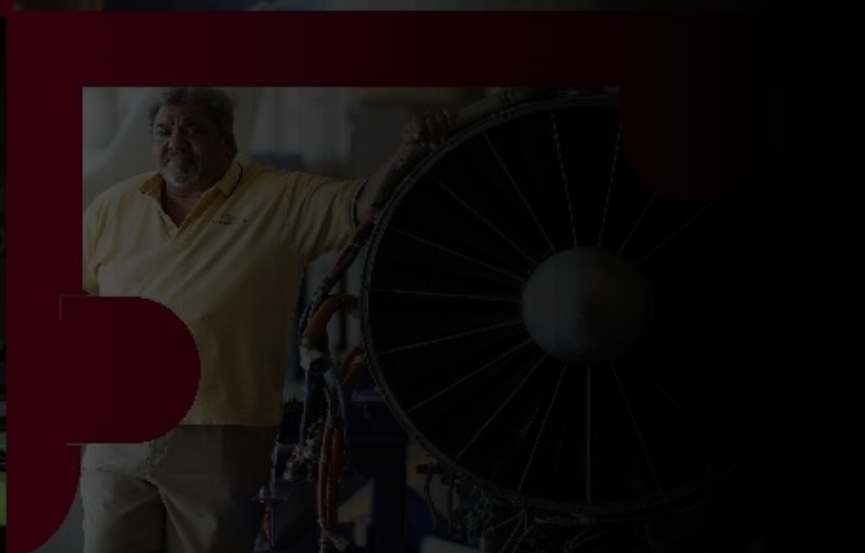
Presented by

Eduardo Hayden
Small Business Outreach Manager

AGENDA

- Who
- What
- Where & When
- How
- Socioeconomic Programs
- State Contracting Pipeline
- Vendor Resources





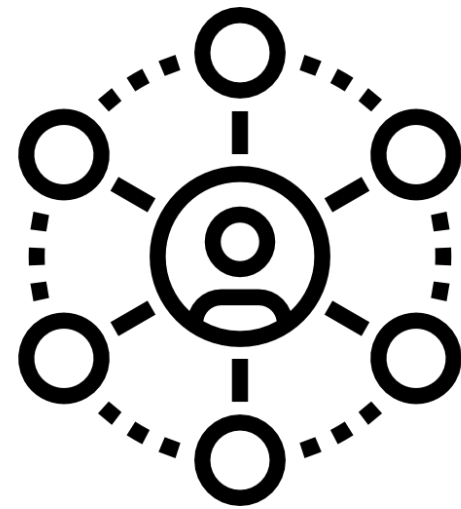
WHO



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



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



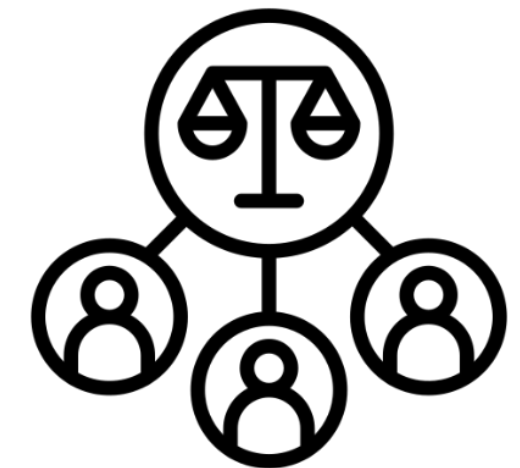
Connect small,
minority, women,
& veteran business
owners to
opportunities
in the state
contracting arena



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



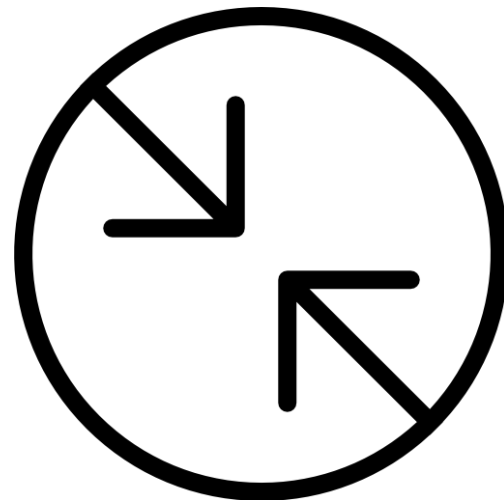
Curate online
resources at the
federal, state, and
local levels for
small business
growth and
development



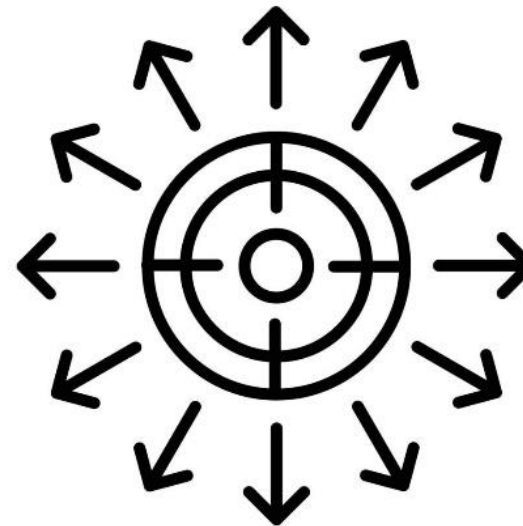
Work with MBEs
to address issues
that may arise
during contract
performance
through the **MBE
Ombudsman Unit**

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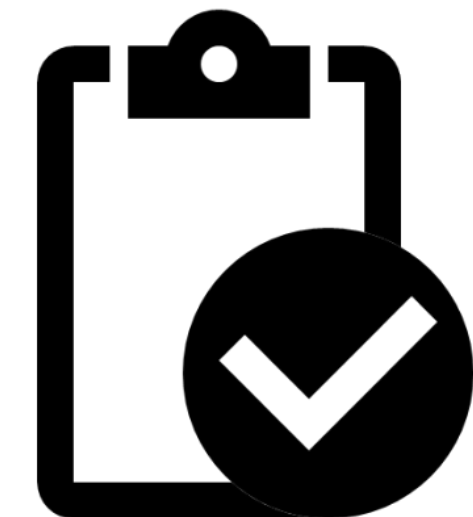
MBE Ombudsman Unit



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



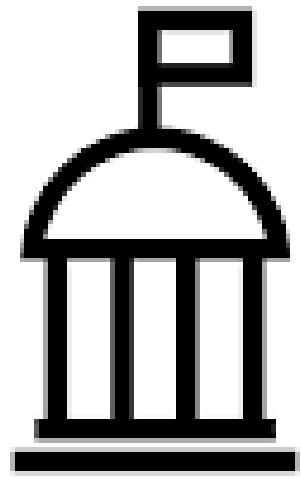
Serves as an external resource to certified MBEs, prime contractors, legislators, and stakeholder organizations



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



Board of Public Works



Highest
administrative
body in state
government



Control
procurement policy
& adopts
procurement
regulations



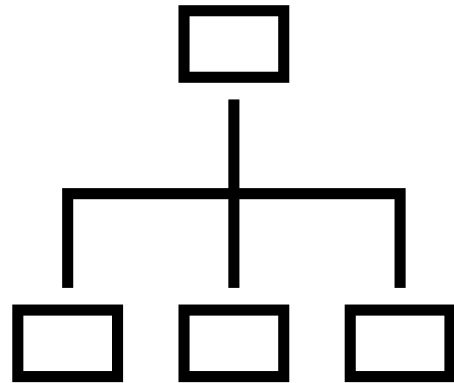
Approve most
contracts
exceeding
\$200K



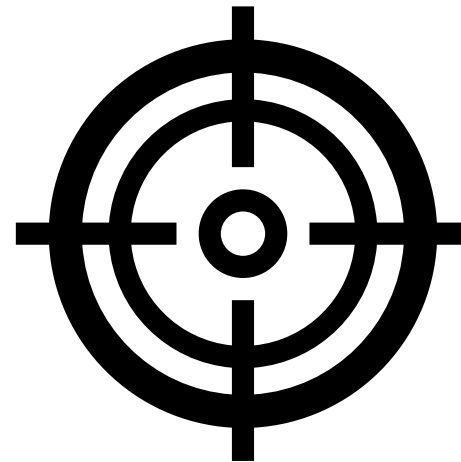
Livestream meetings
and public
documents



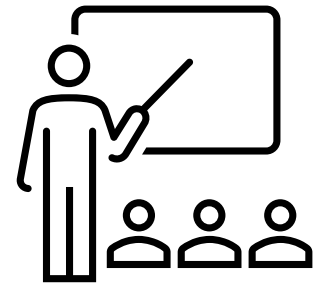
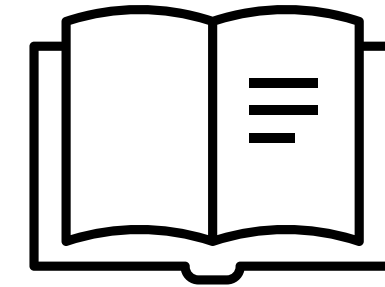
Office of State Procurement



Housed within the Maryland
Department of General
Services



Primary procurement unit for all
delegated procurements from the
Board of Public Works except
transportation and transportation-
related procurements that are
otherwise exempt (federal funding)

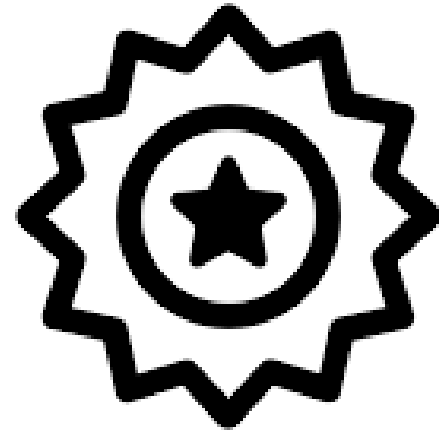


Develops and maintains the
State of Maryland Procurement
Manual & Maryland
Procurement Academy

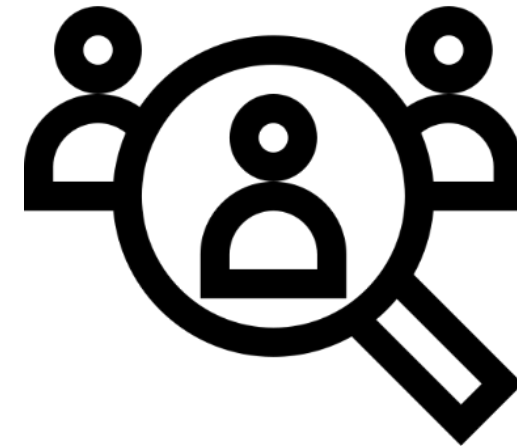
<https://procurement.maryland.gov/maryland-procurement-manual-table-of-contents/>



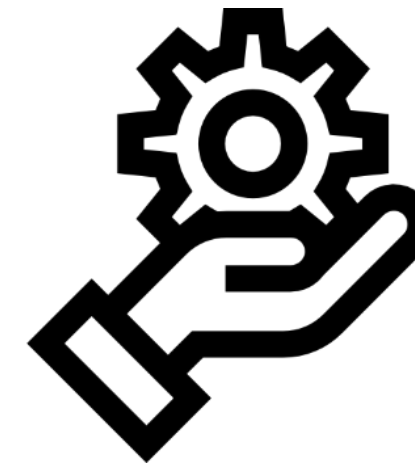
Maryland Department of Transportation *Office of Minority Business Enterprise*



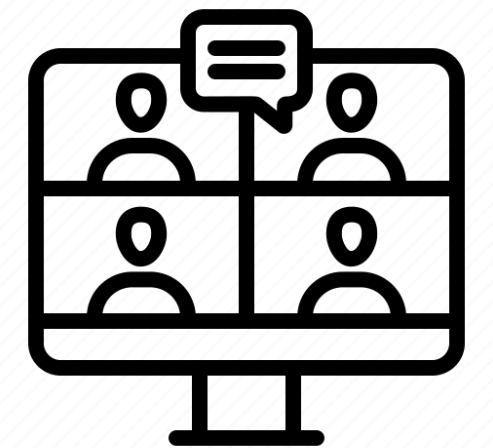
Maryland's official certification unit for state and federal socioeconomic programs (MBE, DBE, ACDBE, SBE)



Maintain the State's online directory of certified firms

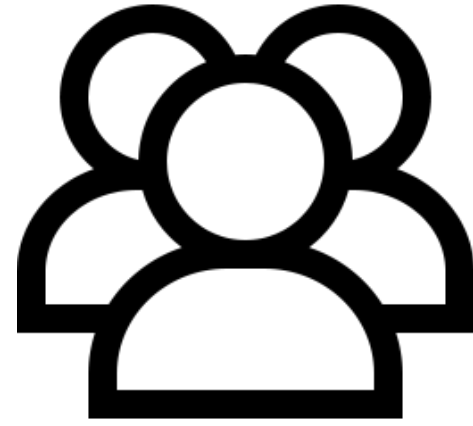


Manage expansions and renewals of certified firms



Conduct free application assistance online workshop monthly

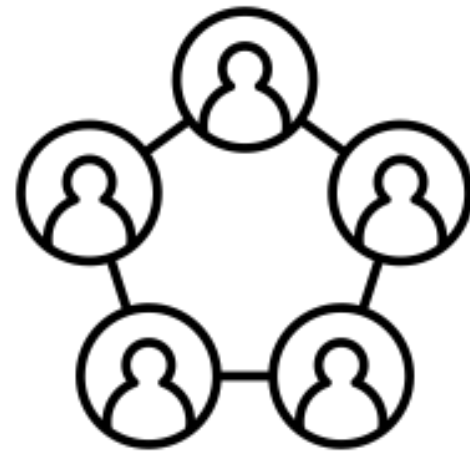
mdot.maryland.gov/mbe



MBE/VSBE/SBR Liaisons



Positioned at all participating purchasing units; implements socioeconomic programs.



Member of the Procurement Review Group which evaluates contracts for socioeconomic goals



Reports MBE, VSBE, & SBR performance to the Governor's Office of Small, Minority & Women Business Affairs.



Conducts and participates in outreach programs to promote opportunities.

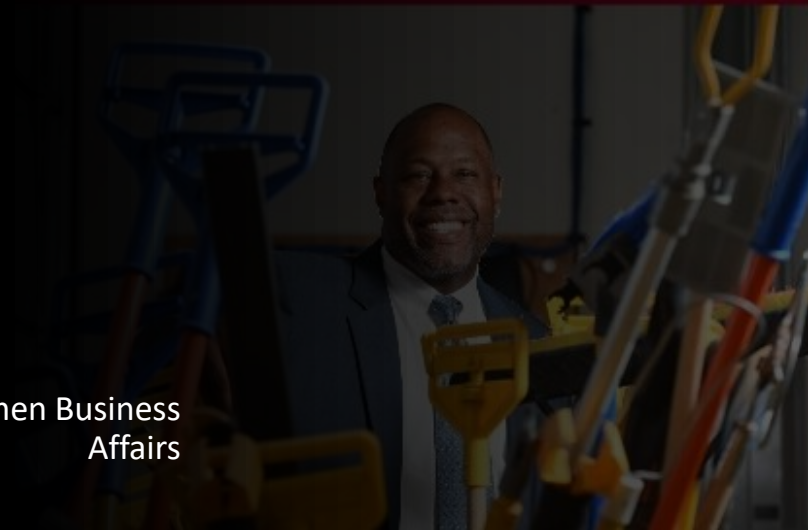


Advocates for certified firms if a problem arises when performing on a contract.

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WHAT

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



Procurement



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

Competition is Key

- Competition is an integral part of procurement
- Ensures “best price” or “best value” when spending taxpayer dollars



Open & Transparent Governance



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



- Directives
 - [Maryland Procurement Manual](#)

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WHAT – What do you need to know?

The State's online public bid board is
eMaryland Marketplace Advantage
(eMMA)
emma.maryland.gov

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

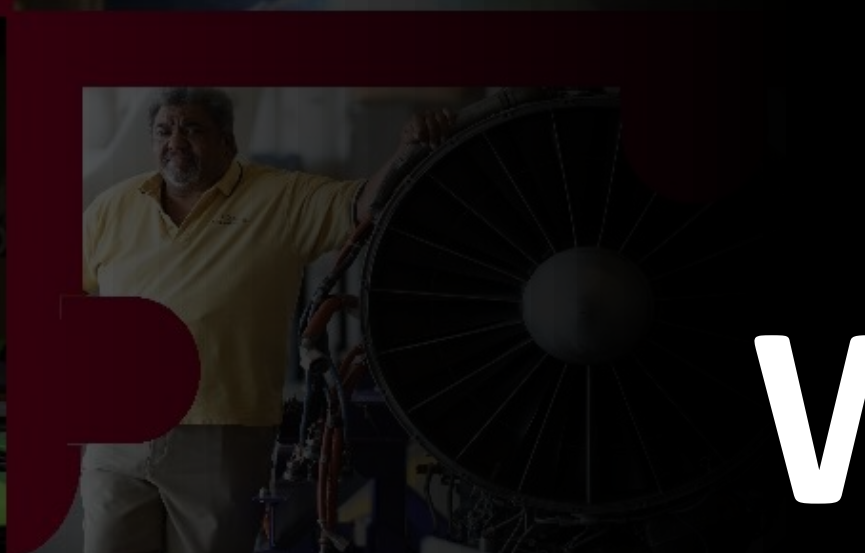
All awards over
\$50,000
must be published
on eMMA

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

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

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

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WHERE & WHEN

Statewide





United Nations Standard Product & Service Codes (UNSPSC)

To search & identify what your
Product & Service codes are,
and which ones to add to your
eMMA profile visit the site
below:

<https://www.ungm.org/public/unspsc>

- Online vendor platform
- Free to register
- Connects vendors to contracting opportunities from the State
 - County & local governments publish notices
- Registered vendors receive notices of opportunities
- Submit responses
- Obtain results (\$50,000+)
- All state-funded purchases greater than \$15,000 must be published on eMMA
- Transitioning to a full “procure-to-pay” system

<https://procurement.maryland.gov/business-community/>

HOW



Procurement Process



1. Need is Identified

Focuses on the various types of goods and services that are procured by the state.



2. Pre-Solicitation

Planning stages prior to preparing a procurement solicitation.



3. Solicitation Preparation

Includes procedures for drafting solution.



4. Solicitation

Provides the steps for public advertisement and other notices of solicitation.



5. Review / Evaluation Process

Opening the vendor responses to solicitations.



6. Award Process

Includes the steps for approving contract awards.



7. Contract Administration Process

Focuses on post-contract award activities.



Competitive Procurement Methods

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

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

The award is based on minimum qualifications and price.

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

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

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

Late submissions are NOT allowed.

Procurement Types & Categories

TYPES

SMALL PROCUREMENTS (3 Categories)

\$1 - 100,000

Category I

\$1-\$5,000

FORMAL PROCUREMENTS

OVER \$100,000+

Category II

\$5,001 – \$50,000

THRESHOLD

Procurements over \$15,000 Must be posted publicly on eMMA

Category III

\$50,001 - \$100,000

Formal Procurements

\$100,000+

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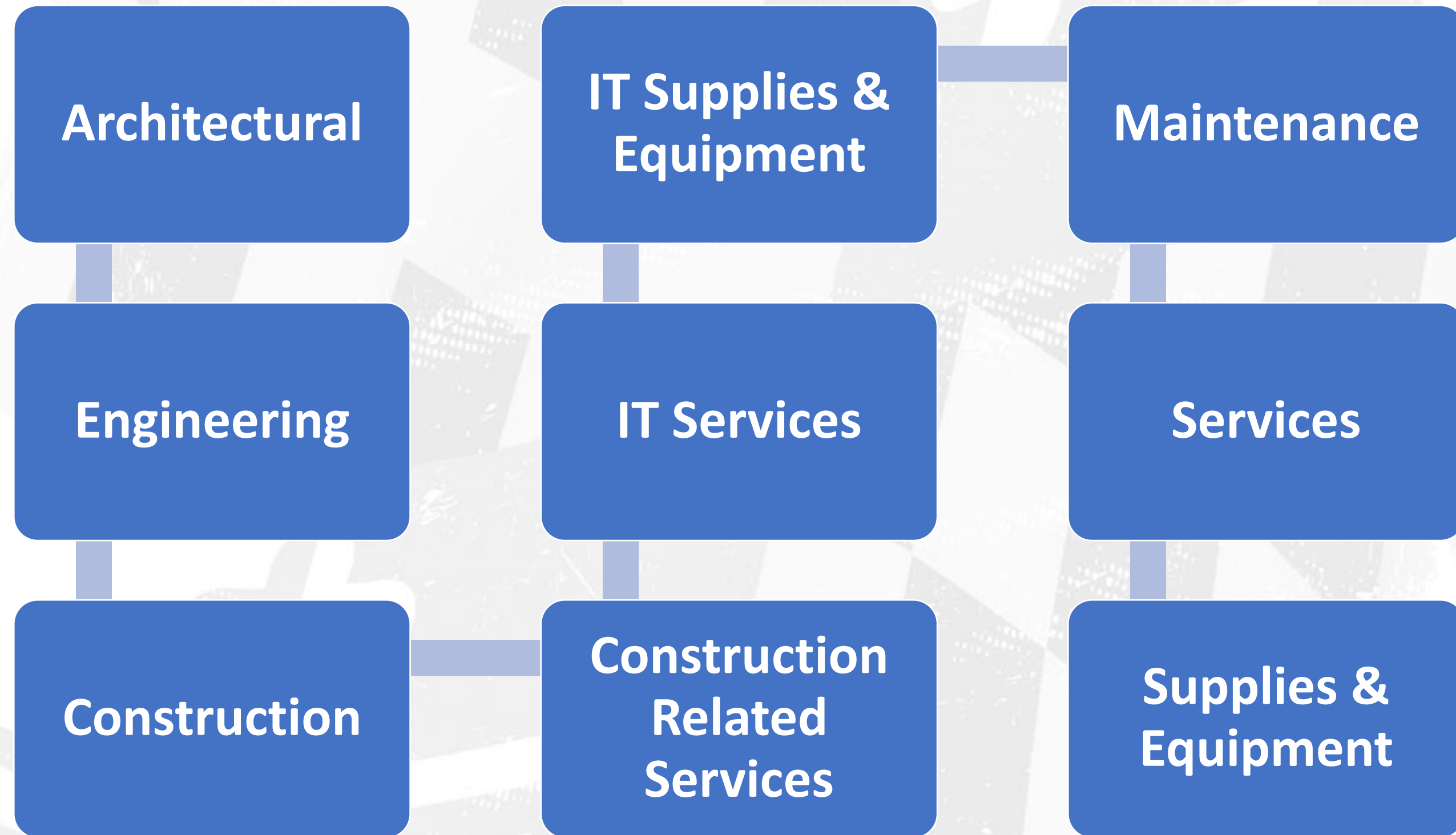
HOW will you perform?

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

Contract Privity – Legal Relationship



Procurement Categories / Industries





SOCIOECONOMIC PROGRAMS

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.

WHY Certify?

Certification is ***not a requirement*** for doing business with the State of Maryland.

You are able to perform today as a prime contractor or subcontractor without holding any certification(s)



Why Certify?

Nearly every contract with state funding is reviewed for small business designation and/or minority, women, and veteran-owned business participation.

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Maryland's Socioeconomic Procurement Programs



- 10,000+ certified MBE firms
- \$2.2 Billion in awards in FY24
- \$1.6 Billion made in payments
- 1,724 Firms to Receive payment as an MBE in FY24



- 950+ certified VSBE firms
- \$124 Million in Awards in FY24
- 727 Prime contracts made to VSBE's contracts in FY24
- 104 VSBE firms received payments in FY24



- 5,500+ certified small businesses (CSBs)
- \$483 Million in payments
- Over 2,000 Firms received payment as an SBR in FY24
- 29% increase in Certified Small Business database

Certification Overview



- 51% ownership
- Control
- Size of business
- Personal Net Worth
- UCA – 1 application for state MBE + MDOT Fed DBE/ACDBE/SBE
- 8 months – 1 year



- 51% ownership must be a Veteran(s)
- 3-step certification
 - a) eMMA Registration
 - b) Veteran Verification (State or Federal)
 - c) Application
- 1-2 days



- For-Profit business
- Not a broker
- Not a subsidiary
- Not “dominant” in your industry nationally (too big)
- Meet “either” employee or fiscal thresholds
- 20 minutes

Key Differentiators of Maryland's Socioeconomic Procurement Programs



Public procurement processes are open and transparent.



Solicitations designated to the SBR Program do not have a cap; value may exceed \$1,000,000.



SBR designated solicitations may include MBE goals.



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

Key Differentiators of Maryland's Socioeconomic Procurement Programs



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



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



After award of a contract, named MBEs and VSBEs cannot be removed by the prime without written consent from the agency head.

Key Differentiators of Maryland's Socioeconomic Procurement Programs



There is no cost to receive or maintain CSB, MBE, or VSBE certifications.



Firms are encouraged to obtain certification in each program for which they qualify.



MBE prime contractors may fulfill up to 50% of a subgoal.

Key Differentiators of Maryland's Socioeconomic Procurement Programs



MBEs with dual certification can meet multiple subgoals on the same contract.



VSBEs with MBE certification can fulfill both subcontracting goals on the same contract.



SBR, MBE & VSBE Liaisons are positioned in every participating agency

- Liaisons participate on the PRG
- The liaison directory is published online



CERTIFICATIONS





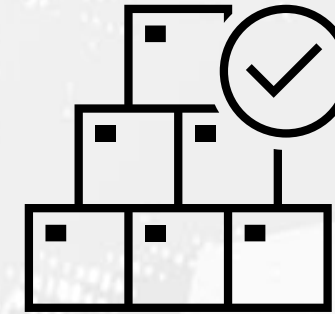
MBE Overview

Uniform Certification Application



Allows you to fill out 1 application:

- **MBE** (state level certification + all state funded projects)
- **DBE** (federal certification – MDOT projects only / federal funding)



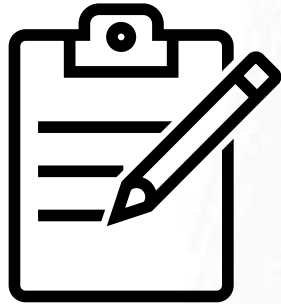
In addition, you can add the following:

- **SBE** (federal – MDOT projects only / federal funding) *
- **ACDBE** (federal – MDOT projects only / federal funding) *

*** May be other requirements**



VSBE Certification Process



Vendor Registration

- Register as a vendor in eMMA
- Indicate interest in the VSBE Program (Procurement Programs section)
- Complete your eMMA Registration



Veteran Verification

- Maryland Department of Veterans Affairs (submitting DD214)
- U.S. Small Business Administration (SBA – VetCert)



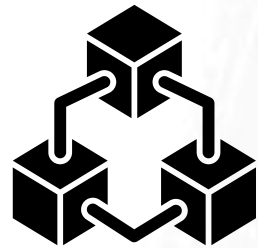
VSBE Application

- Complete the VSBE Application
- Include your Verification #
- Update your vendor profile in eMMA with a VSBE Certification #

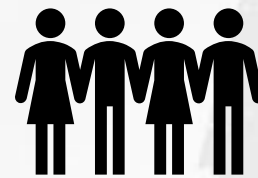


SBR Overview:

State Defined Small Business Eligibility Standards

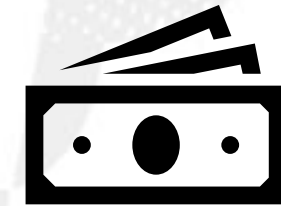


Industry



of Employees

OR



Gross Sales last 3 Years

Retail

25

\$3 million

Wholesale

50

\$4 million

Construction Operations

50

\$7 million

Service Operations

100

\$10 million

Manufacturing Operations

100

\$2 million

Architectural and Engineering

100

\$4.5 million

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WHERE DO YOU GET YOUR CERTIFICATIONS?

[Office of Minority Business Enterprise](#)
(MDOT)



Certified Small Business (CSB)



[Governor's Office of Small, Minority & Women Business Affairs](#)



MINING OUR STATE CONTRACTING PIPELINE

State Contracting Pipeline



**eMaryland Marketplace
Advantage (eMMA)**



Procurement Forecast



Board of Public Works



Agency Liaisons

goMDsmallbiz.maryland.gov

eMaryland Marketplace Advantage (eMMA)

emma.maryland.gov

Welcome to eMaryland Marketplace Advantage (eMMA)



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

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

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

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

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

LOGIN

Login *

Password *



Login

State SSO Login (login.md.gov)

MDot SSO Login(MSAzure)

[Lost your password?](#)



New Vendor? Register Now



Public Solicitations



Public Contracts



Vendor Search

1. Buyer/Agency
2. Procurement Officer
3. Type of Contract
4. Term of the Contract
5. Scope of Work

1. Contract Title
2. Vendor
3. Type of Contract
4. Term of the Contract
5. Amount of Contract

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Public Solicitations search...

Keywords

Construction

Status

Open

Category

Q Search

Reset

> Advanced Search

Filters

Keywords: Construction X

Status: Open X

ID	Title	Status	Due / Close Date	Publish Date UTC-4	Main Category	Solicitation Type	Issuing Agency
BPM045188	MARC NEW STORAGE TRACKS AT MARTIN MAINTENANCE YARD	Open	10/1/2024	9/30/2024 10:31:58 AM	Railway track laying service	IFB: Invitation for Bid	Maryland Transit Administration
BPM046562	Saddlebrook Park Police Headquarters Renovation	Open	10/30/2024	9/30/2024 9:06:34 AM	Commercial and office building renovation and repair service	Public Notice	Maryland National Capital Park and Planning Commission
BPM046558	Invitation to Bid - Commodore John Rodgers - GMP 2	Open	10/22/2024	9/27/2024 1:41:01 PM	Specialized trade construction and maintenance services	Public Notice	Stadium Authority
BPM046534	PROJECT NO. 1402 ON-CALL MECHANICAL/ELECTRICAL/PLUMBING (MEP) ENGINEERING DESIGN SERVICES	Open	11/22/2024	9/26/2024 3:14:17 PM	Other	Public Notice	City of Baltimore
BPM046235	Construction Management and Inspection Services for the Francis Scott Key Bridge Reconstruction	Open	10/15/2024	9/25/2024 9:45:51 AM	Professional engineering services	RFP: Double Envelope Proposal	Maryland Transportation Authority
BPM045047	BWI MARC STATION REPAIRS	Open	10/16/2024	9/25/2024 8:26:40 AM	Concrete and cement and plaster	IFB: Invitation for Bid	Maryland Transit Administration
BPM046455	Professional Services Agreement to Provide Commissioning Engineering Services to Multiple Construction Contracts	Open	10/28/2024	9/25/2024 7:54:55 AM	Professional engineering services	RFP: Double Envelope Proposal	Department Of General Services
BPM046479	Invitation to Bid - GMP #4 - Arthur W. Perdue Stadium Improvements	Open	10/9/2024	9/24/2024 1:10:09 PM	Building and Facility Construction and Maintenance Services	Public Notice	Capital Projects
BPM046449	Calvert County Public Schools - Windy Hill Middle School Addition of Chiller	Open	10/31/2024	9/20/2024 4:13:24 PM	Heating and cooling and air conditioning HVAC construction and maintenance services	Public Notice	Calvert County Public Schools
BPM046433	Invitation to Bid - M&T Bank Stadium Renovations - GMP 11A	Open	10/4/2024	9/20/2024 10:16:53 AM	Specialized trade construction and maintenance services	Public Notice	Capital Projects
BPM045294	BUS 1331 S. Monroe St - Phase I	Open	10/23/2024	9/19/2024 12:03:18 PM	Commercial and office building construction services	IFB: Invitation for Bid	Maryland Transit Administration
BPM046389	SM1485170 MD 235 Corporate Dr to MD 246 and MD 235 to Shady Mile Dr SMART Signal - St Mary's County	Open	10/24/2024	9/17/2024 1:43:31 PM	Building and Facility Construction and Maintenance Services	Public Notice	State Highway Administration
BPM045917	NEWTOWNE NECK STATE PARK BRETTON & BEACH AREA IMPROVEMENTS	Open	10/2/2024	9/17/2024 10:22:56 AM	Architectural engineering	RFP: Double Envelope Proposal	Department Of General Services

Title	ID	Alternate ID	Lot #	Round #	Status	Due / Close Date (EST)	Due / Close Date (EST)
Construction Management and Inspection Services for the Francis Scott Key Bridge Reconstruction	BPM046235	MDTA 2024-03	1	3	Open	Oct 15 2024 12:00PM	Oct 15 2024 12:00PM
Solicitation Type							
RFP: Double Envelope Proposal							
Main Category							
Professional engineering services							
Issuing Agency							
Maryland Transportation Authority							

Procurement Officer / Buyer	Email
Abby ALAM	aalam2@mdot.state.md.us

Solicitation Summary

The MDTA is issuing this Request for Proposals (RFP) for consultant assistance to perform comprehensive Construction Management and Inspection (CMI) Services for the Francis Scott Key Bridge Reconstruction (Consultant Firm(s)).

Procurement Program Participation Goals





DBE Participation (%)

33.0

Solicitation Links

[View Technical Questionnaire](#)[View Financial Questionnaire](#)

Attachments

Title	Type	Att.	Last Modified on UTC-4	Creation Date UTC-4	Validity End Date
2024-03 Addendum #2	Amendment (Approved)	 2024-03 Addendum 2 Final.pdf	9/25/2024 9:41:19 AM	9/25/2024 9:41:19 AM	
2024-03 Addendum #1	Amendment (Approved)	 2024-03 Addendum 1 Final.pdf		9/17/2024 10:50:24 AM	
MDTA 2024-03 Request for Proposals	Technical Documents (Approved)	 MDTA 2024-03 FSK CMI RFP.pdf		9/9/2024 11:09:25 AM	
MDTA 2024-03 TET Classification Specifications	Attachments & Appendixes (Approved)	 2024-03 TET Classification Specifications.pdf		9/9/2024 11:02:47 AM	

4 Result(s)

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

Recent



NEW Program Seals

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



Procurement Forecast

Welcome to Maryland's Procurement Forecast Portal.

This database is populated with *projected* purchases of \$100,000 and above for the current fiscal year. Not all projected purchases will be made as indicated in the Procurement Forecast.

We strongly advise you to connect with the buyer directly for details and updates.

To obtain the contact information of the buyer, download your search results by clicking on "EXPORT TO EXCEL" below.

Export To Excel

Search - Description

Search

Reset All Filters

Search by Agency

Search by Procurement Categories

Search by Contract Value

Search by Region

Search by Projected Advertisement Dates

Agency Name: Information Technology

Procurement Category: Information Technology - Services

Procurement Method: To Be Determined

Description: GIS SOFTWARE AS A SERVICE MASTER CONTRACT

Location/Delivery: STATEWIDE

Estimated Advertisement Date: To Be Determined

Estimated Total Contract Award (no options): \$10,000,001 to \$20,000,000

Term of Contract: To be Determined

Fiscal Year - July – June

- Q1 July – September
- Q2 October – December
- Q3 January – March
- Q4 April - June

1. Keyword
2. Agency
3. Procurement Category
4. Contract Value
5. Region
6. Advertisement date by Quarters


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Procurement Forecast – Export to Excel


Agency Name	Incumbent Name	Current MBE/DBE Participation Goal	Procurement Category	Description	Estimated Advertisement Date	Estimated Total Contract Award (no options)	Term of Contract	PO Name	PO Phone	PO Email
Information Technology			Information Technology - Services	Audit Services Master Contract	To Be Determined	\$5,000,001 to \$10,000,000	To be Determined	Glen Hubbard	410 218-0498	glen.hubbard2@maryland.gov
Transportation - Transportation Authority	CDM Smith, Inc.	MBE 5%	Services	Traffic and Revenue Services	Q2 (Oct.-Dec. 2024)	\$1,000,001 to \$5,000,000	5 years or more	Agnes Vadasz	410-537-7811	avadasz@mdta.state.md.us
Transportation - Aviation	Jacobs Engineering Group, Inc.	19.00%	Architectural Services	Program Management of Architectural & Engineering Services at BWI & MTN Airports	To Be Determined	\$10,000,001 to \$20,000,000	5 years or more	Gayle Mealy	410-859-7331	gmealy2@bwiairport.com
Transportation - Aviation	Jones Payne Group, Inc.	25.00%	Architectural Services	Comprehensive Professional Services for the Residential Sound Insulation Program at BWI	Q1 (July-Sept. 2024)	\$5,000,001 to \$10,000,000	5 years or more	Gayle Mealy	410-859-7331	gmealy2@bwiairport.com
Transportation - Aviation	Airport Design Consultants, Inc.	19.50%	Architectural Services	Program Management of Architectural & Engineering Services at BWI & MTN Airports	To Be Determined	\$10,000,001 to \$20,000,000	5 years or more	Gayle Mealy	410-859-7331	gmealy2@bwiairport.com
Transportation - Port Administration	P2 Cleaning Services, Inc.	SBR Designated & 16% MBE	Maintenance	Janitorial Services at DMT & SMT	Q2 (Oct.-Dec. 2024)	\$500,001 to \$1,000,000	5 years or more	Kelli Peters	410-385-4834	kgower3@marylandports.com
Transportation - Port Administration	Atmos Solutions	SBR Designated	Services	Air Quality Testing & Legionella Sampling Services at WTC & South Locust Point Cruise Terminal	Q4 (April-June 2025)	\$15,000 to \$99,000	2-3 years	Hannah Brown	410-385-4845	hbrown2@marylandports.com

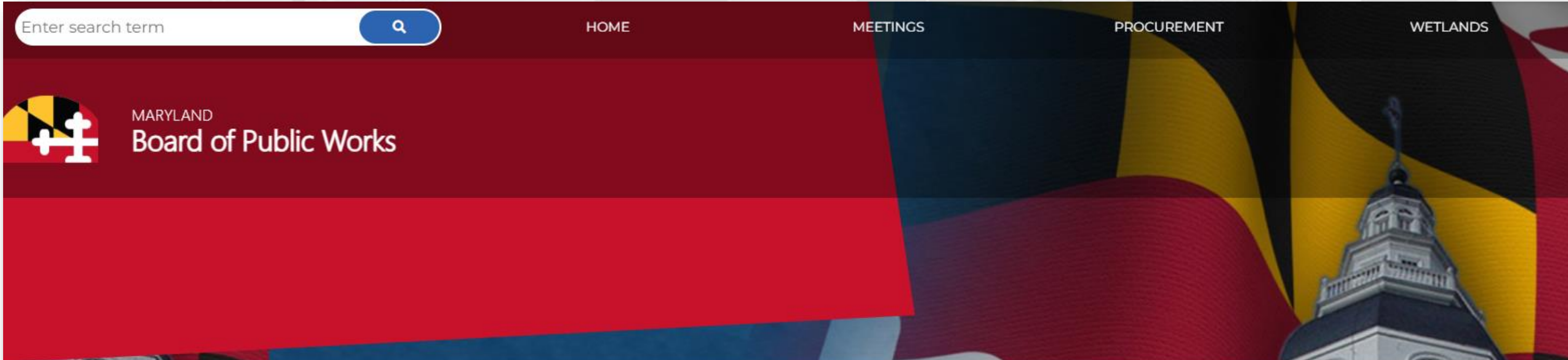
Board of Public Works


bpw.maryland.gov



[HOME](#) [MEETINGS](#) [PROCUREMENT](#) [WETLANDS](#)

 **MARYLAND**
Board of Public Works





Treasurer Davis, Lieutenant Governor Miller & Comptroller Lierman

BPW Meetings

[Meeting Information](#)

- [BPW Meeting Documents](#)
- [Live Meeting Broadcast](#)
- [Meeting Calendar](#)

Publications

- [All Publications](#)
- [Reports Due to BPW](#)
- [Advisories](#)
- [Debarments](#)
- [Pending Regulations](#)
- [Procurement Agency Activity Report \(PAAR\)](#)

About BPW

- [Staff](#)
- [Organizational Chart](#)
- [Directions and Parking](#)
- [About BPW](#)

Spotlight

- [2024 BPW Meeting Schedule](#)
- [FY 2024 State Tax Rate](#)
- [FY 2023 State Tax Rate](#)
- [Maryland Department of Health - Coronavirus Disease 2019 \(COVID-19\) Information](#)
- [FY 2023 Procurement Advisor's Report](#)
- [eMaryland Marketplace Advantage \(eMMA\) Registration Now Open!](#)
- [NASPO State Preference Repository](#)

Meeting LiveStream

www.goMDsmallbiz.maryland.gov

Board of Public Works

2024 Meeting Documents

Doc Title

1/3/2024

1/17/2024

1/31/2024

2/14/2024

2/28/2024

3/13/2024

4/3/2024

4/17/2024

5/1/2024

5/15/2024

6/5/2024

7/3/2024

7/17/2024

8/7/2024

8/28/2024

9/11/2024

10/2/2024



Board of Public Works Meeting Documents

Board of Public Works Meeting Documents consist of:

- **Agenda** - Collection of all Items presented to the Board
- **Summary** - Synopsis of all Items presented to the Board
- **Audio Recording** - Voice recording of the Board meeting
- **Transcript** - Written recording of the Board meeting
- **Minutes (historic files)** - Collection of all Items presented to the Board with notes/summary of actions during the meeting incorporated within.

Before a meeting, the Agenda is posted - generally ten days in advance. The Summary is posted a few days later. After posting, these two documents may be updated to reflect revised, supplemental, and hand-carried Items.

After a meeting, the Agenda and Summary are updated with notations showing the Board's action on each Item. The Audio Recording and the Transcript are added when available.

Note: Our historic files do not contain the full collection of e-documents. You will find:

- Present-Day - 2010: Agenda, Summary, Audio Recording, Transcript
- 2011 - 1995: Agenda, Summary, Transcript
- 1994 - 1971: Agenda, Transcript
- 1971 - 1904: Minutes



DEPARTMENT OF GENERAL SERVICES
OFFICE OF STATE PROCUREMENT
ACTION AGENDA
October 2, 2024



Contact: Christa Speicher 410-764-3492
christa.speicher@maryland.gov

7-S. **SERVICES CONTRACT**
Health Services Cost Review Commission

Contract ID: Value Based Program Design; HSCRC-23-0296
ADPICS No.: M00B5600325

Contract Description: Assist in researching, designing, and refining methodologies to define and measure care transformation programs with a focus on episode-based models, which include literature reviews, program design, episode development, and technical expert panels.

Award: ABT Global LLC; Rockville, MD

Contract Term: 11/01/2024 - 10/31/2027

Amount: \$2,053,144

Procurement Method: Competitive Sealed Proposals

Proposals:

Offerors	Technical Rankings	Financial Offers (Rankings)	Overall Rankings
ABT Global LLC, Rockville, MD	1	\$2,053,144.00 (2)	1
Mathematica, Inc., Washington, DC	3	\$1,685,024.49 (1)	2
ATI Advisory, Washington, DC	2	\$2,599,904.00 (3)	3

*Technical rankings were weighted greater than financial rankings

MBE/VSBE Participation: 10% / 3%

Performance Security: No

Hiring Agreement Eligible: Yes

Incumbent: Same



DEPARTMENT OF GENERAL SERVICES
OFFICE OF STATE PROCUREMENT
ACTION AGENDA
October 2, 2024



7-S. **SERVICES CONTRACT** (cont'd)

Requesting Agency Remarks: A notice of the availability of the Request for Proposals (RFP) was advertised on eMaryland Marketplace Advantage (eMMA) on May 15, 2024. A total of 15 potential vendors were directly solicited. Seven proposals were received and three were determined to be reasonably susceptible of being selected for award. Four were deemed not reasonably susceptible of being selected for award because they did not meet the minimum score. They lacked experience and expertise regarding HSCRC, the Total Cost of Care (TCOC) model and global budgets. Additionally, they had limited relevant experience with Centers for Medicare and Medicaid Services (CMS) value-based programs and Medicare value-based models. The recommended offeror ABT Global LLC was determined to be most advantageous to the State as its proposal was both ranked highest technically and was ranked highest overall.

In evaluating the offeror's proposal related to the economic benefit to the State, consideration was given to awarding this contract to the firm that will have the most direct and indirect benefits to the State of Maryland's economy. The awardees headquarters is in Rockville, MD. They will subcontract with a small business located in Columbia, and a Service-Disabled Veteran-Owned small business located in Rockville. The awardee and all its subcontractors will purchase supplies, equipment, and services in Maryland.



Read the September edition of our Small Biz Bulletin!

- SBR Liaisons
- MBE Liaisons
- VSBE Liaisons

the procurement process.



TOP WEBSITE PICKS

- State of Maryland Disparity Study
- Expanding Opportunities Magazine
- eMaryland Marketplace Advantage (eMMA)
- Maryland Financial Incentives for Businesses
- Maryland Business Express
- Maryland Entrepreneur Hub
- SBR Liaisons
- MBE Liaisons
- VSBE Liaisons
- MBE Rights & Responsibilities
- FY2021 Customer Service Annual Report

Agency Liaisons

1. Entry point with an agency
2. Primary contact
3. Small Procurements under \$15,000

1. Liaisons are listed by Program (SBR, MBE, & VSBE)
2. Alphabetical order by Agency
3. Contact information

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State of Maryland MBE Liaison Directory

Reporting Agency	MBE Liaison Name/Contact Info	Address
AGING	Christopher Nehmer christopher.nehmer@maryland.gov 410-767-2157	301 W. Preston Street, Suite #1007 Baltimore, MD 21201
AGRICULTURE	Colleen Robinson colleen.robinson@maryland.gov 410-841-5917	50 Harry S. Truman Parkway, Room 320 Annapolis, MD 21401
ARCHIVES	Teresa Fawley teresa.fawley@maryland.gov 410-260-6405	350 Rowe Boulevard Annapolis, MD 21401
ASSESSMENTS & TAXATION	Tara L. Gray tara.gray@maryland.gov 410-767-1194	301 W Preston Street #808 Baltimore, MD 21201
ATTORNEY GENERAL'S OFFICE	Janice Clark jclark@oag.state.md.us 410-573-7033	200 St. Paul Place, 17th Floor Baltimore, MD 21202-2021
BALTIMORE CITY COMMUNITY COLLEGE	Anna Lansaw ALansaw@bcc.edu 410-209-2378	2901 Liberty Heights Avenue Baltimore, MD 21215
BOWIE STATE UNIVERSITY	Steven Jost sjost@bowiestate.edu 301-860-4212	41000 Jericho Park Road Bowie, MD 20715
BUDGET & MANAGEMENT	Thomas McLamore thomas.mclamore@maryland.gov 410-260-7663	45 Calvert Street, 1st Floor Annapolis, MD 21401-1907
CANAL PLACE PRESERVATION	Nicole Gray Nicole.gray@maryland.gov 301-742-3655	13 Canal Street, Room 301 Cumberland, MD 21502
COMMERCE	Tonya Wigfall tonya.wigfall@maryland.gov 410-767-6869	World Trade Center 410 East Pratt Street, 15th Floor Baltimore, MD 21202
COMMISSION ON CIVIL RIGHTS	VACANT	6 Saint Paul Street, Suite 900 Baltimore, MD 21202-1631
COMPTROLLER	Laura Gutierrez lgutierrez@marylandtaxes.gov 667-262-0535	Louis L. Goldstein Treasury Building Post Office Box 466 Annapolis, MD 21404-0466
COPPIN STATE UNIVERSITY	Thomas Dawson thdawson@coppin.edu 410-951-3790	2500 West North Avenue Research Building, 2nd Floor Baltimore, MD 21206

TIPS for Mining Public Data

1. Fine Tune what Product and Service Codes relate to what you offer. This will help you make a match with the codes used in solicitations.
2. Use the data to narrow your focus, for a more targeted search when identifying agencies.
3. Notice the terms of contracts, to better understand when they expire & when they come out again. Part of building a pipeline.
4. Take note of the Industry Categories, which agencies are spending, and how much they spend. ***See examples from our Annual Report FY 2024 on the next two slides.***

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

<https://gomdsmallbiz.maryland.gov/Pages/reports.aspx>

Exhibit C: FY2023 MBE Awards by Procurement Category

Fiscal Year 2023					
Procurement Category	MBE Prime Contract Awards	MBE Subcontract Awards	Total MBE Awards	Total ALL AWARDS	MBE Participation
Architectural	\$8,851,618	\$76,538,620	\$85,390,238	\$314,468,442	27.15%
Engineering	\$4,508,684	\$127,632,896	\$132,141,580	\$450,786,067	29.31%
Construction	\$97,049,211	\$393,235,548	\$490,284,759	\$2,042,942,426	24.00%
Construction Related Services	\$253,460	\$5,667,283	\$5,920,743	\$17,307,656	34.21%
Maintenance	\$64,449,326	\$64,056,396	\$128,505,722	\$1,021,244,693	12.58%
Services	\$67,208,155	\$80,009,777	\$147,217,932	\$1,118,922,754	13.16%
Supplies & Equipment	\$15,171,006	\$29,545,193	\$44,716,199	\$455,911,658	9.81%
IT Services	\$65,466,763	\$48,071,686	\$113,538,449	\$610,230,693	18.61%
IT Supplies & Equipment	\$29,981,757	\$12,245,803	\$42,227,560	\$271,350,053	15.56%
Human, Cultural, Social & Educational Services	\$3,277,331	\$1,635,474	\$4,912,805	\$25,003,007	19.65%
Corporate Credit Card	\$4,787,897	\$0	\$4,787,897	\$219,978,962	2.18%
Direct Voucher	\$19,409,388	\$0	\$19,409,388	\$281,227,385	6.90%
TOTAL	\$380,414,596	\$838,638,676	\$1,219,053,272	\$6,829,373,796	17.85%

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

<https://gomdsmallbiz.maryland.gov/Pages/reports.aspx>

Exhibit F: FY2023 Industry Category: Construction

Fiscal Year 2023					
Industry Category: Construction					
MBE Participating Agency/Department	MBE Prime Contract Awards	MBE Subcontract Awards	Total MBE Awards	Total ALL AWARDS	MBE Participation
AVIATION ADMINISTRATION	\$1,348,673	\$10,203,193	\$11,551,866	\$70,230,091	16.45%
BALTIMORE CITY COMMUNITY COLLEGE	\$0	\$286,679	\$286,679	\$458,000	62.59%
COPPIN STATE UNIVERSITY	\$0	\$0	\$0	\$2,610,380	0.00%
EDUCATION	\$1,100	\$0	\$1,100	\$1,100	100.00%
ENVIRONMENTAL SERVICES	\$1,706,285	\$13,524,846	\$15,231,131	\$50,942,114	29.90%
FROSTBURG STATE UNIVERSITY	\$0	\$0	\$0	\$1,033,941	0.00%
GENERAL SERVICES	\$10,392,639	\$59,774,916	\$70,167,555	\$270,205,139	25.97%
HUMAN SERVICES	\$34,574	\$0	\$34,574	\$45,960	75.23%
JUVENILE SERVICES	\$166,731	\$0	\$166,731	\$261,745	63.70%
MORGAN STATE UNIVERSITY	\$0	\$0	\$0	\$195,000	0.00%
MOTOR VEHICLE ADMINISTRATION	\$190,609	\$3,904,331	\$4,094,940	\$16,107,209	25.42%
NATURAL RESOURCES	\$0	\$0	\$0	\$2,740	0.00%
PORT ADMINISTRATION	\$0	\$6,008,500	\$6,008,500	\$29,545,091	20.34%
PUBLIC SAFETY & CORRECTIONAL SERVICES	\$524,367	\$0	\$524,367	\$5,943,355	8.82%
PUBLIC SCHOOL CONSTRUCTION	\$37,686,505	\$159,203,812	\$196,890,317	\$472,456,876	41.67%
PUBLIC SERVICE COMMISSION	\$29,894	\$0	\$29,894	\$29,894	100.00%
SAINT MARY'S COLLEGE OF MARYLAND	\$0	\$5,568,631	\$5,568,631	\$17,318,922	32.15%
STADIUM AUTHORITY	\$8,155,690	\$4,535,829	\$12,691,519	\$102,295,975	12.41%
STATE HIGHWAY ADMINISTRATION	\$33,490,278	\$60,378,393	\$93,868,671	\$606,133,298	15.49%
TOWSON UNIVERSITY	\$85,039	\$0	\$85,039	\$480,007	17.72%
TRANSIT ADMINISTRATION	\$2,769,600	\$2,351,306	\$5,120,906	\$10,478,368	48.87%
TRANSPORTATION AUTHORITY	\$0	\$20,247,867	\$20,247,867	\$104,782,580	19.32%
U OF MD, BALTIMORE	\$210,826	\$13,177,963	\$13,388,789	\$104,376,922	12.83%
U OF MD, BALTIMORE COUNTY	\$82,385	\$1,399,146	\$1,481,531	\$7,388,919	20.05%
U OF MD, COLLEGE PARK	\$174,016	\$32,670,136	\$32,844,152	\$169,618,800	19.36%
TOTAL	\$97,049,211	\$393,235,548	\$490,284,759	\$2,042,942,426	24.00%



RESOURCES





Do you run a business in Maryland?

We need your help!

Please take the
Maryland Disparity Study Vendor Survey

StateofMDDisparityStudy.com

We need your help!

stateofmddisparitystudy.com

Take the survey!

Program Seals:

Please visit our
website to download

goMDsmallbiz.maryland.gov



Certified Small Business (CSB)

Mining Public Data Techniques



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Videos & Slide Decks

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

[Procurement Forecast](#)

[Board of Public Works](#)

[Communicating with Confidence](#)

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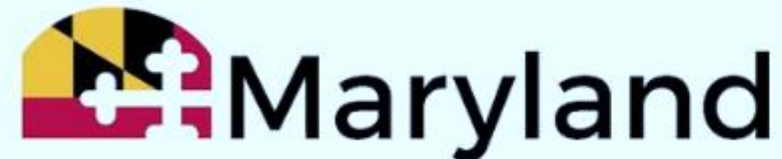
9AM-12PM



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EXPERTS



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T.I.P.S. Webinar Series Playlist

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1 **Doing Business with the State of Maryland - July 25, 2024**
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2 **Crafting A Compelling Capability Statement - July 23, 2024**
StateMaryland • No views • 1 day ago
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3 **Anatomy of a Bid - June 27, 2024**
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4 **Strategies for Digital Marketing - June 25, 2024**
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5 **Maryland's Veteran-Owned Small Business Enterprise (VSBE) Program**
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Upcoming



goMDsmallbiz.maryland.gov

Wednesday
July 30 , 2025

10:00 a.m.

[Tap Into Business Event](#)
[by WSSC Water](#)

@ Bowie State University

Tuesday
August 5, 2025

10:00 a.m.

Maryland's
[MBE/DBE/ACDBE/SBE](#)
[Certification Application](#)
[Assistance Webinar](#)

Friday
August 1, 2025

10:00 a.m.

[Small Biz Resource](#)
[Connections:](#)

Accessibility 101 – What Every
Business Needs to Know (and
Why it Matters)

Friday
August 8, 2025

9:30 a.m.

Maryland's VSBE/SBR
Certification Workshop
@ Howard County

Partners

**Maryland APEX Accelerators
(formerly PTAC)**

<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?Pagelid=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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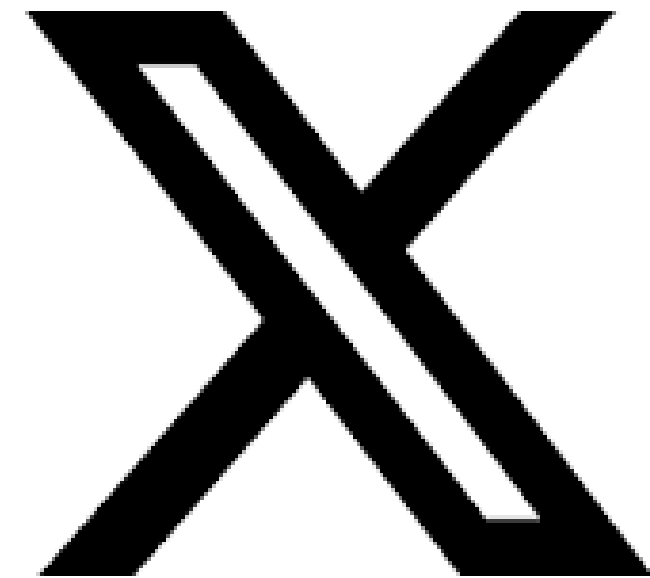
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Thank You!