

WELCOME!

Today's Topic:

Prime Contracting in Maryland's Small Business Reserve (SBR) Program

July 8, 2025

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

TRAINING & INSIGHTS FOR
PROCUREMENT SUCCESS



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EXPERTS

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Maryland

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



GUEST INSTRUCTOR



**LISA MITCHELL
SENNAAR**

SBR COMPLIANCE MANAGER



goMDsmallbiz.maryland.gov



Wes Moore
Governor



Aruna Miller
Lt. Governor



Y. Maria Martinez
Special Secretary



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



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



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



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



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



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

<https://goMDsmallbiz.maryland.gov>

Maryland's Socioeconomic Procurement Programs



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



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



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

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

Payments

Fiscal Year 2024

MBE Program

- \$1.6 billion



VSBE Program

- \$23 million



SBR Program

- \$483 million



Program Seals

MBE Program



VSBE Program



SBR Program



www.goMDsmallbiz.maryland.gov

Small Business Reserve (SBR) Program

- Overview of the SBR Program
- Eligibility standards
- Online self-certification process
- Pipeline for identifying SBR opportunities



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

SBR Program- Value Proposition

- It is a FREE online self-certification through the state's eMaryland Marketplace Advantage (eMMA) portal!
- 20% of the state solicitations advertised on eMMA are SBR designated
- You compete against other Certified Small Businesses (CSBs)(as opposed to larger companies)!
- If you are awarded an SBR designated contract, you would be the **PRIME CONTRACTOR!**
- Close to \$500 million in state-funded contracts paid to Certified Small Businesses (CSBs)
- Availability of SBR Liaisons!



POLL # 1

SBR Program Background

In 2004, the state created the **Small Business Reserve (SBR) Program**, providing Certified Small Businesses with the opportunity to participate as prime contractors on state contracts by establishing a unique marketplace where small businesses compete against other small businesses instead of larger, more established companies.

SBR Program Rules

Almost 70 participating agencies/departments are directed to designate at least 20% of its fiscal year procurement expenditures with Certified Small Businesses.

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

SBR Program Rules

Once a solicitation has been designated as “**SBR only**,” an award can only be made to a Certified Small Business.

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



Currently, eligible procurements between
\$50,000-\$500,000
shall be designated to **SBR Program** (with certain exceptions)

Effective October 1, 2025, that threshold will change to
\$1,000,000 or less

SBR Program

SBR Program Eligibility Standards

<https://gomdsmallbiz.maryland.gov/Pages/sbr-Program.aspx>

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

Eligibility Standards

For-profit businesses, other than a broker,
(exceptions are real-estate and insurance)

- independently owned and operated
- not a subsidiary of another business
- not dominant in its field of operation at the national level

Certified Small Business Industry Thresholds

Industry	Number of Employees in the 3 Most Recent Years	<u>or</u> Average Gross Sales over the 3 Most Recent Years
Wholesale	50	\$4 million
Retail	25	\$3 million
Manufacturing Operations	100	\$2 million
Service Operations	100	\$10 million
Construction Operations	50	\$7 million
Architectural and Engineering	100	\$4.5 million



SBR Program Disclaimer

<https://gomdsmallbiz.maryland.gov/Pages/sbr-Program.aspx>

All vendors receiving payments
from the State must be in
good standing/active with the
Maryland Department of
Assessments and Taxation.

Business Entity Search

<https://egov.maryland.gov/BusinessExpress/EntitySearch>



All vendors receiving payments
from the State must be registered
in eMaryland Marketplace Advantage (eMMA)



eMaryland Marketplace Advantage

- 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

<https://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](#)

QUICK REFERENCE GUIDES (QRGS)

eMMA Vendor Registration

[Solution home](#) / [eMMA Vendor Guides & Training](#) / [Vendor Instruction](#)

Start Your Vendor Registration, Part I (Vendor)



Modified on: Fri, 18 Aug, 2023 at 3:14 PM

Overview

To bid on solicitations in eMMA, you need a registered vendor profile in eMMA. If you don't have one, this Quick Reference Guide (QRG) shows you how to **register** as a vendor in eMaryland Marketplace Advantage (eMMA).

Once complete, eMMA checks to make sure no existing Vendor registrations match your profile in the system. You will receive an email from eMMA allowing you to log in and complete the registration process.

NOTE: eMMA permits or rejects Vendor Registration depending on the Vendor Tax ID status. Once you've submitted your Vendor profile, a green checkmark displays on the webpage to indicate that you've successfully registered your Vendor profile in eMMA.



We thank you for your visit.

Your registration submission for eMaryland Marketplace Advantage (eMMA) has been received. You will receive an email from eMMA.helpdesk@maryland.gov with next steps.

[Go back to login page](#)

[Quick Reference Guide](#)

eMMA Vendor Registration

Step-by-Step Instruction

Vendor Registration

NOTE: This QRG uses diagrams with specific callouts to show required and optional fields in forms. A yellow




callout with a red border

indicates a required field, while yellow callouts with a black border

indicate optional fields. Letters within the callouts respond to the explanations below the diagram. A red asterisk *

indicates a required field.



The following symbol  may display beside the title of some of the form fields. Hover your cursor over the symbol to see a text popup with more information about the field.

1. Access eMMA at emma.maryland.gov.
2. Click on the **New Vendor? Register Now** option, located under the login window.

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.

LOGIN

Login *

Password *

Login

State SSO
Login(SecureAuth)

MDot SSO
Login(MSAzure)

Lost your password?



New Vendor? Register Now



Public Solicitations

<https://emma.maryland.gov>

Please take your time and fill this out completely.

1. Access eMMA at emma.maryland.gov.
2. Click on the **New Vendor? Register Now** option, located under the login window.

Welcome to eMaryland Marketplace Advantage (eMMA)

emmaSM
eMaryland Marketplace Advantage

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.

LOGIN

Login*

Password*

Login

State SSO Login(SecureAuth) MDot SSO Login(MSAzure)

Lost your password?

New Vendor? Register Now

Public Solicitations

3. Complete the form fields in the **Company Information** section. Required fields are marked with a red asterisk (*).

Company Information

a Legal Name*

b Tax ID Type*

c Company Name (DBA) ⓘ*

DBA or Trade Name

d Tax ID ⓘ*

e Do You Have a DUNS Number?*

☐ Yes

☐ No

☐ I don't know

f DUNS ⓘ

g Ownership Type ⓘ*

See Tooltip for Definitions

h Website

i Business Description

eMMA Vendor Registration

4. Complete the following fields in the **Main Address** section. Required fields are marked with an asterisk (*).

The screenshot shows a web form for vendor registration. The 'Main Address' section contains fields for Address*, Address Line 2, Address Line 3, City*, State/Territory/Province*, Postal Code*, and Country*. The 'Corporate Contact Information' section contains fields for Corporate Email, Corporate Phone*, Corporate Fax, and General Company Fax. Red callout boxes with letters a through j point to the following fields: a. Address*, b. Address Line 2, c. Address Line 3, d. City*, e. State/Territory/Province*, f. Postal Code*, g. Country*, h. Corporate Email, i. Corporate Phone*, and j. Corporate Fax.

Main Address	
a Address*	Street Address
b Address Line 2	Enter Apartment, Suite, or Unit Number
c Address Line 3	Enter Mailing Instructions (ex. ATTN, C/O etc.)
d City*	State/Territory/Province*
f Postal Code*	
g Country*	UNITED STATES

Corporate Contact Information	
h Corporate Email	i Corporate Phone*
j Corporate Fax	General Company Fax

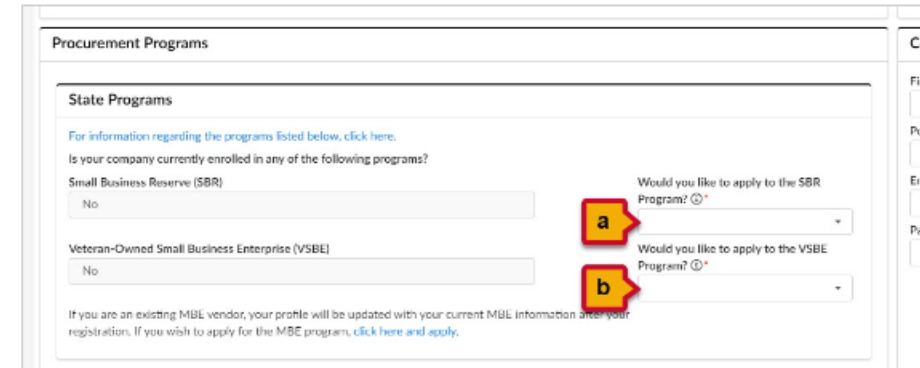
- a. **Address***: Enter the physical address of your organization.
- b. **Address Line 2**: Use this line to enter additional address information such as office or suite number.
- c. **Address Line 3**: Use this line to enter mailing instructions (i.e. ATTN, C/O)
- d. **City***: Enter the city where your business is located.
- e. **State/Territory/Province***: Enter the state where your company is located.
- f. **Postal Code***: Enter the zip code where your company is located.
- g. **Country***: This field automatically populates with United States. Please be sure to change this if your business is in a country other than the United States.
- h. **Corporate Email**: Enter a general email address for your company. Email addresses for individuals within your company can be entered in the Contact Information section and when entering additional users on the business profile.
- i. **Corporate Phone***: Enter a main telephone number for your company.
- j. **Corporate Fax**: If your company has one, enter the fax number.

5. Complete the fields in the **State Programs** section under **Procurement Programs**. Required fields are marked with a red asterisk (*). Use the dropdown menu to indicate if you would like to apply to any of the following programs:

eMMA Vendor Registration

5. Complete the fields in the **State Programs** section under **Procurement Programs**. Required fields are marked with a red asterisk (*). Use the dropdown menu to indicate if you would like to apply to any of the following programs:

NOTE: Documentation supporting the SBR or VSBE process is collected from registered Vendors already enrolled in the eMMA program. Once you complete your registration and apply, appropriate credentials will be collected.

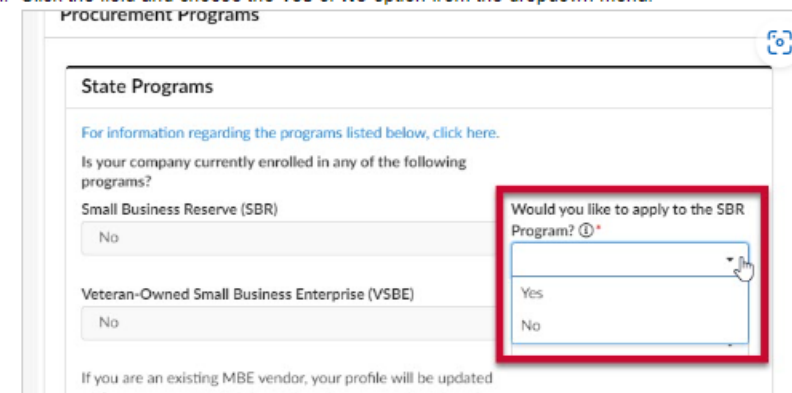


The screenshot shows the 'Procurement Programs' section with a sub-section 'State Programs'. It contains two questions: 'Is your company currently enrolled in any of the following programs?' and 'Would you like to apply to the SBR Program?'. The first question has a 'No' button. The second question has a dropdown menu. A red box labeled 'a' highlights the dropdown menu for the SBR program. Another red box labeled 'b' highlights the dropdown menu for the VSBE program.

a. **Small Business Reserve (SBR) ***: Would you like to apply for the SBR program?

NOTE: To participate in the SBR program, Vendors must complete the State of Maryland certification process via eMMA.

i. Click the field and choose the **Yes** or **No** option from the dropdown menu:



The screenshot shows the 'Procurement Programs' section with a sub-section 'State Programs'. It contains two questions: 'Is your company currently enrolled in any of the following programs?' and 'Would you like to apply to the SBR Program?'. The first question has a 'No' button. The second question has a dropdown menu. A red box highlights the dropdown menu for the SBR program, which shows 'Yes' and 'No' options.

1. Select **Yes** from the dropdown list to apply for your SBR certification. This adds an SBR application to complete in the **Documents** tab of your profile to complete the self-certification process, once you've created your Vendor profile in eMMA.
2. Select **No** if you do not want to obtain your Small Business Reserve (SBR) certification at this time. You will still have the option to complete the certification process later.

eMMA Vendor Registration

6. The Minority Business Enterprise (MBE) application process is held outside of eMMA. If you would like to apply for a MBE certificate and do not already have one, click the link provided on the webpage. Otherwise, skip to Step 7.

NOTE: If you already have an MBE certificate, your information will auto-populate on the **Diversity & Programs** tab on your Company Information, once registration is complete.

Procurement Programs

State Programs

[For information regarding the programs listed below, click here.](#)

Is your company currently enrolled in any of the following programs?

Small Business Reserve (SBR)	Would you like to apply to the SBR Program? ⓘ *
<input type="text" value="No"/>	<input type="text" value="Yes"/>
Veteran-Owned Small Business Enterprise (VSBE)	Would you like to apply to the VSBE Program? ⓘ *
<input type="text" value="No"/>	<input type="text" value="Yes"/>

If you are an existing MBE vendor, your profile will be updated with your current MBE information after your registration. If you wish to apply for the MBE program, [click here and apply.](#)

Vendor Declarations

eMMA Vendor Registration

7. Complete the fields in the Contact Information section. Required fields are marked with a red asterisk (*).

NOTE: eMMA automatically assigns this contact the Vendor Admin role. The Vendor Admin role lets that user make changes to the Vendor Profile in eMMA. They will be the primary contact for this profile and will receive any email notifications sent out through eMMA. You can change the Vendor Admin after successfully registering and logging in. Add contacts and change which user is the Vendor Admin role. There can only be one Vendor Admin.

Contact Information

a	First Name*	Last Name*	b
c	Position*		
d	Email*	Confirm Email*	e
f	Your Corporate Email Address...		
	Password ⓘ*	Confirm Password*	g

- a. **First Name***: Enter your first name.
- b. **Last Name***: Enter your last name.
- c. **Position***: Enter your current job position.
- d. **Email***: Enter your email address. This will be your user ID for eMMA.
- e. **Confirm Email***: Re-enter your email address.
- f. **Password***: Enter a login password for your profile. Passwords must include the following:
 - At least one uppercase character,
 - At least one lowercase character,
 - At least one numeric character,
 - At least one special character, and
 - At least twelve characters.

Hover over the i in a circle icon ⓘ beside the password field to review the password format.

- g. **Confirm Password***: Re-enter the password you created. Be sure to retain this password for your records.

eMMA Vendor Registration

Use the **Product & Service Offerings** drop-down list to select United Nations Product & Service Codes (UNSPSC). Your company will receive email notifications for any contracting opportunity that matches the UNSPS codes selected. To learn more about UNSPSC visit <https://www.ungm.org/public/unspsc>

- a. To begin searching for UNSPS codes, click on the Product & Services Categories field. This will expand the drop-down list of codes.



The screenshot shows a form with two sections. The top section is titled 'Product & Service Offerings'. Below it is a dropdown menu labeled 'Product & Service Categories ⓘ'. A yellow arrow with the letter 'a.' points to this dropdown menu.

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

eMMA Vendor Registration

Click on the See All option at the bottom of the screen. This will open the Commodity Selector box.

Product & Service Categories ⓘ*

- 10000000 - Live Plant and Animal Material and Accessories and Supplies
- 10100000 - Live animals
- 10101500 - Livestock
- 10101501 - Cats
- 10101502 - Dogs
- 10101506 - Horses
- 10101507 - Sheep
- 10101508 - Goats
- 10101509 - Asses
- 10101511 - Swine

b. See All

The categories you select display in the Product & ServiceCategories field.

Vendor Declarations

Products & Services Offered

Product & Service Categories ⓘ*

22101531 - Snow blowers × 22101538 - Snow plow ×

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

eMMA Vendor Registration

12. Select the areas your company serves using the dropdown menu in the **Areas Servicing** section.

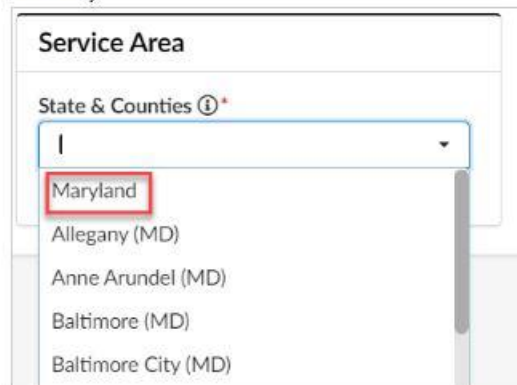
NOTE: Selecting the areas you serve **does not** impact which solicitations you receive notifications for.

- a. Click on the **State & Counties** field to expand the dropdown menu and select each area that applies to your business.



The screenshot shows a form titled "Vendor Declarations". Under the "Service Area" section, there is a dropdown menu labeled "State & Counties ⓘ*". The dropdown menu is currently closed, and the text "State & Counties ⓘ*" is visible inside the field. The field is highlighted with a red border.

- b. (Optional) If your company serves all of Maryland, you may select **Maryland** instead of each area individually.



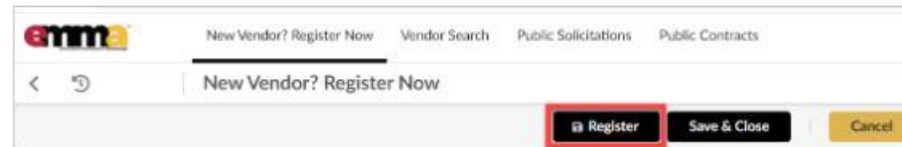
The screenshot shows the same form as above, but the "State & Counties ⓘ*" dropdown menu is now expanded. The list of options is visible, and "Maryland" is highlighted with a red border. The other options listed are "Allegany (MD)", "Anne Arundel (MD)", "Baltimore (MD)", and "Baltimore City (MD)".

NOTE: Each area you click displays in the **State & Counties** field.

eMMA Vendor Registration

13. Click the **Register** button at the top of the page when you are ready to submit.

NOTE: You must complete all the required sections of the form before you can complete registration.



You have completed your Vendor Registration and can now log into your Vendor profile in eMMA.

NOTE: If Vendor Registration is not successful, then you will be notified of that via email.



eMMA Vendor Registration



We thank you for your visit.

Your registration submission for eMaryland Marketplace Advantage (eMMA) has been received. You will receive an email from emma@maryland.gov with next steps.

→ Go back to login page



RESOURCES

eMMA Support Resources

For help registering and using the eMaryland Marketplace Advantage (eMMA) several resources are available to vendors.

1. **Quick Reference Guides (QRGs)** for using the eMMA system successfully.
2. Dedicated eMMA helpdesk for eMMA specific live support. Email them directly at emma.helpdesk@maryland.gov for the quickest help!
3. **eMMA Training for Vendors** for registering your business and submitting successful bids!
4. Upcoming Vendor webinars for live information on how eMMA! (Calendar and link to register posted soon!)

See **How to Do Business with the State of Maryland** for Information on how to Respond to a Solicitation and other Resources!


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



Any questions about your eMMA profile,
please contact the eMMA Help Desk at
eMMA.helpdesk@maryland.gov

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

eMMA Vendor Guides & Training

**Maryland DGS - Office of State Procurement (OSP)**

WELCOME

HomeSolutionsForums

How can we help you today?

Enter your search term here...

[+ New Support Ticket](#) [- Check Ticket Status](#)

Knowledge base

eMMA Frequently Asked Questions (FAQs)

eMMA Vendor FAQs (1)

- VENDOR FAQs

eMMA Buyer FAQs (2)

- BUYER FAQs
- eMMA 2.0 Release FAQs

eMMA Vendor Guides & Training

Vendor Instruction (16)

- Start Your Vendor Registration, Part I (Ve...
- How to Log In to eMMA - (Vendors)
- Invite Users, Add Contacts and Roles (Ve...
- Adding Product and Service Categories (...)
- Browse and Add Solicitations (Vendor)
- [See all 16 articles](#)

Vendor Admin Instruction (2)

- Complete Your Vendor Onboarding (Vend...
- Change Your Vendor Profile Data (Vendo...

Downstream QRGs for Eligible Vendors (7)

- Acknowledging Purchase Orders in eMM...
- Navigating to Purchase Orders (Vendors)
- Submitting Advanced Shipping Notices A...
- Submitting an Invoice Against a Purchas...
- Submitting a Credit Memo (Vendor)
- [See all 7 articles](#)

Vendor Guides (2)

- Vendor Guide - Vendor Admin
- User Guide - Vendor

Community forums

MD DGS Office of State Procurement Forums

eMMA Announcements & Updates (4)

- eMMA System Will Be Down 5PM Easter...
Posted by Sini Jacob -DGS-, a year ago
[Last Reply](#) by Sini Jacob -DGS- a year ago
- eMMA Maintenance Period Has Ended
Posted by Sini Jacob -DGS-, 2 years ago
[Last Reply](#) by Sini Jacob -DGS- 2 years ago
- eMMA System Will Be Down 5PM Easter...
Posted by Sini Jacob -DGS-, 2 years ago
[Last Reply](#) by Sini Jacob -DGS- 2 years ago
[See all 4 topics](#)

Feature Requests (0)








Training Requests (0)

SBR Certification and Recertification (Vendors)

[Solution home](#) / [eMMA Vendor Guides & Training](#)

Vendor Instruction

This folder holds QRGs and Training that Vendors may find useful when using eMMA.

- 
-  **SBR Certification and Recertification (Vendors)**
Overview This Quick Reference Guide (QRG) shows you how to apply for the Small Business Reserve (SBR) Certification and recertify in eMMA, once you're regi...
Thu, 29 Dec, 2022 at 5:01 PM
 -  **VSBE Certification/Recertification (Vendor)**
Overview This Quick Reference Guide (QRG) shows you how to apply for the Veteran-Owned Small Business Enterprise (VSBE) Certification and recertify in eMMA...
Fri, 30 Dec, 2022 at 9:25 AM
 -  **Public Vendor Search (Vendors)**
Article in Attachment...
Thu, 24 Mar, 2022 at 12:27 PM
 -  **Vendor Glossary and Language Crosswalk**
Overview This glossary is for Vendors using eMMA and provides definitions or descriptions for various words, language, and abbreviations found throughout t...
Fri, 23 Jun, 2023 at 3:40 PM
 -  **Vendor Bid Holder List (Vendor)**
Article in Attachment...
Thu, 24 Mar, 2022 at 12:28 PM
 -  **Vendor Bid Tabulation (Vendor)**
Article in Attachment...
Thu, 24 Mar, 2022 at 12:28 PM

SBR Certification and Recertification (Vendors)

[Solution home](#) / [eMMA Vendor Guides & Training](#) / [Vendor Instruction](#)

SBR Certification and Recertification (Vendors)

 Print

Modified on: Thu, 29 Dec, 2022 at 5:01 PM

Overview

This Quick Reference Guide (QRG) shows you how to apply for the Small Business Reserve (SBR) Certification and recertify in eMMA, once you're registered.

NOTE: For best results, access eMMA using the Google Chrome browser.

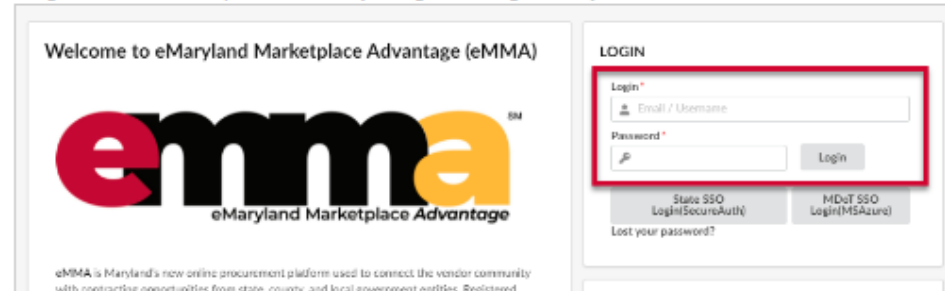
If you need help with eMMA at any point, please email the eMMA helpdesk at emma.helpdesk@maryland.gov.

For additional assistance with the certification or recertification process, call the Governor's Office of Small, Minority & Women Business Affairs at 410-697-9600 and ask to speak with an SBR Compliance Manager.

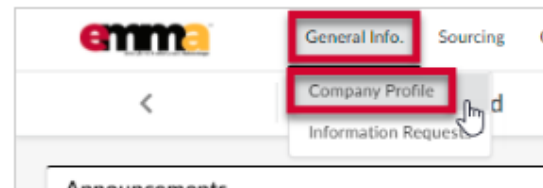
Step-by-Step Instructions

SBR Certification

1. Navigate to eMMA at <https://emma.maryland.gov> and log in with your credentials.



2. Click **General Info** tab at the top of the webpage and click on the **Company Profile** option from the drop-down menu.



Certification Recertification

ALERT

Your company's SBR application for certification should only be submitted when:

- 1) You are new to the program (Certification)
- 2) You are within 30 days of the anniversary date of your expiration (Renewal) or
- 3) Your certification expired (Recertification)

Any additional applications will not be processed.

SBR Certification

Log into your eMMA account- <https://emma.maryland.gov>.

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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.

LOGIN

Login *

 Email / Username

Password *



Login

State SSO
Login(SecureAuth)

MDOT SSO
Login(MSAzure)

[Lost your password?](#)



New Vendor? Register Now



Public Solicitations



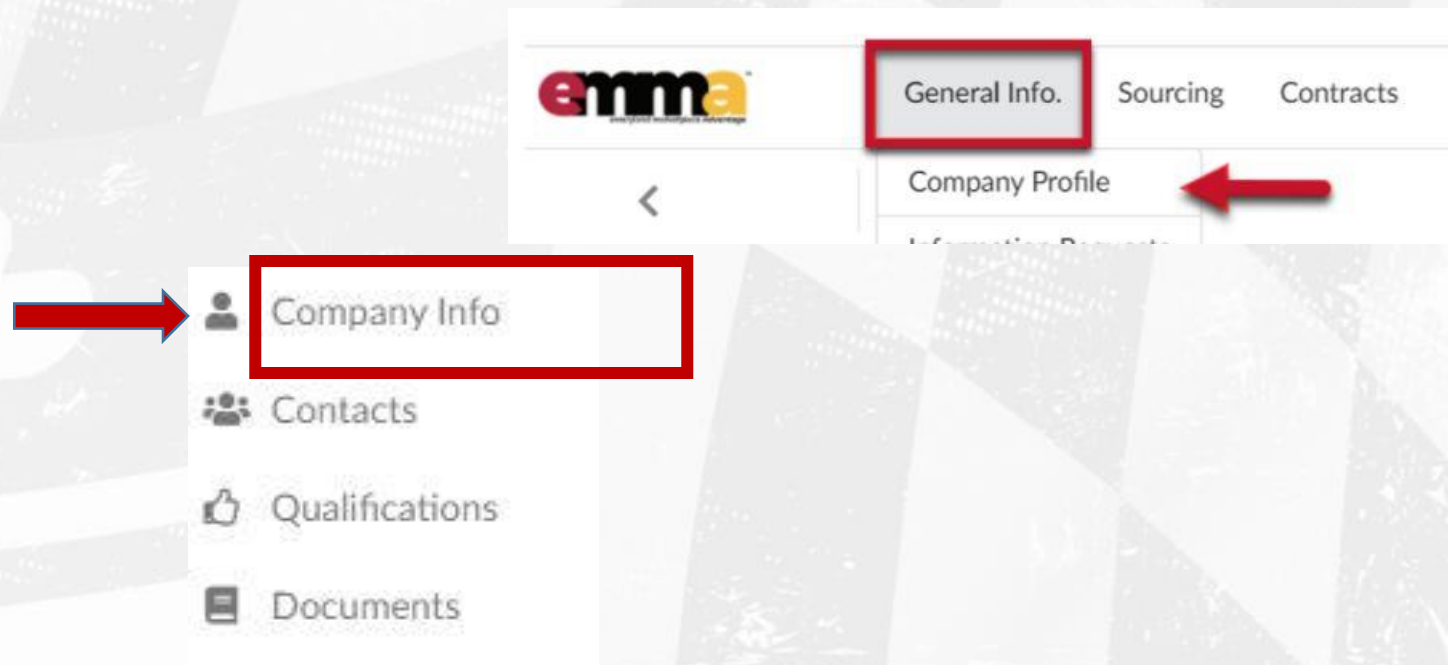
Public Contracts



Vendor Search

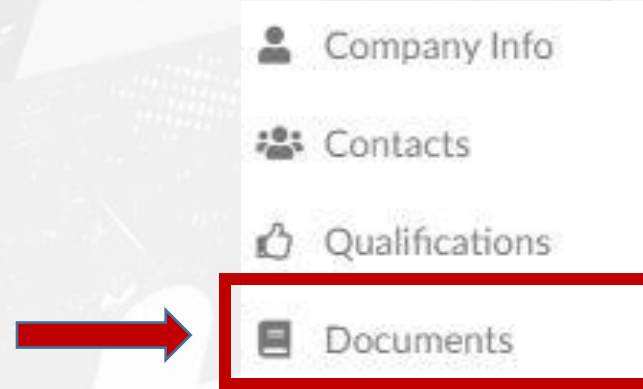
SBR Certification

Select the "General Information" tab and select "Company Profile", which will direct you to the "Company Info" section.



SBR Certification

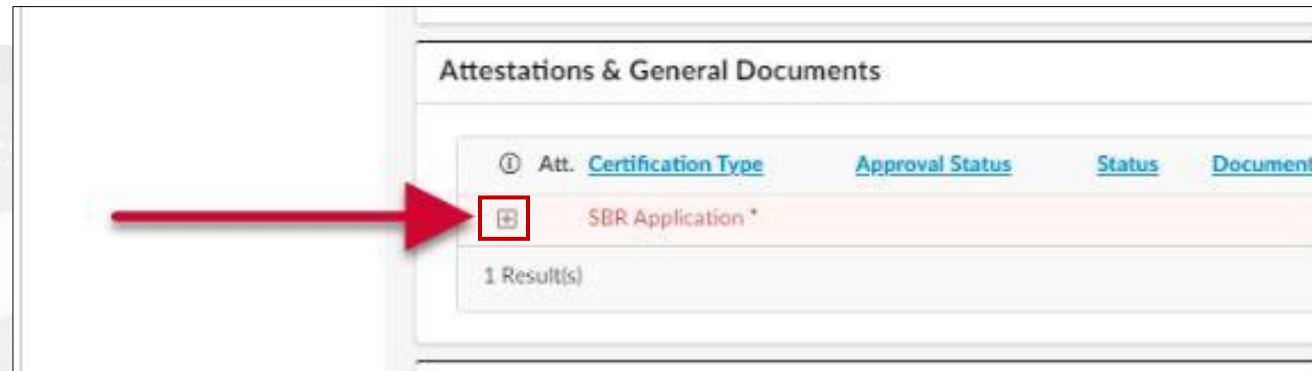
“Under the Company Info” section, to the left of the screen, select the "Documents" tab.



SBR Certification

Within the "Documents" section, under "Attestations & General Documents," click on the '+' icon to the left of 'SBR Application'.

ONLY proceed with this step the first time you are applying for SBR.



SBR Certification

8. Click the blue link **SBR Disclaimer** at the top of the window. A new browser tab opens with both the SBR Eligibility Standards and Disclaimer.

emmm General Info Sourcing Contracts

< Company Info Search

Edit document : Attestations & General Documents

Document Save Archive

Document Details

Small Business Reserve (SBR) Program Application ⓘ

SBR Eligibility Standards SBR Disclaimer

☐ I have read and agree to the Small Business Reserve Program disclaimer. *

NOTE: Please "hover-over" each tooltip (i) for explanation before selecting a response.

Organization Type ⓘ *

9. Read this document and click the checkbox in eMMA that reads **I have read and agree to the Small Business Reserve Program disclaimer**.

Edit document : Attestations & General Documents

Document Save Archive

Document Details

Small Business Reserve (SBR) Program Application ⓘ

SBR Eligibility Standards SBR Disclaimer

☒ I have read and agree to the Small Business Reserve Program disclaimer. *

NOTE: Please "hover-over" each tooltip (i) for explanation before selecting a response.

Organization Type ⓘ *

SBR Certification

10. Complete all required fields marked with a red asterisk (*).

NOTE: Hover your cursor over the tooltips for additional information regarding the field.

Edit document : Attestations & General Documents

Document

☐ I have read and agree to the Small Business Reserve Program disclaimer. *

NOTE: Please "hover-over" each tooltip (i) for explanation before selecting a response.

Organization Type (i) *

Is this business independently owned and operated? (i) *

Is this business a subsidiary of another business? (i) *

Is this a not-for-profit/nonprofit business? (i) *

Are you a Broker? (i) *

Is this business dominant in its field of operation at the national level? (i) *

Total number of employees on the payroll? (i) *

a. Organization Type*: Click this field to open a drop-down menu and select the type of organization for your company.

TOOL TIP: Select the organization type that best fits your business. If you have questions about this requirement, call the Governor's Office of Small, Minority & Women Business Affairs at 410-697-9600 and ask to speak with an SBR Compliance Manager.

SBR Certification

Scroll down to the **Gross Sales** section.



Gross Sales ⓘ

New Business? * ⓘ

Projected First Year Gross Sales * ⓘ

Figure 9: Gross Sales section.

- a. **New Business? ***: Select if your Business is new by selecting **Yes** or **No**.

NOTE: If you select **No** you will be required to fill out your Tax Year and Gross Sales Year Information. As shown below.

New Business? * ⓘ

No

Tax Year 1 * e.g. 2018	Gross Sales Year 1 *
Tax Year 2 * e.g. 2017	Gross Sales Year 2 *
Tax Year 3 * e.g. 2016	Gross Sales Year 3 *

☐ Year 2 Not Applicable

☐ Year 3 Not Applicable

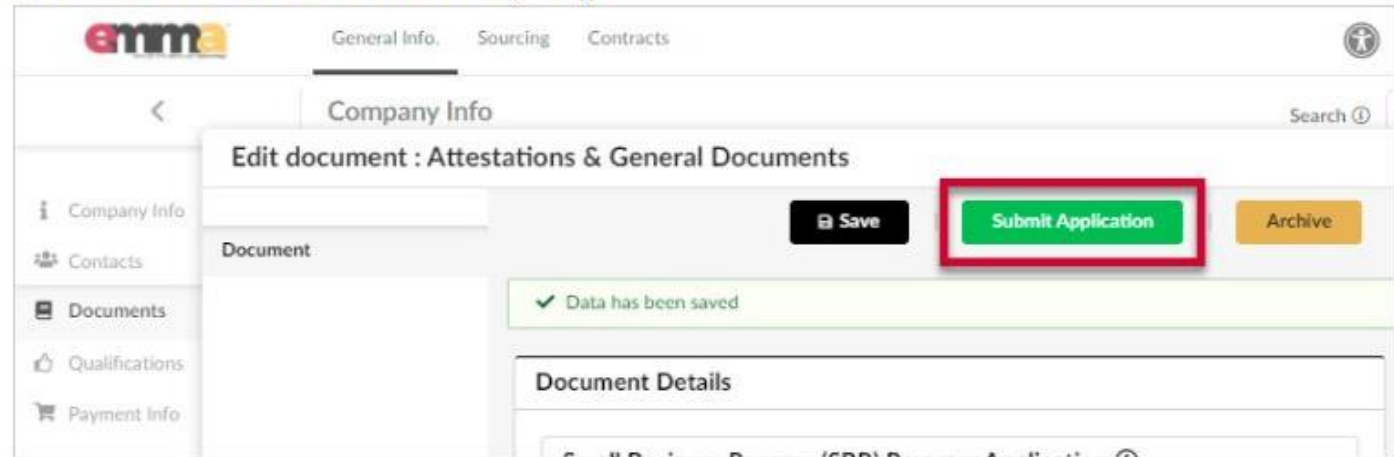
SBR Certification

12. Click the **Save** button at the top of the window.

The screenshot displays the Emma SBR Certification application interface. At the top, the Emma logo is on the left, and navigation tabs for 'General Info.', 'Sourcing', and 'Contracts' are in the center. A user profile icon is on the right. Below this, a breadcrumb trail shows '< Company Info'. A search bar with a magnifying glass icon is on the right. A left sidebar contains icons and labels for 'Company Info', 'Contacts', 'Documents', 'Qualifications', and 'Payment Info'. The main content area is titled 'Edit document : Attestations & General Documents'. Below this title, there are two buttons: a black 'Save' button with a floppy disk icon, which is highlighted with a red rectangle, and an orange 'Archive' button. The 'Document' section is active, showing 'Document Details' for the 'Small Business Reserve (SBR) Program Application'. It includes links for 'SBR Eligibility Standards' and 'SBR Disclaimer'. A checkbox is checked with the text 'I have read and agree to the Small Business Reserve Program disclaimer. *'. A red note states: 'NOTE: Please "hover-over" each tooltip (i) for explanation before selecting a response.' Below this, there is a dropdown menu for 'Organization Type' with 'Service' selected, and a question 'Is this business independently owned and operated?' with a dropdown menu.

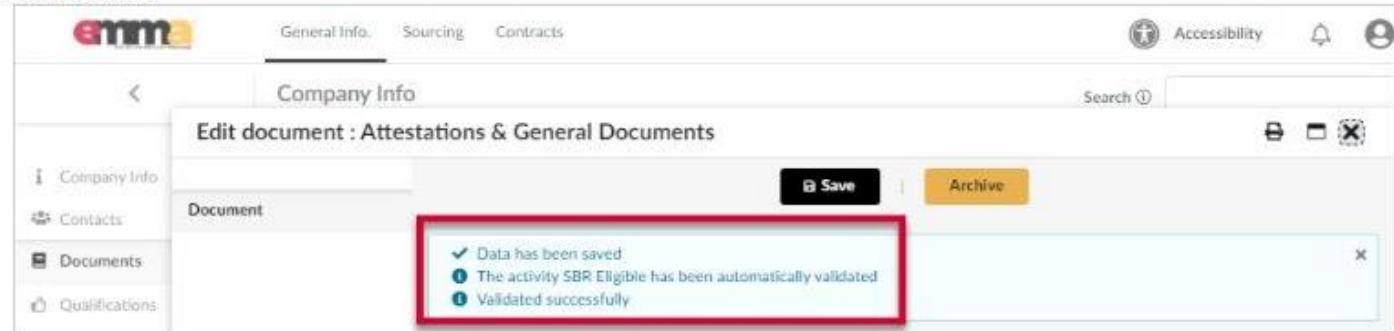
SBR Certification

13. Click the **Submit Application** button at the top of the window. A prompt displays asking you to confirm submission. Click the **OK** button in the prompt.



The screenshot shows the eMMA interface for editing a document. The top navigation bar includes 'General Info.', 'Sourcing', and 'Contracts'. The left sidebar lists 'Company Info', 'Contacts', 'Documents', 'Qualifications', and 'Payment Info'. The main content area is titled 'Edit document : Attestations & General Documents'. It features a 'Document' field, a 'Save' button, and a 'Submit Application' button (highlighted with a red box). Below the 'Submit Application' button, a green notification banner displays 'Data has been saved'. The 'Document Details' section is visible below the notification.

A notification banner displays below the Submit Application button to indicate a successful or unsuccessful submission.



This screenshot shows the same eMMA interface as the previous one, but with a notification banner below the 'Submit Application' button. The banner is highlighted with a red box and contains three messages: 'Data has been saved', 'The activity SBR Eligible has been automatically validated', and 'Validated successfully'. The 'Save' and 'Archive' buttons are also visible.

NOTE: After submitting the application, close out of the form to find your program status listed within your eMMA account. If you meet the eligibility standards, your vendor profile update will include your SBR number and establish a one-year Expiration Date. You will find this information within the **Documents** tab (which is located on the left-hand side-panel and will immediately display upon closing the completed application form). Scroll down to the **Attestations & General Documents** section to see your approved Status and Expiration Date.

SBR Certification

Attestations & General Documents							
① Att.	Certification Type	Approval Status	Status	Document Name	Document Date	Expiration Date	Date Status
 	SBR Application	Approved	✓		6/17/2021	6/17/2022	●
1 Result(s)							

SBR Certification

The screenshot displays the 'Company Info' page in the e-mm2 system. The left sidebar contains navigation links: Company Info (highlighted with a red box), Contacts, Documents, Qualifications, and Payment Info. The main content area is titled 'Procurement Programs' and includes a section for 'State Programs'. This section contains a link for more information and a form to indicate current enrollment in various programs. The 'Small Business Reserve (SBR)' section shows a 'No' selection for enrollment and a 'Yes' selection for applying to the SBR Program. The 'SBR Certification #' field is highlighted with a red box and contains the value 'SB22-011534'. Below this, the 'Veteran-Owned Small Business Enterprise (VSBE)' section shows a 'No' selection for both enrollment and application. The 'Minority-Owned Business Enterprise (MBE)' section shows a 'No' selection for enrollment and a link to apply for the MBE program.

General Info. Sourcing Contracts

< Company Info

Save Answer Questionnaire

Company Info

Contacts Documents Qualifications Payment Info

Procurement Programs

State Programs

For information regarding the programs listed below, [click here](#).

Is your company currently enrolled in the following programs?

Small Business Reserve (SBR) Apply for the SBR Program? SBR Certification #

No Yes SB22-011534

Veteran-Owned Small Business Enterprise (VSBE)* Apply for the VSBE Program?

No No

Minority-Owned Business Enterprise (MBE)* If you want to apply for the MBE program, [click here](#).

No

NOTE: Failure to recertify by your expiration date will automatically result in removal from the SBR Program. However, if your certification expires, you can submit a new application. If you are found eligible for the program, a new SBR Certification number will be issued.

SBR Certification

If you are found non-compliant and you feel you made a mistake, you may contact us at the Governor's Office of Small, Minority & Women Business Affairs at 410-697-9600 and ask to speak with an SBR Compliance Manager.

SBR Recertification

SBR Recertification

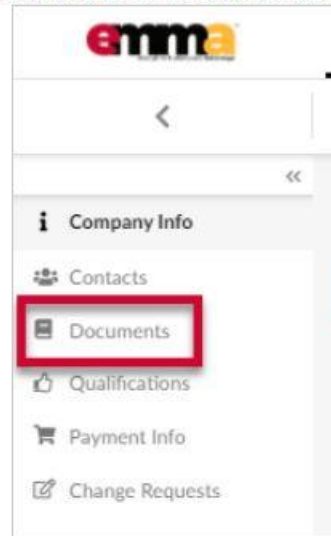
NOTE: A notice will display on your **Company Info** page in eMMA when your SBR certification is 30 days from expiration. The 30-day SBR Application Expiring Notification goes to any vendor user that has the Vendor Admin profile. You must renew within this 30-day window or else your certification will expire. If you submit a renewal application prior this 30-day window, it will not be processed.

Prerequisites

If you are a newly formed business, and have not submitted your tax return, you will need to have a **gross sales estimate** for your business.

If you are an established business, you will need your most recent years tax filing (up to three years) to enter gross sales in this form.

1. Click the **Documents** tab on the left-hand side-panel.








SBR Recertification

2. Scroll down to the **Attestations & General Documents** section and click Add (plus sign) icon to the far left of the SBR Application. A pop-up window displays with form fields (the application).

NOTE: Do NOT click the pencil icon. Only the plus sign icon will create a new form for your renewal.

3 Result(s)


Attestations & General Documents					
Att.	Certification Type	Approval Status	Status	Document Name	Document E
 	SBR Application	Approved	✓		12/14/
  	Invoice	Approved	✓	Invoice.docx	8/12/

2 Result(s)

Bank Documents

3. Complete all required fields marked with an asterisk. (*)

Edit document : Certifications

 Save

Document

Small Business Reserve (SBR) Program Application ⓘ

[SBR Eligibility Standards](#) [SBR Disclaimer](#)

☒ I have read and agree to the Small Business Reserve program disclaimer. *

Organization Type * ⓘ

Is your business independently owned and operated. * ⓘ

Is this business a subsidiary of another business? * ⓘ

Is this a not-for-profit/nonprofit business? * ⓘ

Are you a Broker? * ⓘ

SBR Recertification

4. Scroll down to the Gross Sales section and click the **New Business?** field to open the drop-down menu and select the **Yes** or **No** option. A red asterisk (*) indicates a required field.

Gross Sales ⓘ

New Business? ⓘ *

Document Type: SBR Application Status: Draft

- a. If you select the **Yes** option, the **Projected First Year Gross Sales** field displays. Enter your projected first year gross sales in this field.
- b. If you select the **No** option, new required fields display. You are required to fill out your Tax Year and Gross Sales Year Information based on your previous three years of tax returns. Enter information in the appropriate fields for the last three Tax Years 1-3 and the gross sales for those years. If you don't have that information because you weren't in business, then select the not applicable checkboxes to the right of the year.

New Business? * ⓘ

No

Tax Year *	Gross Sales Year *
<input type="text" value="e.g. 2018"/>	<input type="text"/>
<input type="text" value="e.g. 2017"/>	<input type="text"/>
<input type="text" value="e.g. 2016"/>	<input type="text"/>

☐ Year 2 Not Applicable

☐ Year 3 Not Applicable

SBR Recertification

5. Click the **Save** button at the top of the window.

NOTE: If you have questions **before you submit** your application, call the Governor's Office of Small, Minority & Women Business Affairs at 410-697-9600 and ask to speak with an SBR Compliance Manager.

The screenshot shows the 'emma' system interface for editing a document titled 'Attestations & General Documents'. The left sidebar contains navigation links: Company Info, Contacts, Documents, Qualifications, and Payment Info. The top navigation bar includes 'General Info.', 'Sourcing', and 'Contracts'. The main content area is titled 'Edit document : Attestations & General Documents' and features a 'Document' section on the left and a 'Document Details' section on the right. In the 'Document Details' section, there is a 'Small Business Reserve (SBR) Program Application' form. This form includes links for 'SBR Eligibility Standards' and 'SBR Disclaimer', a checked checkbox for 'I have read and agree to the Small Business Reserve Program disclaimer.', a red note about tooltips, a dropdown menu for 'Organization Type' (currently set to 'Service'), and a question 'Is this business independently owned and operated?'. The 'Save' button is highlighted with a red box.

emma General Info. Sourcing Contracts

< Company Info Search ⓘ

Edit document : Attestations & General Documents

Document

Document Details

Small Business Reserve (SBR) Program Application ⓘ

[SBR Eligibility Standards](#) [SBR Disclaimer](#)

☒ I have read and agree to the Small Business Reserve Program disclaimer. *

NOTE: Please "hover-over" each tooltip (i) for explanation before selecting a response.

Organization Type ⓘ *

Service

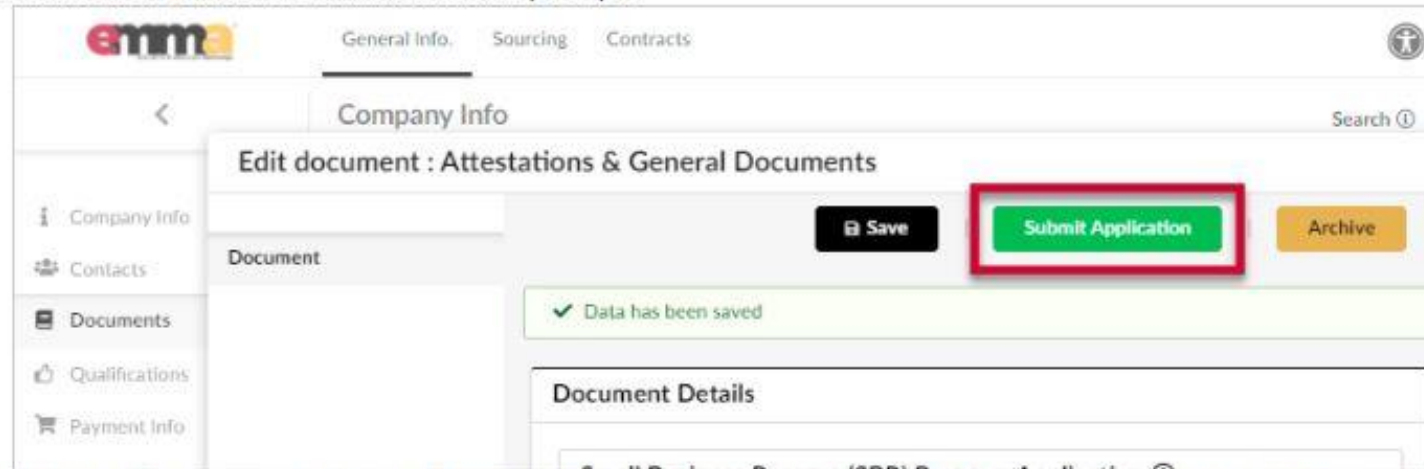
Is this business independently owned and operated? ⓘ *

Yes

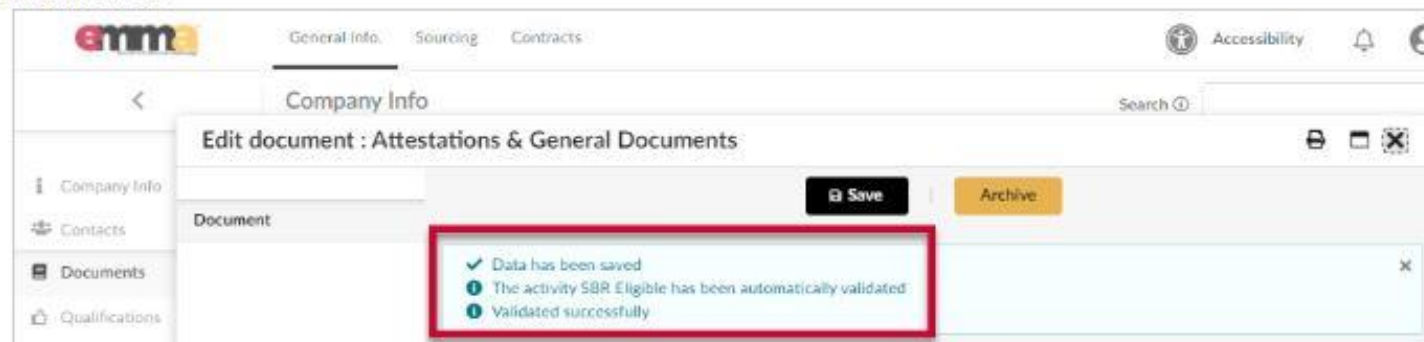
Save Archive

SBR Recertification

6. Click the **Submit Application** button at the top of the window. A prompt displays asking you to confirm submission. Click the **OK** button in the prompt.








A notification banner displays below the Submit Application button to indicate a successful or unsuccessful submission.



SBR Recertification

NOTE: eMMA will automatically set a new **Expiration Date**. The **Date Status** will show as a red dot in the **Documents** section of your vendor profile until validated, at which point it becomes green. Your SBR number will remain the same. In the image below the first line represents the current SBR certification (close to expiration). The second line represents the renewed application. Notice that it is Approved but the Date Status has the red dot which will remain until the application is validated.

Attestations & General Documents							
① Att.	Certification Type	Approval Status	Approved	Document Name	Document Date	Expiration Date	Date Status
 	SBR Application	Approved	✓		3/30/2021	3/30/2022	●
 	SBR Application	Approved	✓		3/31/2022	3/31/2023	●
2 Result(s) Result(s)							

NOTE: Failure to recertify by your expiration date will automatically result in removal from the SBR Program.

For additional assistance with the recertification process, call the Governor's Office of Small, Minority & Women Business Affairs at 410-697-9600 and ask to speak with an SBR Compliance Manager.





POLL # 2

Public Vendor Search




PRO TIP: You can also find your SBR information in a public **Vendor Search** on the eMMA login page.

 [New Vendor? Register Now](#) [Vendor Search](#) [Public Solicitations](#) [Public Contracts](#)  [Accessibility](#)

[Login](#)

Fields marked by an asterisk * are mandatory

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.

LOGIN

Login*

Password*

[Lost your password?](#)

 [New Vendor? Register Now](#)
 [Public Solicitations](#)
 [Public Contracts](#)
 [Vendor Search](#)

Public Vendor Search



Quick Reference Guide Public Vendor Search for Vendors

This Quick Reference Guide (QRG) is designed to help you understand how to use the Public Vendor Search. This functionality allows for a public search of vendors currently registered in eMMA. This search will also filter on VSBE and SBR vendors. You do not need to be logged into eMMA, or even have registered in eMMA to view the information on this page.

If you need help at any point, please email the eMMA helpdesk at emma.helpdesk@maryland.gov.

Instructional Video

<https://youtu.be/1eUPFS58nyY>

Step-by-Step Instructions

1. Access the eMMA portal. (For best results, access eMMA via Google Chrome.)
2. Click **Vendor Search** on the right side of the screen.

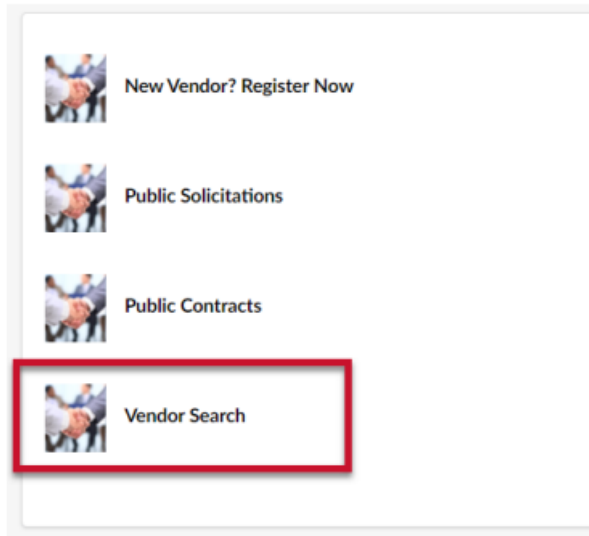


Figure 1: Vendor Search Button on eMMA.

Public Vendor Search

3. You can search **Veteran-owned Small Business Enterprise (VSBE)** and **Small Business Reserve (SBR)** vendors specifically by checking the appropriate boxes.

Vendor Name	Commodities	Areas Served
<input type="text"/>	<input type="text"/>	<input type="text"/>
Country	State	
<input type="text"/>	<input type="text"/>	
<div><input type="checkbox"/> VSBE Vendor</div> <div><input type="checkbox"/> SBR Vendor</div>		

Public Vendor Search

Fill out the search fields to filter on vendors based on your needs. You can filter your searches by selecting **Vendor Name**, **Commodities**, **Areas Served**, **Country**, and **State**.

Vendor Name **a** Commodities **b** Areas Served **c**

Country **d** State **e**

☐ VSBE Vendor **g** ☐ SBR Vendor **f**

Search **Reset**

Figure 4: Search fields and filters.

- a. **Vendor Name:** Type in the name of the
- b. **Commodities:** Choose the commodity that you are looking for.
- c. **Areas Served:** Select the areas you are looking for.
- d. **Country:** Select the country.
NOTE: You can only choose 1 country.
- e. **State:** Select the state that you are interested in.
- f. **VSBE Vendor:** Check this box if you are searching for a **Veteran-owned Small Business Enterprise**.
- g. **SBR Vendor:** Check this box if you are searching for **Small Business Reserve Vendors**.

Public Vendor Search

emma

[New Vendor? Register Now](#) [Vendor Search](#) [Public Solicitations](#) [Public Contracts](#)

Accessibility

Vendor Search

Keywords

Commodities

Diversity

Areas Served

Search

Reset

Company Name

eMMA Vendor ID

NAICS Code

DATA DOC, MD

Country

State

Vendor Email

Levels related with the supplier

Corporate Phone Number

UNITED STATES

Group, Entity

> Federal Programs

> State Programs

Filters

Country: UNITED STATES

Company Name: DATA DOC, MD

Levels related with the supplier: Group Entity

eMMA Vendor ID	Company Name	City	State	Postal Code	Vendor Contact	SBR Vendor	SBR Certification #	SBR Expiration Date	VSBE Vendor	VSBE Certification #	VSBE Expiration Date	Vendor Email	Corporate Phone Number	Website	MBE Certification #
SUP863741	DATA DOC, MD LLC	Silver Spring	MD	20904	Cherisse Robles	<input checked="" type="checkbox"/>	SB22-022222	5/15/2024	<input type="checkbox"/>			crobles@datadocmd.com	301-980-1648	https://www.datadocmd.com	13-426

1 Result(s)

Verifying SBR Certification

The screenshot displays the 'Company Info' page in the eSBR system. The left sidebar contains navigation links: 'Company Info' (highlighted with a red box), 'Contacts', 'Documents', 'Qualifications', and 'Payment Info'. The main content area is titled 'Company Info' and includes a 'Save' button and an 'Answer Questionnaire' button. Below this is the 'Procurement Programs' section, which contains a 'State Programs' subsection. A text block explains that users can click a link for more information. Below this, a question asks if the company is currently enrolled in the following programs. The 'Small Business Reserve (SBR)' section shows a 'No' selection for enrollment and a 'Yes' selection for applying. The 'SBR Certification #' field is highlighted with a red box and contains the value 'SB22-011534'. The 'Veteran-Owned Small Business Enterprise (VSBE)' section shows a 'No' selection for both enrollment and application. The 'Minority-Owned Business Enterprise (MBE)' section shows a 'No' selection for enrollment, with a note about applying for the MBE program via a link.

eSBR General Info. Sourcing Contracts

< Company Info

Save Answer Questionnaire

Company Info

Contacts Documents Qualifications Payment Info

Procurement Programs

State Programs

For information regarding the programs listed below, [click here](#).

Is your company currently enrolled in the following programs?

Small Business Reserve (SBR)	Apply for the SBR Program?	SBR Certification #
<input type="text" value="No"/>	<input type="text" value="Yes"/>	<input type="text" value="SB22-011534"/>
Veteran-Owned Small Business Enterprise (VSBE)*	Apply for the VSBE Program?	
<input type="text" value="No"/>	<input type="text" value="No"/>	
Minority-Owned Business Enterprise (MBE)*	If you want to apply for the MBE program, click here .	
<input type="text" value="No"/>		

Verifying SBR Certification

Attestations & General Documents				
Att.	Certification Type	Approval Status	Status	Document Name
/	SBR Application	Approved	✓	
1 Result(s)				



Call or email the SBR helpdesk

410-697-9600

Tanita Johnson

tanita.johnson1@maryland.gov

Lisa Mitchell Sennaar

lisa.sennaar@maryland.gov



POLL # 3



Identifying Bid opportunities Through the State Contracting Pipeline

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

State Contracting Pipeline



**eMaryland Marketplace Advantage
(eMMA)**



Procurement Forecast



Board of Public Works

State Contracting Pipeline

Mining Public Data Techniques

eMaryland Marketplace Advantage (eMMA)

Watch the Video

View Slide Deck Presentation

Procurement Forecast

Watch the Video

View Slide Deck Presentation

Board of Public Works

Watch the Video

View Slide Deck Presentation

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

Procurement Categories

Small
Procurement
- *Category I*

Small
Procurement
- *Category II*

Small
Procurement
- *Category III*

Formal
Procurement

Procurement Categories

Small Procurement – *Category III:*

- \$15,001 - \$100,000
- Written solicitation required
- Must be published on eMMA
- Must try to get a least 2 valid quotes
- Awarded to the lowest/best **responsive & responsible** bidder/offeror

Formal Procurement:

- \$100,001+
- Written solicitation required
- Must be published on eMMA
- Must try to get a least 2 valid quotes
- Awarded to the lowest/best **responsive & responsible** bidder/offeror

eMMA

Identifying SBR Bid opportunities

You should be receiving bid notifications to the email address that was named as the **Primary Contact** for the commodity codes that you selected in your registration. Some of these solicitations should be SBR Designated Only.

eMMA

Viewing Public Solicitations

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.

LOGIN

[Lost your password?](#)



[New Vendor? Register Now](#)



[Public Solicitations](#)



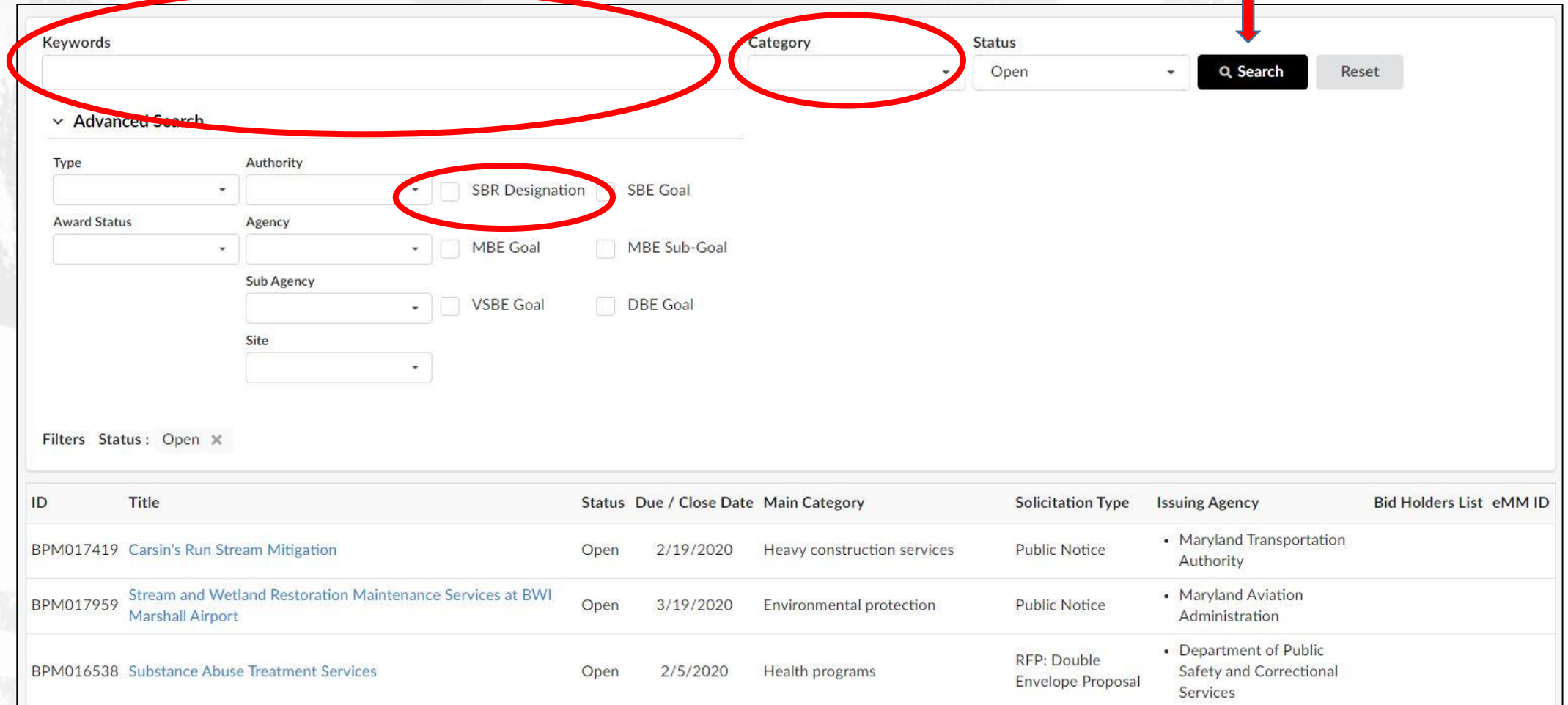
[Public Contracts](#)



[Vendor Search](#)

eMMA

Viewing Public Solicitations



Keywords

Category

Status

Search **Reset**

Advanced Search

Type

Authority

☐ SBR Designation ☐ SBE Goal

Award Status

Agency

☐ MBE Goal ☐ MBE Sub-Goal

Sub Agency

☐ VSBE Goal ☐ DBE Goal


Site

Filters Status: Open X

ID	Title	Status	Due / Close Date	Main Category	Solicitation Type	Issuing Agency	Bid Holders List	eMM ID
BPM017419	Carsin's Run Stream Mitigation	Open	2/19/2020	Heavy construction services	Public Notice	Maryland Transportation Authority		
BPM017959	Stream and Wetland Restoration Maintenance Services at BWI Marshall Airport	Open	3/19/2020	Environmental protection	Public Notice	Maryland Aviation Administration		
BPM016538	Substance Abuse Treatment Services	Open	2/5/2020	Health programs	RFP: Double Envelope Proposal	Department of Public Safety and Correctional Services		

eMMA

Viewing Public Solicitations

 [New Vendor? Register Now](#) [Vendor Search](#) [Public Solicitations](#) [Public Contracts](#)

[<](#) [🕒](#) **MMD 23-026 Replacement of Awning Metal Roofs at Building E4225 Edgewood Installa...** [Return](#)

Solicitation Info
[Pricing \(Ext\)](#)
[Overview](#)


To respond to this solicitation click "Add to My Solicitation" and either login or register.

[Add to My Solicitations](#)

Title MMD 23-026 Replacement of Awning Metal Roofs at Building E4225 Edgewood Installation	ID BPM036005	Lot # 1	Round # 1	Status Open	Due / Close Date (EST) Mar 15 2023 2:00PM	Due / Close Date (EST) Mar 15 2023 2:00PM
Solicitation Type Request for Quote						
Main Category Roofing and siding and sheet metal services						
Issuing Agency Military Department						
Procurement Officer / Buyer Elise KOCH	Email elise.koch1@maryland.gov					
Solicitation Summary The Maryland Military Department (MMD or Department) is soliciting bids to procure the following: Contractor to perform the replacement of deteriorating corrugated metal roof panels and refinishing of associated components of two (2) awnings at the front entrances of the dining facility, Building E4225, at Edgewood Installation.						
Small Business Reserve Designation Yes						
Procurement Program Participation Goals						

Solicitation Links

Attachments

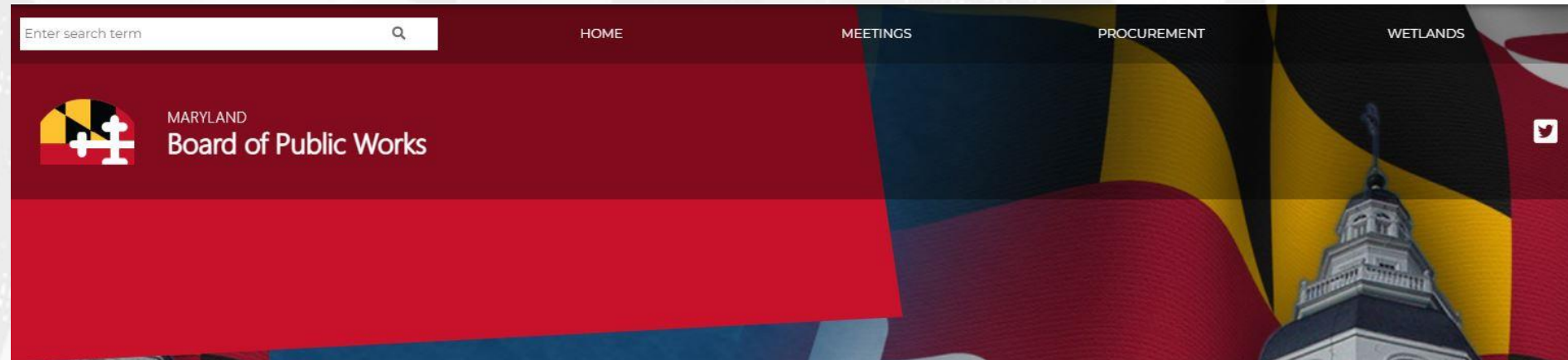
Title	Type	Att.	Last Modified on UTC-5	Creation Date UTC-5	Validity End Date
MMD 23-026 Replacement of Awning Metal Roofs at Edgewood Installation Specification Document (Approved)		MMD 23-026 Replacement of Awning Metal Roofs at Edgewood Installation Solicitation final 02.22.2023.pdf	2/22/2023 4:21:26 PM	2/22/2023 4:21:23 PM	

1 Result(s)

https://emma.maryland.gov/page.aspx/en/rfp/request_browse_public

Board of Public Works

www.bpw.maryland.gov



BPW Meetings

- Meeting Information
- BPW Meeting Documents
- Live Meeting Broadcast
- Meeting Calendar

Publications

- All Publications
- Reports Due to BPW
- Advisories
- Debarments
- Pending Regulations
- PAAR

About BPW

- Staff
- Organizational Chart
- Directions and Parking
- About BPW

Spotlight

- 2023 BPW Meeting Schedule
- FY 2023 State Tax Rate
- Maryland Department of Health - Coronavirus Disease 2019 (COVID-19) Information
- FY 2022 Procurement Advisor's Report
- eMaryland Marketplace Advantage (eMMA) Registration Now Open!
- NASPO State Preference Repository

Meeting LiveStream



Board of Public Works

www.bpw.maryland.gov

(1) Select from the meeting dates provided

(2) Select “Agenda”

PAGE TWO

BOARD OF PUBLIC WORKS
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MARCH 1, 2023

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Board of Public Works



DEPARTMENT OF GENERAL SERVICES
OFFICE OF STATE PROCUREMENT
ACTION AGENDA
March 1, 2023

OSP 35



Contact: Victoria Bell 410-767-0121
victoria.bell@maryland.gov

28-IT **INFORMATION TECHNOLOGY**

State Department of Education, Division of Rehabilitation Services

Contract ID: Two-Way Interface Messaging Communication System; DORS FY22-0012
ADPICS No.: R00B3600083

Contract Description: State-of-the art commercially available, fully customizable, application to automate collecting required, relevant and accurate Workforce Innovation and Opportunity Act (WIOA) data.

Award: The Career Index; Liberty Lake, WA(SBE)

Contract Term: 04/01/2023 - 03/31/2028 (w/two 1-year renewal options)

Amount: \$1,399,774.84 (Base Contract, 5 years)
\$ 280,074.96 (Renewal Option # 1, 1-year)
\$ 280,074.96 (Renewal Option #2, 2-year)
\$1,959,924.76 Total

Procurement Method: Competitive Sealed Proposals (SBR - Designated)

Proposals:

Offerors	Technical Rankings	Financial Offers (Rankings)	Overall Rankings
The Career Index; Liberty Lake, WA	1	\$1,959,924.76 (2)	1
AlxTel, Inc.; Silver Spring, MD	2	\$1,472,565.00 (1)	2

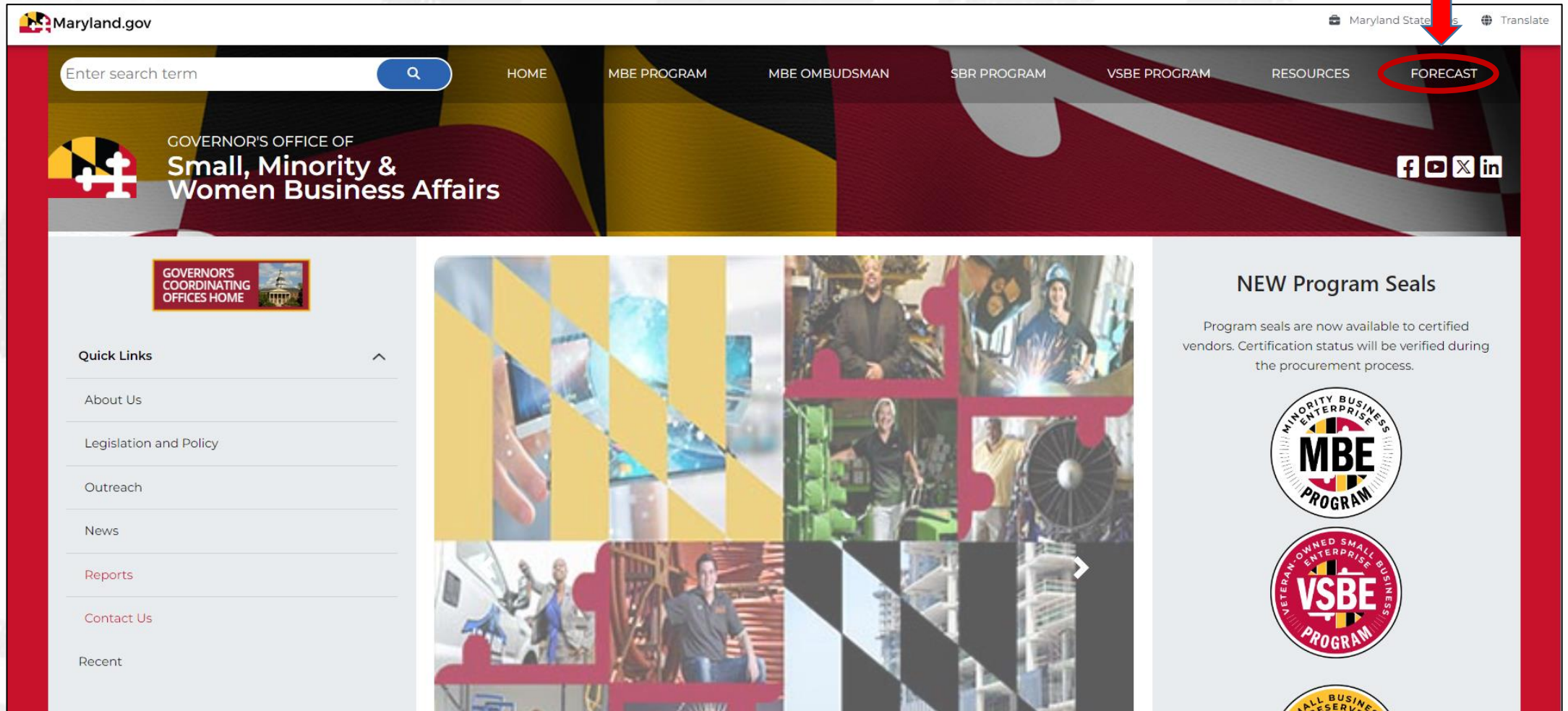
*Technical rankings weighed more than financial rankings.

MBE/VSBE Participation: 0% / 0%

Performance Security: No

Procurement Forecast

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



Maryland.gov

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
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- Recent

NEW Program Seals

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

MBE PROGRAM

VSBE PROGRAM

WALL BUSINESS RESERVATION

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Recent

Public Data Mining Strategies

[Procurement Forecast - VIDEO](#)[Procurement Forecast - SLIDE DECK](#)[Communicating with Confidence - VIDEO](#)[Communicating with Confidence - SLIDE DECK](#)

Procurement Forecast Portal

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.

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
Agency Name:	Information Technology
Procurement Category:	Information Technology - Services
Procurement Method:	To Be Determined
Description:	GIS SOFTWARE 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
Agency Name:	Information Technology
Procurement Category:	Information Technology - Services

Procurement Forecast

Example #1 Search

Procurement Forecast Portal

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.

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

Search - Description

Search

Export To Excel

Reset All Filters

All items checked

Search by Procurement Categories

\$15,000 to \$100,000

Search by Region

Search by Projected Advertisement Dates

Agency Name: Education
Procurement Category: Services
Procurement Method: Competitive Sealed Bid
Description: ISP & MOIEP Online Software Systems Evaluator
Location/Delivery: STATEWIDE
Estimated Advertisement Date: Q1 (July-Sept. 2025)
Estimated Total Contract Award (no options): \$15,000 to \$100,000
Term of Contract: 1-2 years
Agency Name: Education

Procurement Forecast

Example #1 Results

Partial View

Agency Name	Incumbent Name	Current MBE/DBE	Procurement Category	Procurement Method	Description	Estimated Total Cost	Term of Contract	PO Name
Transportation - Transportation Administration			Maintenance	Competitive Sealed Bid	Automatic Gate Maintenance	\$15,000 to \$100,000	3-4 years	Agnes Vadasz
Transportation - Port Administration	archSCAN, LLC	SBR, MBE 0%, VSBE	Supplies and Equipment	Competitive Sealed Bid	Printing, Plotting and Scanning	\$15,000 to \$100,000	To Be Determined	Fitz Brutus
Transportation - Port Administration	Apple Valley Scale	MBE 0%, VSBE 0%	Services	Competitive Sealed Bid	Truck Scale Maintenance	\$15,000 to \$100,000	5 years or more	Trisha O'Neal
Transportation - Port Administration	Total Automation Group, Inc.	SBR, MBE 0%, VSBE	Services	Competitive Sealed Bid	Maintenance, Service & Repair of Gates and Vehicle	\$15,000 to \$100,000	3-4 years	Margie Koppelman
Transportation - Port Administration	AB & B Termite & Pest Control	SBR, MBE 0%, VSBE	Services	Competitive Sealed Bid	Pest Control Services	\$15,000 to \$100,000	5 years or more	Margie Koppelman
Transportation - Port Administration	WeatherWorks Consulting	SBR, MBE 0%, VSBE	Services	Competitive Sealed Bid	Weather Reporting Services	\$15,000 to \$100,000	5 years or more	Margie Koppelman
Transportation - Motor Vehicle			Information Technology - Supplies	IT Task Order (PORFP)	Desktop Computer Refresh to be compatible with	\$15,000 to \$100,000	1-2 years	Norma Humphries
Transportation - Motor Vehicle			Information Technology - Supplies	IT Task Order (PORFP)	F5 Hardware Refresh	\$15,000 to \$100,000	1-2 years	Norma Humphries
Transportation - Motor Vehicle			Information Technology - Supplies	IT Task Order (PORFP)	Intermec Printers for stickers	\$15,000 to \$100,000	1-2 years	Norma Humphries
Transportation - Motor Vehicle	ZONES LLC	0.00%	Information Technology - Services	IT Task Order (PORFP)	PDQ licenses for Software Patching and Deploy &	\$15,000 to \$100,000	1-2 years	Norma Humphries
Transportation - Motor Vehicle	DIGITAL INFORMATION SERVICES LLC	0.00%	Information Technology - Services	IT Task Order (PORFP)	ManageEngine ADManager, ADAudit Plus Profess	\$15,000 to \$100,000	1-2 years	Norma Humphries
Transportation - Motor Vehicle	SHI INTERNATIONAL CORPORATION	0.00%	Information Technology - Services	IT Task Order (PORFP)	Google Single Sign On services	\$15,000 to \$100,000	1-2 years	Norma Humphries
Transportation - Motor Vehicle	APPLIED TECHNOLOGY SERVICES	Small Business Reser	Information Technology - Services	IT Task Order (PORFP)	Absolute Resilience license renewal	\$15,000 to \$100,000	1-2 years	Norma Humphries
Transportation - Motor Vehicle	CAS SEVERN INC	0.00%	Information Technology - Services	IT Task Order (PORFP)	NetApp Filer Maintenance renewal	\$15,000 to \$100,000	1-2 years	Norma Humphries
Transportation - Motor Vehicle			Information Technology - Services	IT Task Order (PORFP)	Support for Fiber Channel Switches (2-DMZ, 2-De	\$15,000 to \$100,000	1-2 years	Norma Humphries
Transportation - Motor Vehicle	CONTROL TECHNOLOGIES	0.00%	Maintenance	Competitive Sealed Proposal	HVAC Maintenance	\$15,000 to \$100,000	5 years or more	Mennah Gargard
Transportation - Motor Vehicle	SECURITAS	0.00%	Maintenance	Other	Security Alarm and Monitoring Services	\$15,000 to \$100,000	2-3 years	Mennah Gargard
Transportation - Motor Vehicle	JASSO MAINTENANCE LLC	Small Business Reser	Maintenance	Competitive Sealed Bid	Janitorial Services	\$15,000 to \$100,000	1-2 years	Mennah Gargard
Transportation - Motor Vehicle	BACKSHORE PROPERTY SERVICES	Small Business Reser	Maintenance	Competitive Sealed Bid	Snow Removal	\$15,000 to \$100,000	1-2 years	Mennah Gargard
Transportation - Motor Vehicle	BTM ENTERPRISES LLC	Small Business Reser	Maintenance	Competitive Sealed Bid	Snow Removal	\$15,000 to \$100,000	To Be Determined	Mennah Gargard
Transportation - Motor Vehicle	MANUEL LANDSCAPING INC.	Small Business Reser	Maintenance	Competitive Sealed Bid	Snow Removal	\$15,000 to \$100,000	To Be Determined	Mennah Gargard
Transportation - Motor Vehicle	MANUEL LANDSCAPING INC.	Small Business Reser	Maintenance	Competitive Sealed Bid	Snow Removal	\$15,000 to \$100,000	To Be Determined	Mennah Gargard
Transportation - Motor Vehicle	MANUEL LANDSCAPING INC.	Small Business Reser	Maintenance	Competitive Sealed Bid	Snow Removal	\$15,000 to \$100,000	To Be Determined	Mennah Gargard
Transportation - Motor Vehicle	MANUEL LANDSCAPING INC.	Small Business Reser	Maintenance	Competitive Sealed Bid	Snow Removal	\$15,000 to \$100,000	To Be Determined	Mennah Gargard

Procurement Forecast

Example #2 Search

Procurement Forecast Portal

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Export To Excel

Reset All Filters

Search - Description

Search

All items checked

Services

Search by Region

Search by Estimated Contract Value

Q1 (July-Sept. 2025)

Agency Name: Education

Procurement Category: Services

Procurement Method: Competitive Sealed Proposal

Description: Local Food Exchange (LFE) evaluator

Location/Delivery: STATEWIDE

Estimated Advertisement Date: Q1 (July-Sept. 2025)

Estimated Total Contract Award (no options): \$500,001 to \$1,000,000

Term of Contract: 2-3 years

Procurement Forecast

Example #2 Results

Partial View

	A	C	D	E	G	I	J	N
	Agency Name	Incumbent Name	Current MBE/DBE	Procurement Category	Description	Estimated Advertis	Estimated Total Contract	PO Email
17	Comptroller	AdNet/Accountnet, inc.	NO	Services	Scribe/Reader Support Services	Q1 (July-Sept. 2025)	\$15,000 to \$100,000	Ltiamtiyu@marylandtaxes.gov
18	Comptroller	SB & Company, LLP	Yes, MBE/VSBE	Services	Statewide Audit Services	Q1 (July-Sept. 2025)	\$5,000,001 to \$10,000,000	nolson@marylandtaxes.gov
19	Environmental Services			Services	Supply Ramp Barge Deliveries to Island Sites	Q1 (July-Sept. 2025)	\$100,001 to \$500,000	qgraham@menv.com
20	Environmental Services	Inland Technologies International	0.00%	Services	High Concentrate Glycol Hauling and Recycling	Q1 (July-Sept. 2025)	\$100,001 to \$500,000	rverk@menv.com
21	Environmental Services			Services	Mixed Electronic Recycling	Q1 (July-Sept. 2025)	USM Simplified \$5,000 to \$20	rverk@menv.com
22	Stadium Authority	GEC Systems Engineering	SBR	Services	Television Maintenance Services	Q1 (July-Sept. 2025)	\$100,001 to \$500,000	jsamoryk@mdstad.com
23	Stadium Authority	City Wide	SBR/MBE	Services	High Rise Window and Glass Cleaning and Ancillary	Q1 (July-Sept. 2025)	\$100,001 to \$500,000	jsamoryk@mdstad.com
24	Stadium Authority	K2 Solutions Inc.	N/A	Services	On Call Explosive Detection Canine Team Services	Q1 (July-Sept. 2025)	\$100,001 to \$500,000	jsamoryk@mdstad.com
25	Stadium Authority	Freestate Electrical Service Company	N/A	Services	Emergency Generator and Routine Maintenance Repair	Q1 (July-Sept. 2025)	\$100,001 to \$500,000	jsamoryk@mdstad.com
26	Stadium Authority	N/A	N/A	Services	OPCY ADA Platforms	Q1 (July-Sept. 2025)	\$500,001 to \$1,000,000	jsamoryk@mdstad.com
27	Stadium Authority	N/A	N/A	Services	Program Manager Services	Q1 (July-Sept. 2025)	\$500,001 to \$1,000,000	ywaite@mdstad.com
28	Stadium Authority	N/A	N/A	Services	On-Call Staff Augmentation Project Management	Q1 (July-Sept. 2025)	\$1,000,001 to \$5,000,000	ywaite@mdstad.com
29	Stadium Authority	N/A	N/A	Services	On-Call Cost Estimating	Q1 (July-Sept. 2025)	\$1,000,001 to \$5,000,000	ywaite@mdstad.com
30	University of Maryland, Ba	ARC3 Gases		Services	Helium	Q1 (July-Sept. 2025)	\$100,001 to \$500,000	cgaaston@umaryland.edu
31	University of Maryland, Ba	TBD (To Be Determine)		Services	Campuswide Rideshare	Q1 (July-Sept. 2025)	To Be Determined	Sharde.Kelly@umaryland.edu
32	Labor			Services	FAMLI Financial Management Services	Q1 (July-Sept. 2025)	\$500,001 to \$1,000,000	kennedy.iya1@maryland.gov
33	Labor			Services	Janitorial services for Southwest Claim Center	Q1 (July-Sept. 2025)	\$15,000 to \$100,000	To Be Determined
34	Labor	Jay Baldwin & associates	0.00%	Services	Veterinary Service Ocean Downs Raceway	Q1 (July-Sept. 2025)	\$100,001 to \$500,000	arthur.petersen1@mayland.gov
35	Labor	Jay Baldwin & associates	0.00%	Services	Veterinary Service Rosecroft Racetrack	Q1 (July-Sept. 2025)	\$100,001 to \$500,000	arthur.petersen1@mayland.gov
36	University of Maryland Glo	Development Cubed Software Inc.	no	Services	Virtual Commencement	Q1 (July-Sept. 2025)	USM Simplified \$5,000 to \$20	lisa.dillard@umgc.edu
37	University of Maryland Glo	GradImages	no	Services	Commencement Photography	Q1 (July-Sept. 2025)	USM Simplified \$5,000 to \$20	lisa.dillard@umgc.edu
38	University of Maryland Glo	FreeWill Co.	no	Services	Planned Giving Services	Q1 (July-Sept. 2025)	USM Simplified \$5,000 to \$20	lisa.dillard@umgc.edu
39	Treasurers Office	Banc of America Public Capital Corp.	No	Services	Master Equipment Lease Financing	Q1 (July-Sept. 2025)	\$5,000,001 to \$10,000,000	kchewlin@treasurer.state.md.us
40	Treasurers Office			Services	Provision of smart safes and associated courier services	Q1 (July-Sept. 2025)	\$100,001 to \$500,000	kchewlin@treasurer.state.md.us

State Contracting Pipeline



SBR Liaison Directory



Agency Websites

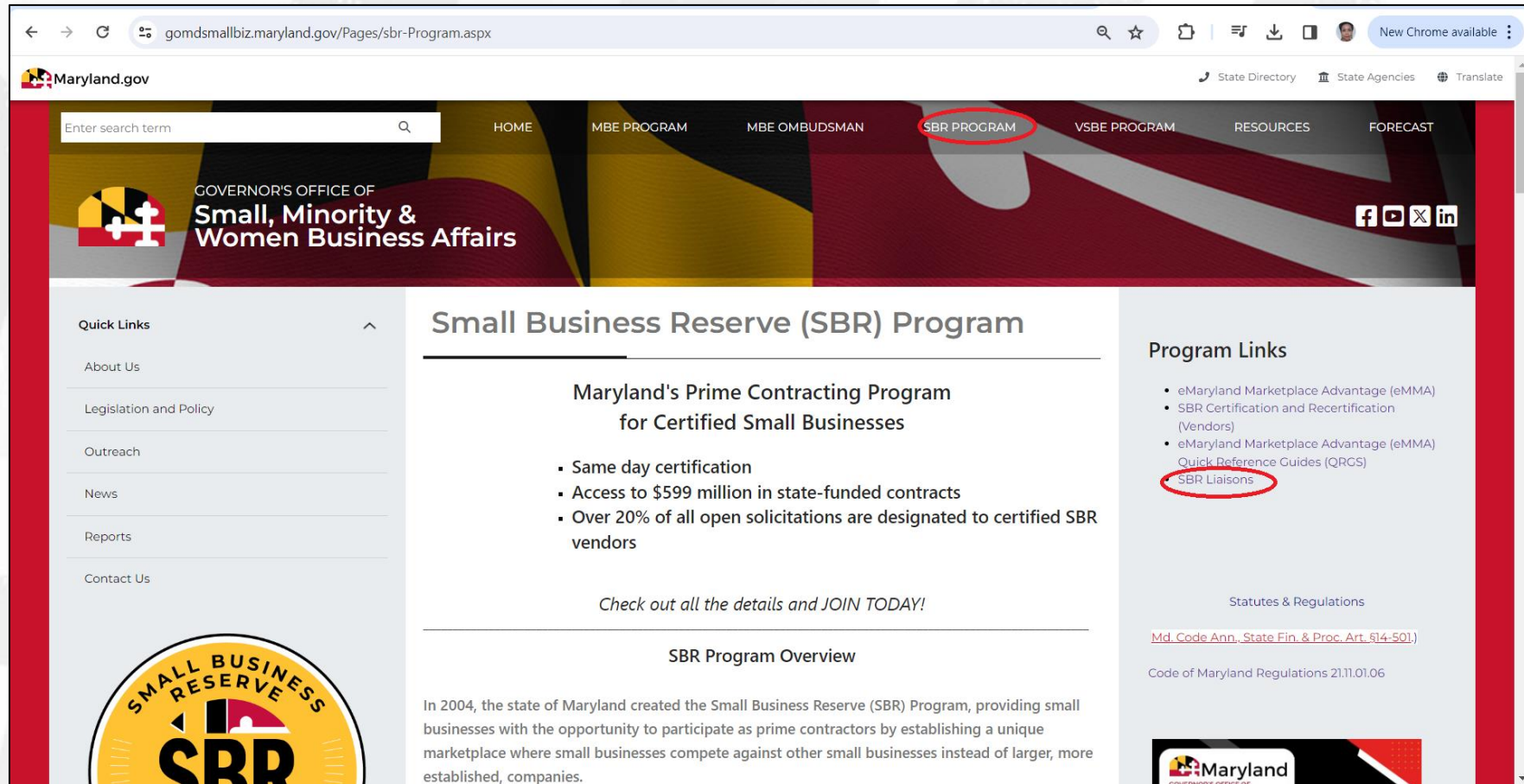
SBR Liaisons

Each of the participating agency staffs an SBR Liaison whose role includes ensuring SBR participation is being maximized at the onset of the procurement process and acting as an advocate for SBR vendors actively working on contracts within that agency.

gomdsmallbiz.maryland.gov/Pages/SBR-Liaison-Directory.aspx

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

SBR Liaisons



The screenshot displays the Maryland.gov website's Small Business Reserve (SBR) Program page. The browser's address bar shows the URL gomdsmallbiz.maryland.gov/Pages/sbr-Program.aspx. The top navigation bar includes links for HOME, MBE PROGRAM, MBE OMBUDSMAN, **SBR PROGRAM** (circled in red), VSBE PROGRAM, RESOURCES, and FORECAST. The left sidebar features a 'Quick Links' menu with options like About Us, Legislation and Policy, Outreach, News, Reports, and Contact Us. The main content area is titled 'Small Business Reserve (SBR) Program' and describes it as 'Maryland's Prime Contracting Program for Certified Small Businesses'. It lists benefits such as same-day certification, access to \$599 million in state-funded contracts, and that over 20% of open solicitations are designated to certified SBR vendors. A call to action says 'Check out all the details and JOIN TODAY!'. Below this is a section for 'SBR Program Overview' which states that in 2004, the state of Maryland created the SBR Program to provide small businesses with the opportunity to participate as prime contractors. On the right side, under 'Program Links', there are links to eMaryland Marketplace Advantage (eMMA), SBR Certification and Recertification (Vendors), eMaryland Marketplace Advantage (eMMA) Quick Reference Guides (QRGS), and **SBR Liaisons** (circled in red). At the bottom right, there are links for 'Statutes & Regulations' and 'Code of Maryland Regulations 21.11.01.06'. A 'Small Business Reserve SBR' logo is visible in the bottom left corner of the page content.

gomdsmallbiz.maryland.gov/Pages/SBR-Liaison-Directory.aspx

Enter search term



HOME

MBE PROGRAM

MBE OMBUDSMAN

SBR PROGRAM

VSBE PROGRAM

RESOURCES

FORECAST



GOVERNOR'S OFFICE OF
**Small, Minority &
Women Business Affairs**



Quick Links

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SBR Liaison Directory

For information regarding the Small Business Reserve (SBR) Program's [certification](#)
please email lisa.sennaar@maryland.gov or call 410-697-9600.

Reporting Agency	SBR Liaison Name/Contact Info	Address
Aging	Aaron Peterson aaron.peterson1@maryland.gov (410) 767-1110	301 W. Preston Street, Suite #1007 Baltimore, MD 21201
Agriculture	Lynn McNally lynn.mcnally@maryland.gov 410-841-5902	50 Harry S. Truman Parkway Annapolis, MD 21401
Archives	Teresa Fawley teresa.fawley@maryland.gov 410-260-6405	350 Rowe Blvd. Annapolis, MD 21401
Assessments & Taxation	Tara L. Gray tara.gray@maryland.gov 410-767-1194	300 West Preston St., Room 605 Baltimore, MD 21201
Attorney General's Office	Janice Clark jclark@oag.state.md.us 410-576-7033	200 St. Paul Place Baltimore, MD 21202
Baltimore City Community College	Anna Lansaw ALansaw@bcccc.edu 410-209-2378	2901 Liberty Heights Avenue Baltimore, MD 21215

<https://gomdsmallbiz.maryland.gov/Pages/SBR-Liaison-Directory.aspx>

How can we help you?



 Ask Agent Mary



Maryland State Agency Directory

Agencies

County and Municipalities

Elected Officials

Employee Phone Directory


Federal Government

Government Contacts


-  Administrative Office of the Courts
-  Allegany County
-  Anne Arundel County
-  Bainbridge Development Corporation
-  Baltimore City
-  Baltimore City Community College
-  Baltimore County
-  Base Realignment & Closure Subcabinet
-  BayStat
-  Board of Public Works

https://www.maryland.gov/pages/agency_directory.aspx?view=Agencies





Department of General Services



HOMEPROCUREMENTBUSINESS OPPORTUNITIESREAL ESTATEENERGYFUEL MANAGEMENT



MARYLAND
Department of General Services



General Info

^

About DGS

Meet the Secretary

Executive Staff

Employee of the Month

Caught DGS

Annual Reports

Employment

Capital Grants

Business Opportunities

Small businesses are the foundation of a strong, healthy and vibrant economy. The Office of Business Programs (OBP) helps small, minority, woman and veteran-owned businesses grow by providing companies with access to procurement opportunities with DGS.

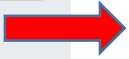
Small Business Programs


Minority Business Enterprise

Veteran-Owned Small Business Programs

Business Assistance & Access To Opportunities

It is the mission of the Office of Business Programs to ensure businesses have access to the information they need to effectively compete on state contracts.

["Doing Business with DGS" Training Program](#)

[Business Opportunities Information Sessions](#)

Receive information on how to compete effectively on contracts and how to leverage your certifications to participate in contracting opportunities.

Receive information on upcoming contracting opportunities related to specific projects and services DGS will be procuring.

Small Business Resources

- [Maryland Department of Commerce](#)
- [Governor's Office of Small, Minority, and Women Business Affairs \(GOSBA\)](#)
- [Small Business Development Center \(SBDC\)](#)
- [Procurement Technical Assistance Program \(PTAP\)](#)
- [Service Corps of Retired Executives \(SCORE\)](#)
- [Small Business Administration \(SBA\)](#)
- [Office of Minority Business Enterprise \(MDOT\)](#)
- [Office of Small & Disadvantaged Business Utilization](#)
- [Veteran's Business Services](#)
- [Maryland Women's Business Center](#)

Procurement Resources

- [Procurement Website](#)
- [Information for Vendors and Businesses](#)

Procurement Categories

Small Procurement – *Category I:*

- \$5,000 or less
- Can use oral, written, or published solicitation to obtain quotes
- Encouraged to solicit quotes from small, minority and veteran-owned businesses
- Award is based on the procurement officer's judgement

Small Procurement – *Category II*

- \$5,001 - \$15,000
- Can use oral, written, or published solicitation to obtain at least two quotes
- Encouraged to solicit quotes from small, minority and veteran-owned businesses
- Award shall be made to the most favorable or evaluated bid price



POLL # 4

Wrapping Up

- The SBR program provides a unique space for small businesses to compete against each other for prime contracts, instead of larger companies and is governed by Maryland statutes and regulations
- Certified Small Businesses were paid close \$500 Million last year
- Self- certification through eMMA is very simple
- The more registered Certified Small Businesses there are, the more robust Designated SBR opportunities Procurement Officers can create
- Eligible procurements between \$50,000 and \$500,000 are to be designated as SBR (with certain exceptions) Effective October 1, 2025, that threshold will change to \$1,000,000 or less
- Category I & II Small Procurements are the hidden potential opportunities



Call or email the SBR helpdesk

410-697-9600

Lisa Mitchell Sennaar

lisa.sennaar@maryland.gov

Tanita Johnson

tanita.johnson1@maryland.gov



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



Mining Public Data Techniques



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
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2 WEBINARS MONTHLY



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CLASSES LED BY SUBJECT MATTER
EXPERTS



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






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

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- 2 free webinars every month
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- Register in advance to receive the participation link
- Download the presenter's slide deck
- Access video recordings of all classes on our YouTube playlist

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T.I.P.S. Webinar Series Playlist

-  **Doing Business with the State of Maryland - July 25, 2024**
StateMaryland • 2 views • 1 day ago
2:03:45
-  **Crafting A Compelling Capability Statement - July 23, 2024**
StateMaryland • No views • 1 day ago
2:04:30
-  **Anatomy of a Bid - June 27, 2024**
StateMaryland • No views • 1 day ago
1:48:57
-  **Strategies for Digital Marketing - June 25, 2024**
StateMaryland • No views • 1 day ago
1:38:22
-  **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>



goMDsmallbiz.maryland.gov

Upcoming

Friday
July 11, 2025

11:00 a.m. – 4:00 p.m.
Boots to Business: Veteran
Entrepreneurs Summit
by
Maryland Department of
Human Services

Friday
July 18, 2025

9:30 a.m.
Maryland's
VSBE/SBR Certification
Workshop
@
Dorchester County

Wednesday
July 16, 2025

5:00 p.m. – 8:00 p.m.
Federal Professionals
Entrepreneurship Fair
by
Prince George's County
Economic Development

Tuesday
July 22, 2025

10:00 a.m.
T.I.P.S. Small Business
Webinar Series:
Doing Business with the
State of Maryland

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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Small, Minority & Women
Business Affairs



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Thank You!