



CERTIFICATION WORKSHOP SERIES



Welcome



Danielle Davis
Maryland's First VSBE Manager



Thank You!





OUR MISSION

Our Office provides centralized procurement services on behalf of all County departments, with integrity and transparency, through innovative and cost-effective best practices. We promote responsible stewardship of County resources and ethical use of taxpayer dollars, encourage participation from diverse and local businesses, and foster broad competition through a fair and open process to obtain the highest quality goods and services that best meet departmental needs.

OUR VISION

The Office of Procurement and Contract Administration shall foster a diverse workforce and vendor community, motivated by integrity and teamwork, to procure goods and services that increase operational readiness, embody innovative technology, enhance mission performance and drive efficiency and effectiveness.

- **PROCUREMENT PROCESS**
- **VENDOR REGISTRATION**
- **EQUAL BUSINESS OPPORTUNITY (EBO) PROGRAM**
- **LOCAL BUSINESS INITIATIVE**
- **VETERAN-OWNED BUSINESS ENTERPRISE PROGRAM**

PROCUREMENT PROCESS

HOW WE DO BUSINESS

- Maximize Competition
- Award to Lowest Responsive and Responsible Bidder on Competitive Sealed Bids
- Award to Best Value on Competitive Sealed Proposals
- Transparency in Public Procurement

WHO WE BUY FOR

- COUNTY ADMINISTRATION
- COMMUNITY RESOURCES & SERVICES
- TECHNOLOGY & COMMUNICATIONS
- FINANCE
- FIRE & RESCUE
- POLICE
- INSPECTION LICENSES & PERMITS
- PLANNING AND ZONING
- PUBLIC WORKS
- HEALTH
- OFFICE OF LAW
- CORRECTIONS
- RECREATION & PARKS
- BOARD OF ELECTIONS

BID THRESHOLDS

- Small Purchases - up to \$10,000
- Informal Bids - Between \$10,001 and \$29,999
- Formal Bids - \$30,000 and above

PROCUREMENT METHODS

- \$10,000 or less

User agencies make direct purchases using procurement cards

- Between \$10,001 and \$29,999

Informal Request for Quotes

- \$30,000 and over

Competitive Sealed Bids/Formal Invitation for Bid (IFB)

Competitive Sealed Proposals/Formal Request for Proposals (RFP)

- Any Dollar Value

Cooperative Procurement (Piggyback)

VENDOR REGISTRATION



*Want to get notified about
solicitations in your field?*

***REGISTER AS A VENDOR
IN PLANETBIDS***

WEB-BASED PROCUREMENT SYSTEM

- The County has transitioned to a web-based procurement system hosted by PlanetBids (PB System)
- Self-registration is free and only takes a few minutes
- Sign up to get notified of new bids in your field
- Once registered, you can view and print the specs for any of our solicitations
- The PB System allows registered suppliers to download bid documents, receive addenda, submit electronic bids, and view bid results
- Both formal and informal solicitations may be conducted through this system

REGISTERING IN PLANET BIDS

Howard County, Office of Purchasing Vendor Portal



NEW VENDOR REGISTRATION

Create a new vendor record.
If you wish to view or edit an existing vendor,
simply Log In.



BID OPPORTUNITIES

Search and bid electronically on opportunities
with this agency, download documents, and
become a prospective bidder.



MY CONTRACTS

Manage your awarded contracts, record
payments, add subcontractors, produce reports
and charts.

LOGIN REQUIRED



CERTIFIED VENDORS

Find Certified Vendors

LOGIN REQUIRED

LOGIN REQUIRED

LOGIN REQUIRED

SETTING UP YOUR BUSINESS

Create your Vendor Profile with Howard County, Office of Purchasing

SIGN UP

Hello ABC Company, Inc.,

We're almost there! Please verify your email address and complete your vendor registration for Howard County, Office of Purchasing.

VERIFY

Thank you,
Howard County, Office of Purchasing

CREATE PASSWORD AND ENTER BUSINESS INFO

PLANETBIDS

Howard County, Office of Purchasing

Vendor Registration

User Authentication

Email

dhof@howardcountymd.gov

Password *

Confirm Password *

Company

Business Type *

Limited Liability C Corporation

FEI/Tax ID Number *

521278778

Company Name *

ABC Company, Inc.

IRS Reporting Name

Doing Business As

Address *

111 Main Street

ADD BUSINESS CATEGORIES - KEYWORD SEARCH

Categories

ADD

At least one Category must be chosen

Selecting multiple categories (maximum 30) may increase bidding opportunities

Terms & Conditions

☐

I have read and accept the [Terms & Conditions](#) *

Categories

?

consulting

×

☐ Show only selected categories

8208 categories (5 selected)

×	#	Category	✓
	91832	CONSULTING SERVICES, NOT ELSEWHERE	
✓	91804	ACCOUNTING/AUDITING/BUDGET CONSULTING	
✓	91806	ADMINISTRATIVE CONSULTING	
✓	91807	ADVERTISING CONSULTING	
✓	91809	AGRICULTURAL CONSULTING	
	91810	AIR POLLUTION CONSULTING	
	91803	ALCOHOL & DRUG ABUSE CONSULTING SERVICES	
	91812	ANALYTICAL STUDIES & SURVEYS (CONSULTING)	
	91811	ANTHROPOLOGY CONSULTING	
✓	91814	APPRAISALS CONSULTING	
	91816	ARCHEOLOGICAL CONSULTING	
	96101	ARCHEOLOGICAL SERVICES (OTHER THAN CONSULTING)	
	91815	ARCHITECTURAL CONSULTING	


Cancel

Save


SEARCHING FOR BID OPPORTUNITIES

PLANETBIDSABC Company, Inc. ▼


Vendor Portal

**VENDOR PROFILE**


View the vendor profile of:
ABC Company, Inc.

**BID OPPORTUNITIES**


Search and bid electronically on opportunities with this agency, download documents, and become a prospective bidder.

**MY CONTRACTS**UNAVAILABLE


Manage your awarded contracts, record payments, add subcontractors, produce reports and charts.

**CERTIFIED VENDORS**UNAVAILABLE

Find Certified Vendors

**CONTRACTS**UNAVAILABLE

View public information regarding agency contracts.

**MY INSURANCE**UNAVAILABLE


View and fulfill insurance requests / requirements.

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SEARCHING FOR BID OPPORTUNITIES

PLANETBIDS

Howard County, Office of Purchasing

ABC Company, Inc. 

Keyword

Bid Type 

Categories 

Stage 

Department 

Due Date From 

Due Date To 

Clear

Search

SEARCHING FOR BID OPPORTUNITIES

[◀ Back to Bid Search](#)

Waverly Event Tents IFB 2021-25

REMAINING
5 days

Bid Information

Line Items

Documents

Addenda/Emails

Q&A

Prospective Bidders

Bid Results

Awards


Bid Detail


Project Title Waverly Event Tents
Invitation # IFB 2021-25
Bid Posting Date 12/16/2020 10:42 AM (EST)
Project Stage Bidding
Bid Due Date 02/03/2021 11:00 AM (EST)
Response Format Electronic


Project Type Bid
Response Types Line Items
Affidavit (required)
Contractor Information (required)
Veterans (required)
EBO (required)

Place eBid

SEARCHING FOR BID OPPORTUNITIES

 Howard County, Office of Purchasing

ABC Company, Inc. 



[◀ Back to Bid Search](#)

Fuel Storage Tank Cleaning Services IFB 2021-15

Closed

Bid Information

Line Items

Documents

Addenda/Emails

Q&A

Prospective Bidders

Bid Results

Awards

Showing 6 Bid Results

Vendor	Type	Bid Amount	Responsive
Petroleum Management, Inc		\$28,400.00	Yes
Dark Horse Enterprises	DOBE, VOB, FEM, DTSe	\$30,014.07	Yes
Brad's Fuel Filtering		\$35,930.02	Yes
Clean Fuels Associates, Inc.		\$36,600.05	Yes
Stratified Inc.		\$69,948.00	Yes
Unified Services of Texas, Incorporated	MBE, VOB	\$81,725.00	Yes

EQUAL BUSINESS OPPORTUNITY (EBO) PROGRAM

EQUAL BUSINESS OPPORTUNITY (EBO) PROGRAM

Howard County Government encourages increased participation by Minority business Enterprises (MBE), Women-owned Business Enterprises (WBE) and Disabled Business Enterprises (DBE) in the procurement of all goods and services through all solicitations by the County through its Equal Business Opportunity (EBO) Program.

The Office of Procurement and Contract Administration's commitment and policy is to assure all persons an equal opportunity to participate in the procurement of all commodities and services.



EQUAL BUSINESS OPPORTUNITY GOALS

- Award 20% of the County's total amount of all contracts directly to EBO firms every fiscal year. This includes construction, architectural and engineering services, and other procurements for goods and services.
- When the contract value is \$50,000 or more, the prime contractors will subcontract at least 15% to EBO firms as subcontractors or suppliers.

EQUAL BUSINESS OPPORTUNITY GOALS

- Certified Minority business Enterprises (MBE), Women-owned Business Enterprises (WBE) and Disabled Business Enterprises (DBE) prime contractors can count 100% of the work they self-perform on contracts with EBO subcontracting goals.

EQUAL BUSINESS OPPORTUNITY GOALS

The County will obtain its EBO participation goals primarily through two mechanisms:

- By encouraging EBO firms to respond directly to County solicitations for Goods and Services.
- By encouraging Prime Contractors to include EBO firms as sub-contractors, sub-consultants and/or suppliers.

HOWARD COUNTY EBO CERTIFICATION

The County's Equal Business Opportunity Program requires that, in order to take advantage of the program, businesses be certified as authentic and bona fide minority business enterprises (MBEs), woman business enterprises(WBEs) and disabled business enterprises(DBEs).

Certification is an important facet in order to foster participation by EBO firms in the procurement process.

HOWARD COUNTY EBO CERTIFICATION

- *Formal process is required*
- *Online application*
- *No application fee*
- *Certification is valid for two years*

Non-Howard County based MBE/WBE/DBE firms need to be certified by another regulatory body before applying for EBO Certification.

CERTIFICATION ELIGIBILITY

*Most basic eligibility factor: To be certifiable, a business should be at least **51% owned, controlled and managed**, on site on a day to day basis, by one or more individuals defined in the following groups:*

Minority Business Enterprise: A business concern which is at least 51 percent owned by one or more minorities who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest which is owned by one or more minorities, and whose management and daily business operations are controlled by one or more of such individuals.

Minority: An individual who is a member of one of the following groups: African Americans, Native Americans, Asian Americans, and Hispanic Americans

CERTIFICATION ELIGIBILITY

Woman-Owned Business Enterprise: A business concern which is at least 51 percent owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest which is owned by one or more women, and whose management and daily business operations are controlled by one or more of such individuals.

Disabled Business Enterprise: A business concern which is at least 51 percent owned by one or more individual who has a physical or mental impairment that substantially limits one or more major life activities or has a record of such impairment, who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest which is owned by one or more disabled persons, and whose management and daily business operations are controlled by one or more of such individuals.

The goal of the Local Business Initiative is to promote the growth and success of local businesses and to increase the percentage of County procurement dollars flowing to local businesses.

WHAT IS A “LOCAL BUSINESS?”

A local business is defined as an applicant that maintains its principal place of business in Howard County.

If your business meets this eligibility criterion, you should certify with Howard County as a local business.

BENEFITS OF THE PROGRAM

- Howard County departments and agencies are encouraged to select and prioritize local businesses when purchasing goods or services that are under \$10,000.
- Written quotations for Informal Quotes (\$10,001 - \$29,999) from certified local businesses will be obtained whenever possible.
- Contracts may be awarded to certified local businesses that submit a competitive sealed bid within 10% of a low bid by a non-local firm.
- Certain solicitations will contain an evaluation factor up to 10% of the total points for certified local businesses.

BENEFITS OF THE PROGRAM

- The Howard County Office of Procurement and Contract Administration will notify certified local businesses of solicitations for goods or services valued at \$10,000 or more, as the Office deems appropriate.
- Certain low bid awards for non-capital projects will be awarded to a local business if there is a tie for lowest bid with a non-local business.
- Recipients of Howard County grants are encouraged to spend those grant funds with certified local businesses when purchasing goods or services.

LOCAL BUSINESS INITIATIVE CERTIFICATION

In order to take advantage of the program, businesses need to be certified as a Local Business.

- *Formal process is required*
- *Online application*
- *No application fee*
- *Certification does not expire*

VETERAN-OWNED BUSINESS ENTERPRISE PROGRAM

VETERAN-OWNED BUSINESS ENTERPRISE PROGRAM

- Designed to foster participation by Veteran-Owned Business Enterprises in the County's procurement process.
- The program includes an overall aspirational goal of 1% of the County's total dollar value of procurement contracts to be made directly or indirectly with Veteran-Owned Business Enterprises.
- Veteran-Owned Business Enterprise (VOBE) is defined as a business enterprise that is certified by the United States Small Business Administration as a Veteran-Owned Small Business Enterprise.



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Columbia, MD 21046

410- 313- 6370

purchasing@howardcountymd.gov

www.howardcountymd.gov/purchasing

THANK YOU



TEDCO
LEADING INNOVATION TO MARKET
WWW.TEDCOMD.COM



Leading
Innovation to
Market for 27
years

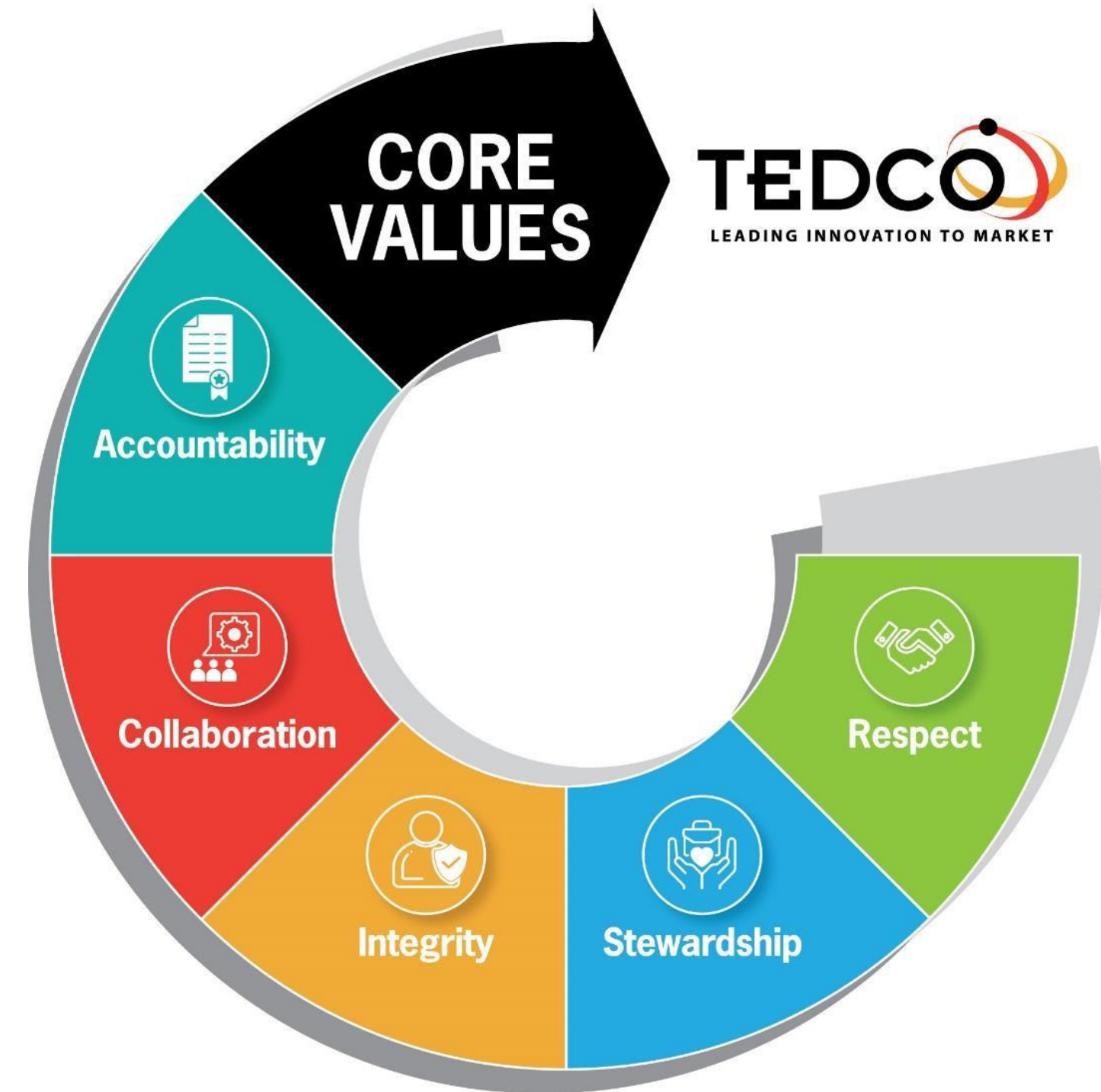
TEDCO's Mission

Enhance economic empowerment by fostering an **inclusive and entrepreneurial innovation ecosystem**. *Identify, invest in, and help grow technology and life science-based companies in Maryland.*



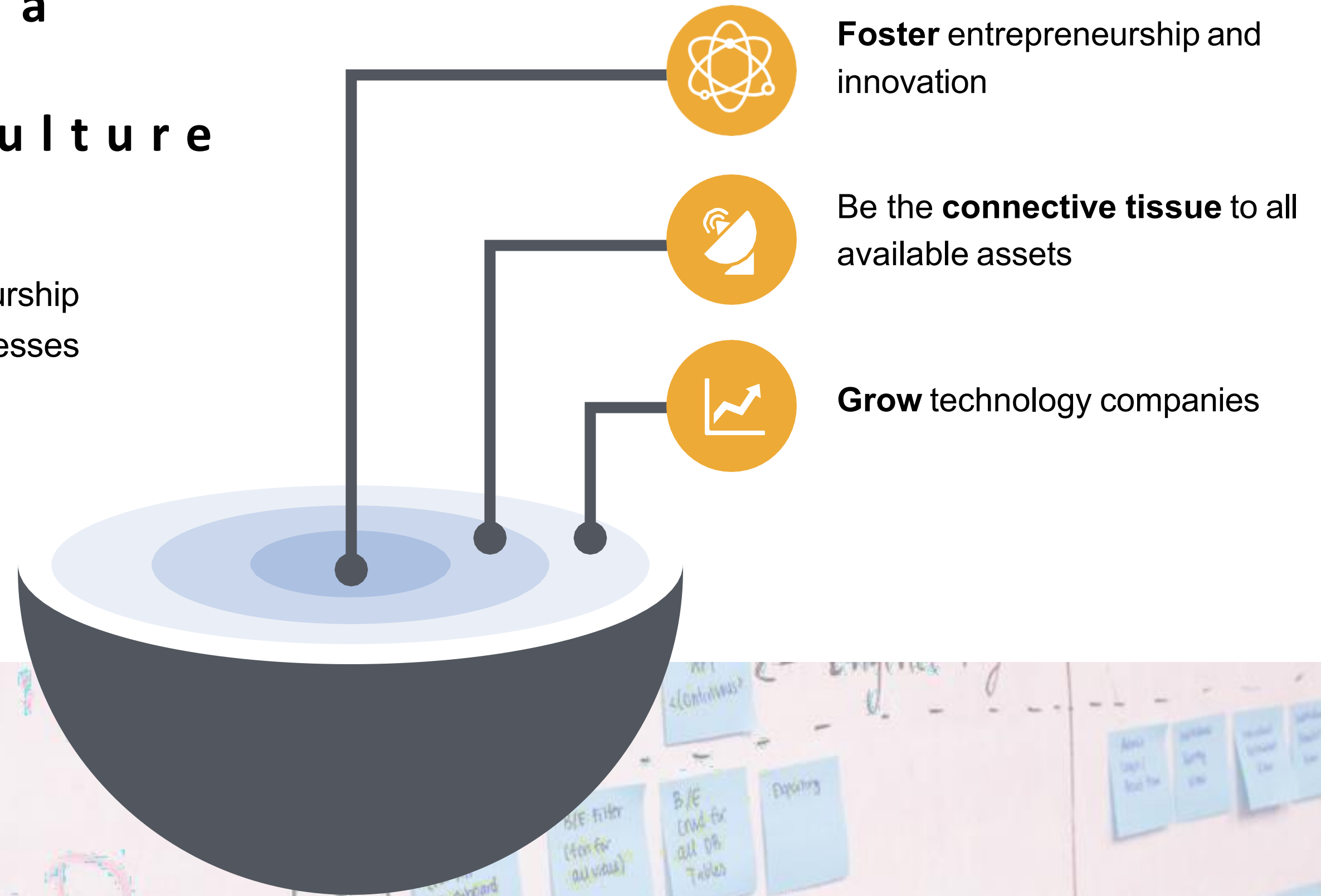
Core Values

- **Accountability:** We will do the right thing and have internal and external measures demonstrating that commitment;
 - **Collaboration:** We are a collection of talented individuals that meet our own and Maryland's goals by doing it together internally and externally;
 - **Integrity:** We will pursue innovation and entrepreneurial success with the highest regard for moral and ethical standards;
 - **Respect:** We value our employees for their individuality and the unique perspectives; and
 - **Stewardship:** We value our ability to create a sense of belonging and to serve our customers in an efficient and fiscally responsible manner.
-

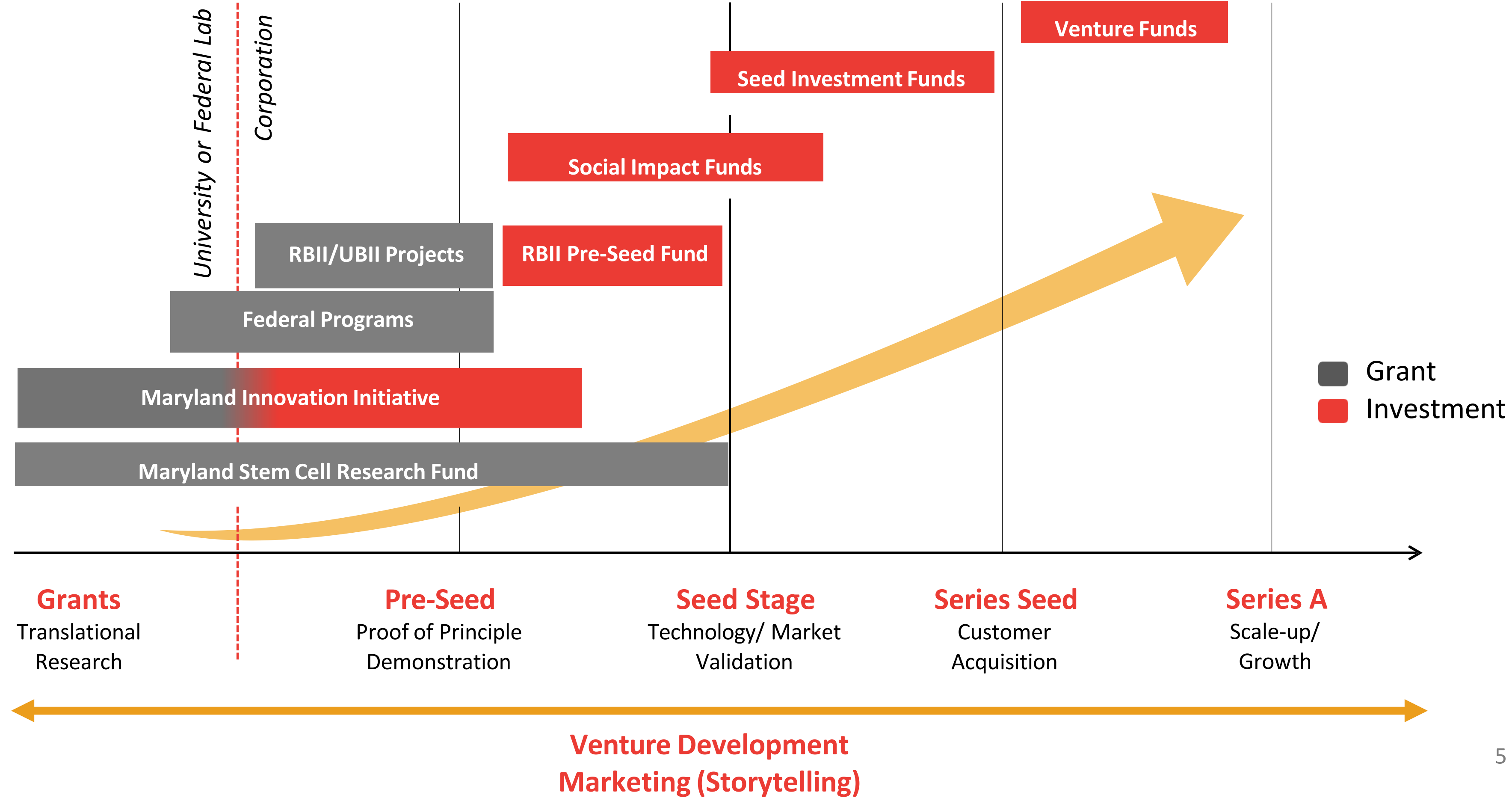


Championing a Statewide Innovation Culture

Where innovation, entrepreneurship and the creation of new businesses will thrive and grow.



Overview of TEDCO's Funding Programs by Stage





VENDEV GOALS

1. Provide 'Friends & Family' Capital to Tech Entrepreneurs in Maryland in an Equitable Way
2. Help Maryland Tech Startups Become Investment-Ready
3. Manage and Support Ecosystem Partners
4. Support Portfolio Companies

V E N D E V T E A M



Graham Dodge
Vice President



Karen Zuccardi
Ecosystem Director



Justin Ferguson
Innovation
Manager



Sephora Saint-
Armand
Equitech &
Ecosystem
Manager



Program
Coordinator /
Business Analyst



April Davis-Hurtt
Lead BRIDGE
Advisor



BRIDGE Advisors
(2)



RUBII Mentors
(5)



Network Advisors
& Loaned
Executives
(115+)

Federal Programs



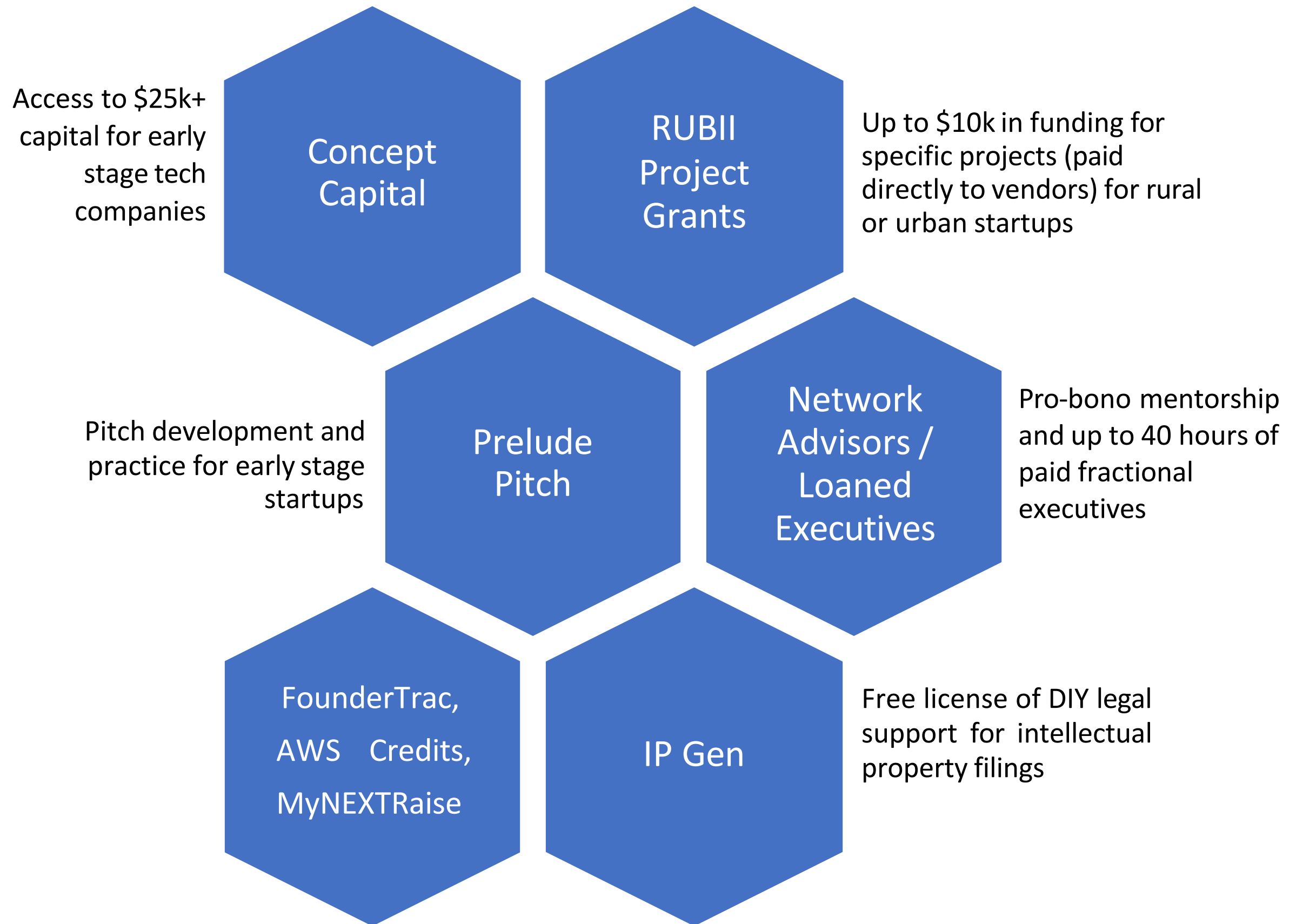


V E N D E V T E A M

Program	Mentor	Service Area
Rural Business Innovation Initiative	Justin Ferguson	Charles, Calvert & St. Mary's Counties
Rural Business Innovation Initiative	Graham Dodge	Frederick, Carroll, Northern Baltimore, Garrett, Allegany & Washington Counties
Rural Business Innovation Initiative	Samuel Shoge	Harford, Cecil, and Kent Counties
Rural Business Innovation Initiative	Bill Bernard	Talbot, Caroline, Dorchester, Wicomico, Queen Anne's, Somerset, and Worcester Counties
Urban Business Innovation Initiative	Tammira Lucas, DBA	Baltimore City
Urban Business Innovation Initiative	Malcolm Tyson	Prince George's County
Urban Business Innovation Initiative	Claudius Taylor	Central Maryland (Howard, Montgomery, Anne Arundel Counties)

ENTREPRENEUR PROGRAMS

Founders who are eligible for Concept Capital or RUBII Project Grants may apply for these additional services along with other Business Resources like AWS Credits, approved on a case-by-case basis.





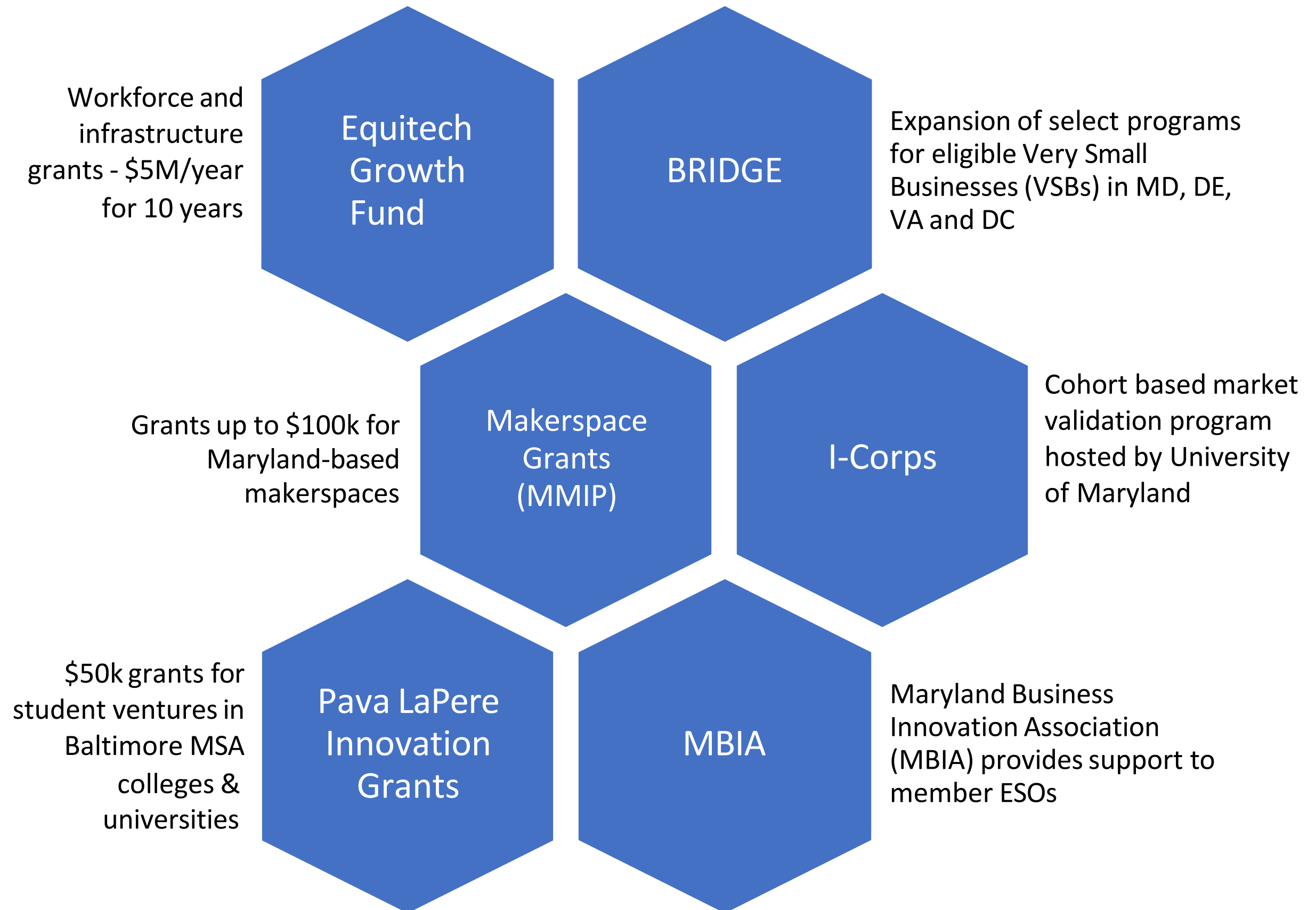
ELIGIBILITY CRITERIA

Program	Company Type
RUBII Project Funding	<ul style="list-style-type: none">• Early stage, tech-based companies in select rural/urban counties• > 16 employees, > \$1M in Annual Recurring Revenue (ARR)
Concept Capital	<ul style="list-style-type: none">• Tech-driven companies, post-MVP, except retail• Founder(s) located in rural community or from disadvantaged community• Founded in the last 7 years
Prelude Pitch	<ul style="list-style-type: none">• Tech-based startups and tech-enabled businesses• Past idea stage
Network Advisors	<ul style="list-style-type: none">• Past idea stage• Tech-based startups or tech-enabled businesses
IP Gen	<ul style="list-style-type: none">• Maryland based startups and businesses

Note: all companies must be headquartered in the State of Maryland

ECOSYSTEM PROGRAMS

These programs include State or Federal legislated grants or contracts that support workforce, infrastructure or venture development, in cooperation with 3rd party ESOs like UpSurge, MBIA, SBDC and others.



Rural Business Innovation Initiative

Designed to build a technology-based, entrepreneurial community in the rural areas of Maryland—providing business assistance, technology assistance and small target project funding.

Eligibility:

- Developing new technologies/products or utilizing technology to create new or expand their business
- Less than \$1M in annual revenue
- Less than 16 employees

Examples of company assistance:

- Business model or strategy
- Market strategy/analysis and competitive analysis
- Financial analysis
- Business plan or grant review
- Intellectual property
- Prototype development

Urban Business Innovation Initiative

Designed to provide technical and business assistance to early-stage technology and life sciences companies in key urban regions through TEDCO's Venture Growth Advisors, who work in concert with our ***collaborative partners*** to assure a high level of support for these companies.

How UBII supports innovation:

- Connection to support by collaborative partners
- Guidance for technology development
- Providing grant and business support
- Identifying funding opportunities for early-stage companies

Two Venture Growth Advisors in Maryland's Urban Regions



Baltimore City



Prince George's County



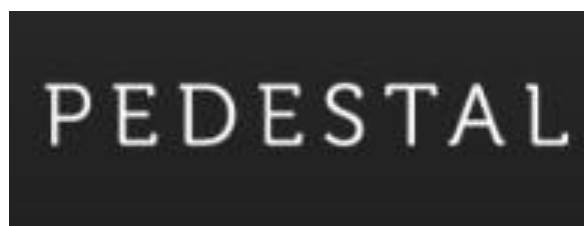
Concept Capital

Recognizing the common gap entrepreneurs across Maryland face, TEDCO has unveiled a program with flexible funding and specialized support for founders.

Concept Capital provides

- Mentorship and guidance opportunities
- Funding support of \$25,000 per company
- Financial Flexibility for chosen companies with a 0% interest rate and low valuation cap

Select Awardees:



Equitech Growth Fund

Created to cultivate an inclusive innovation ecosystem in Maryland by providing strategic grants from infrastructure and workforce development.

The Equitech Growth Fund 2024 award cycle is projected to support:

- Training for more than **3,200 students** studying information technology (IT)
- Placement of **2,500** of these students into jobs annually.
- Support the creation of more than **160** science, technology, engineering and math (STEM) jobs in Maryland

Select Awardees:



Pava LaPere Innovation Awardees

FY25

DegreeMap

University: Towson University

Founders: Andres Londono & Matthew Dibbern

Fetal Therapy Technologies

University: Johns Hopkins University

Founder: Selena Shirkin

SneakerSync

University: Towson University

Founder: Hermes Bunch

Drio, LLC

University: Community College of Baltimore County (CCBC)

Founder: Rachel McFadden

Luminova Beauty

University: Loyola University

Founder: Charles Engler

Somnair

University: Johns Hopkins University

Founder: Andres Sideris

Elastic Energy

University: University of Maryland, Baltimore County (UMBC)

Founders: Samuel Bendeck & Kevin

RhizeUp

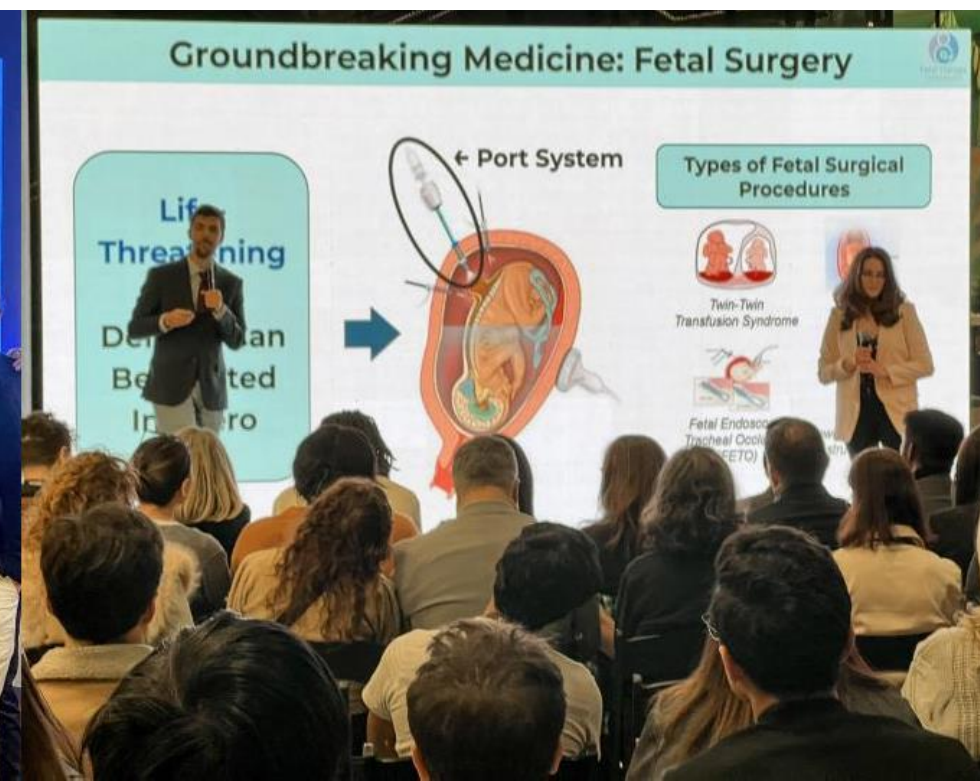
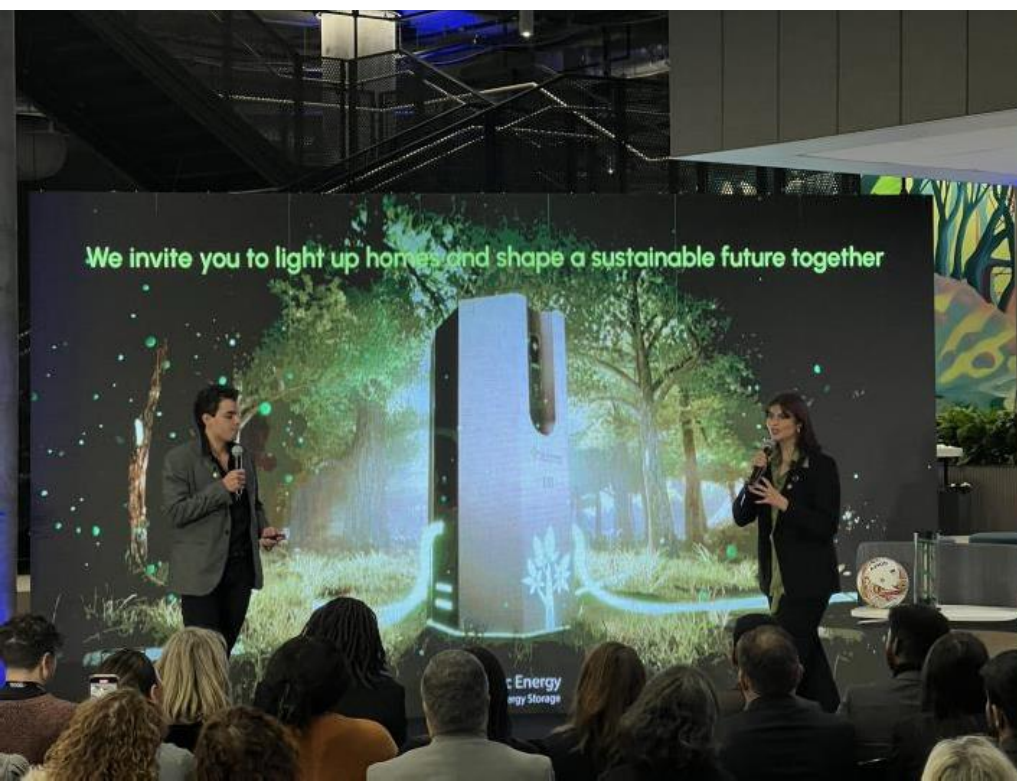
University: Community College of Baltimore County (CCBC)

Founder: Ulysses Matricciani

Sustainabli

University: University of Maryland, Baltimore County (UMBC)

Founder: Kevin Tu



Maryland Stem Cell Research Fund

Maryland Innovation Initiative Fund

Federal Technology Transfer



Tech Transfer

Moving innovations from the research lab to the commercial sector to create new ventures and to make new products and cures available to the public.

Maryland ~~Initiative~~ Innovation Fund



Our Goal

To accelerate and market promising technologies with significant commercial potential from Maryland academic research institutions.

Program to Date



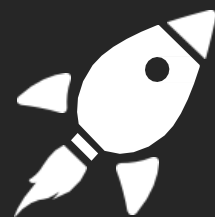
\$58.1M

Invested



\$772.9M

Follow-On Funding



194

Start-up companies
created & supported



8

Exits



Investments

Fostering the growth and scaling of strong companies in Maryland and providing economic and financial returns to the state.

- Pre-Seed
- Seed
- Early-stage Venture Capital



Rural Pre-Seed Fund

Select Investments:



Four Mentors in Maryland's Rural Regions

Lower Shore Region

- Talbot, Caroline, Dorchester, Wicomico, Queen Anne's, Somerset, and Worcester Counties

Northern Region

- Frederick, Carroll, Northern Baltimore, Harford, Cecil, and Kent Counties

Western Region

- Washington, Allegany, and Garrett Counties

Southern Region

- Calvert, St. Mary's, and Charles Counties

Social Impact Funds

Invests in pre-seed technology-based businesses owned and managed by disadvantaged entrepreneurs:

- Pre-seed stage
- Executive support
- Peer-to-peer education and collaboration
- \$100K - \$200K convertible note investments
- Funds include:
 - Builder Fund
 - Inclusion Fund

Select Investments:



Seed Funds

Invests in companies that show promise of becoming venture fundable companies or are companies that, through a seed investment, will be sustainable through customer revenue, follow on funding, or other forms of corporate venture.

- **\$4M** annual fund
- **\$100K - \$500K** initial investments
- **Types of Seed Funds**
 - Technology Commercialization Investment Fund
 - Cybersecurity Investment Fund
 - Life Science Investment Fund
 - Gap Fund

Select Investments:



Select Exits:



Venture Funds

Early-stage, evergreen venture capital funds dedicated to funding and growing the next generation of outstanding businesses in Maryland.

- **\$110M** evergreen fund
- **\$500K - \$1.5M** investments made

Select Investments:

Fugue



Select Exits:

Xometry

HomeCare.com

Federal Tech Transfer Programs

- DefTech
- SBIR/STTR Proposal Lab
- SBIR/STTR Matching Funds
- SBIR/STTR Technical Assistance
- Technical and Business Assistance
- Federal Lab Leveraging Innovation to Products (FLLIP) Pilot Program
- Business Resource Information, Development, and Guidance (BRIDGE) Program



Proposal Lab

- Intensive 6-month, cohort-based program with 1-on-1 mentoring and expert proposal reviews
- Targets woman-owned, rural-based, and small disadvantaged businesses
- More than doubled the national Phase I award rate

Matching Funds

- Competitive program established to strengthen SBIR/STTR awards
- Promotes commercialization of research through facilitating technology transfer
- Phase I awards can receive an amount equal to the lesser of 25% of the Phase I award or \$25,000
- Phase II awards can receive an amount equal to the lesser of 25% of the Phase II SBIR/STTR award or \$75,000.

Technical and Business Assistance (TABAs)

- Focuses on overcoming technical challenges, optimizing strategies and minimizing risks
- Phase I allows for up to \$6,500 per award
- Phase II provides up to \$50,000 per project

Technical Assistance

- Two-part program consisting of seven training and workshop opportunities followed by individual proposal reviews



DefTech



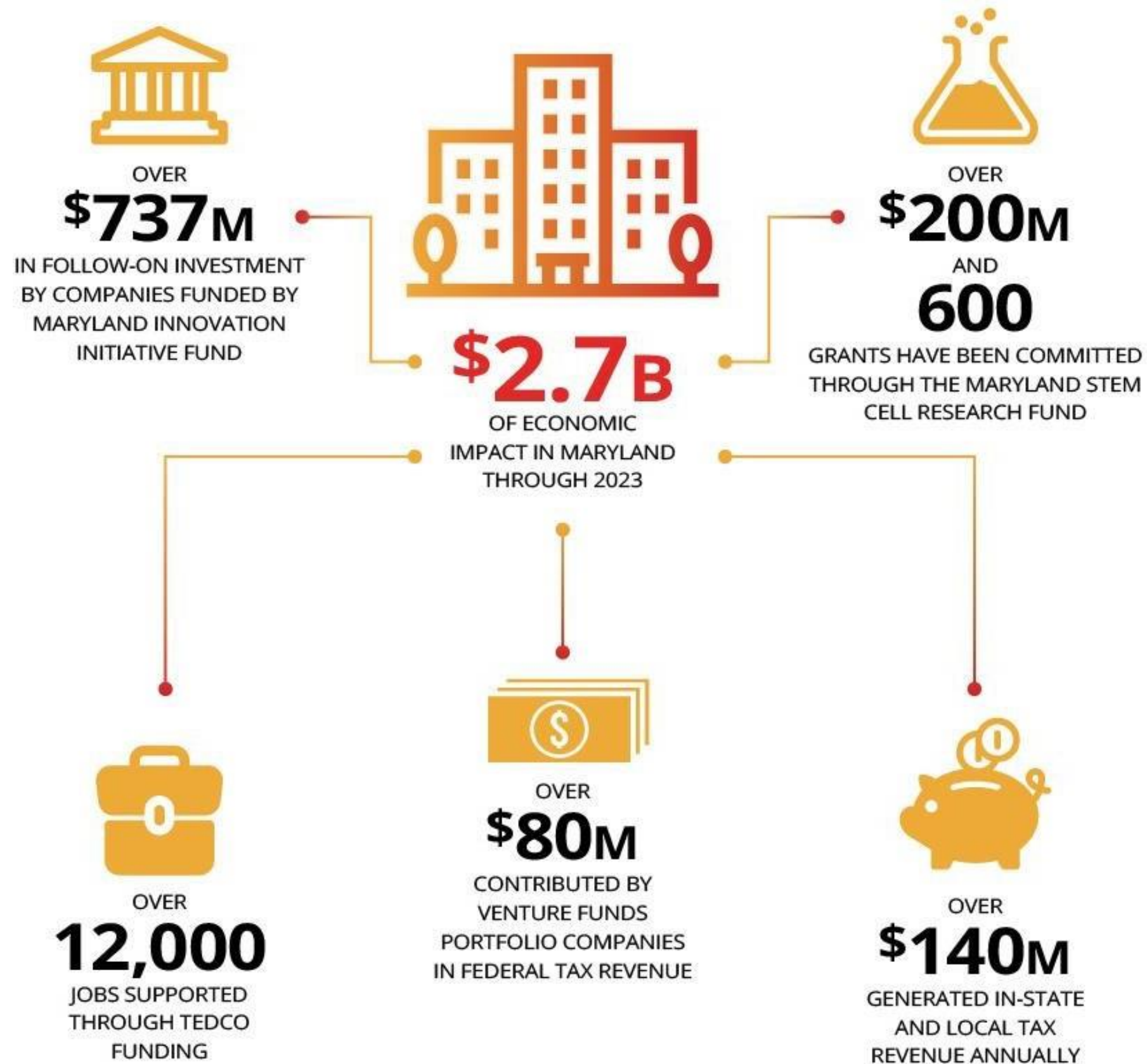
The Maryland Defense Technology Commercialization Center (DefTech) is a joint initiative between TEDCO, the Maryland Department of Commerce, and the U.S. Department of Defense (DoD) that connects businesses to the federal labs in Maryland for product development, testing, IP licensing, and more to help businesses bring their innovation to market faster.

Membership Includes

- DefTech Academy and Certification
- Pre-Lab Engagement Training
- Access to Federal Funding Opportunities
- Private DoD Lab Engagements
- Private Office Hours

WHAT IS THE IMPACT OF TEDCO

Economic Impact



REGISTER NOW

TEDCO'S
ENTREPRENEUR EXPO

—2025—

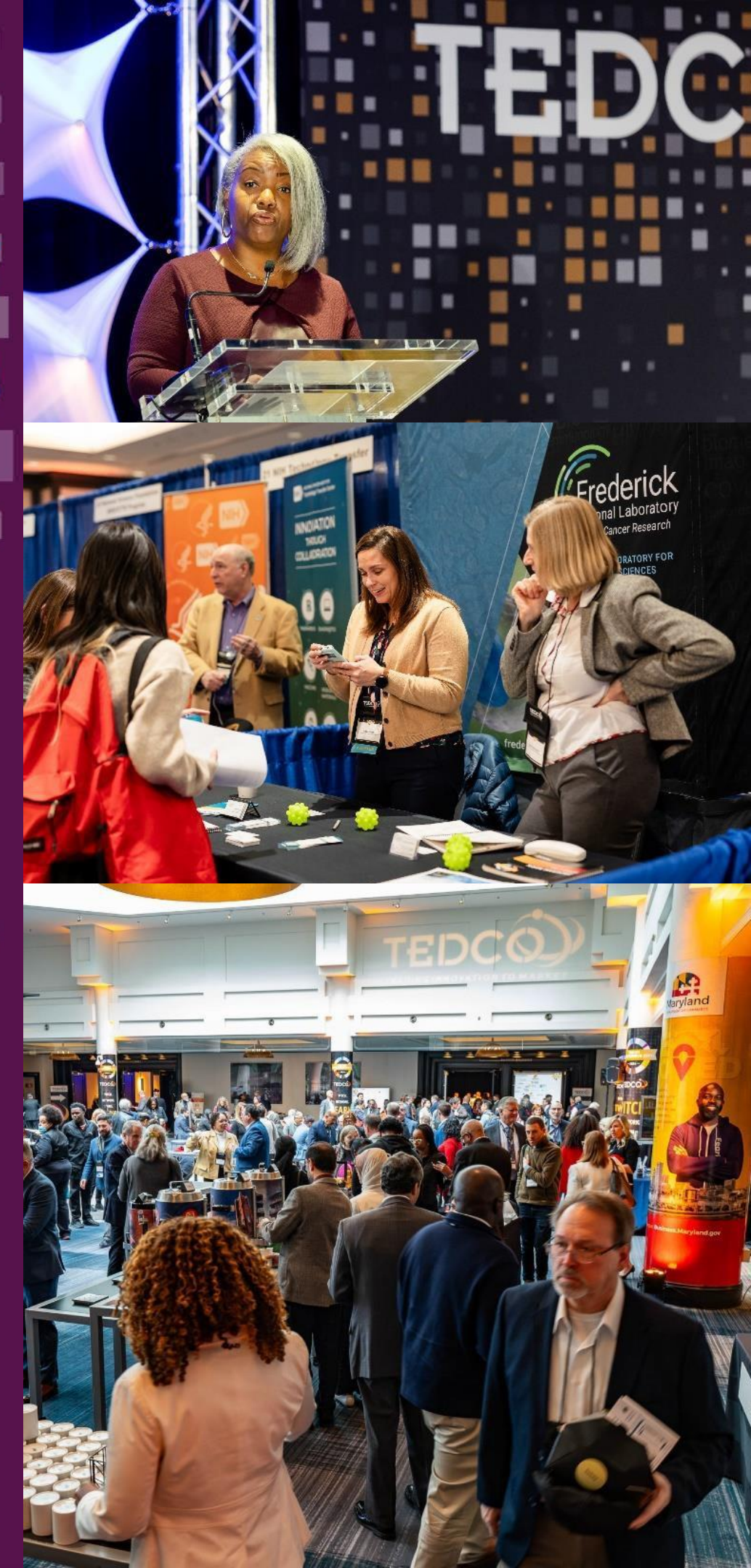
PITCH. NETWORK. LEARN.
BE INSPIRED.

OCTOBER 21, 2025

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UNIVERSITY OF MARYLAND**

7777 Baltimore Ave., College Park, MD 20740

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SIGN UP!

Sun	Mon	Tue	Wed	Thu	Fri	Sat
29	30	1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
			<div>Grow your Talent with Us!</div> <div>Learn about Workforce Solutions Including Apprenticeships 07:30 AM</div> <div>Community Connect #5 - From Code to Cure - A Biotech Networking Event By PIC MC 08:30 AM</div> <div>TEDCO's Venture Development Open Forum 12:00 PM</div> <div>PGCEDC Presents Federal Professionals Entrepreneurship Fair 05:00 PM</div>	<div>Maryland Manufacturing 4.0 Grant Program - 2026 Program Year Webinar #1 01:00 PM</div> <div>Montgomery County Economic Development Corporation Cocktails & Commerce 05:00 PM</div>	<div>Moving Into Tech: Discover The Easiest Way To Break In To Tech 10:00 AM</div>	
20	21	22	23	24	25	26
		<div>CONNECTails: Cool Rooftop Summer Networking for Entrepreneurs & Investor 06:00 PM</div>	<div>EWIB: Capital Region: Building Executive Visibility- Elevating your Leadership Brand 12:00 PM</div> <div>Howard County Chambers 2025 Summer Social 04:30 PM</div>	<div>July 2025 E-Commerce Founders Dinner 06:30 PM</div>		<div>BLK Tech Connect #3: Black Tech Brunch 11:00 AM</div>
27	28	29	30	31	1	2
		<div>Maryland Manufacturing 4.0 Grant Program - Webinar #2 10:00 AM</div>	<div>2025 MEDA Summer Conference 09:00 AM</div> <div>TEDCO's Investment Open Forum 10:00 AM</div>	<div>195 BUSINESS: WATERMELON PARTY 05:00 PM</div> <div>Howard County Chamber's Networking Mixer 05:00 PM</div> <div>Montgomery County Economic Development Corporations Young Professionals Mastermind Group 05:00 PM</div>		



Events Calendar

Keep up with all the latest events happening in Maryland's entrepreneurial ecosystem.

SUBMIT YOUR EVENTS

<https://www.tedcomd.com/events>



Request for Thought Leaders

The TEDCO team is available to provide expert commentary and analysis on a broad range of topics.

REQUEST SPEAKERS

<https://tedco.tfaforms.net/f/speaker-request>



Contact Information

Graham Dodge
*VICE PRESIDENT, VENTURE
DEVELOPMENT*

gdodge@tedcomd.com

www.TEDCOMD.com

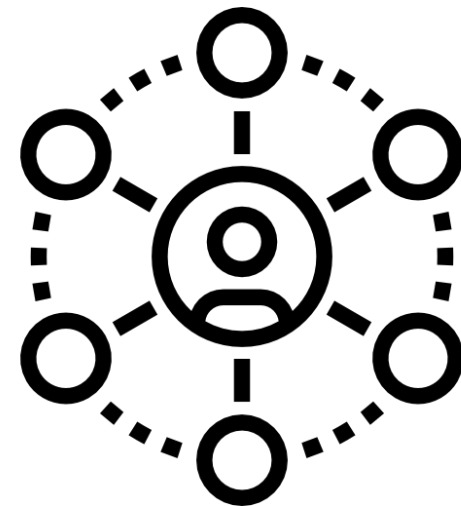




GOVERNOR'S OFFICE OF
SMALL, MINORITY & WOMEN
BUSINESS AFFAIRS



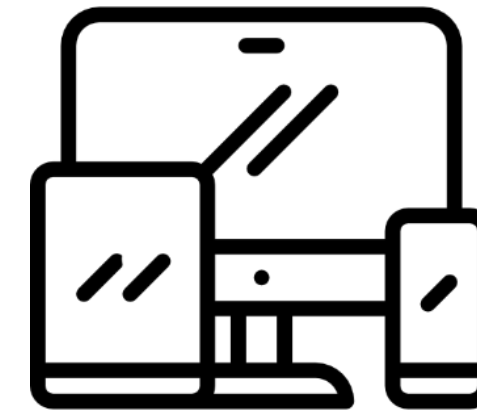
Implement
Maryland's 3
socioeconomic
procurement
programs across
70+ purchasing
units



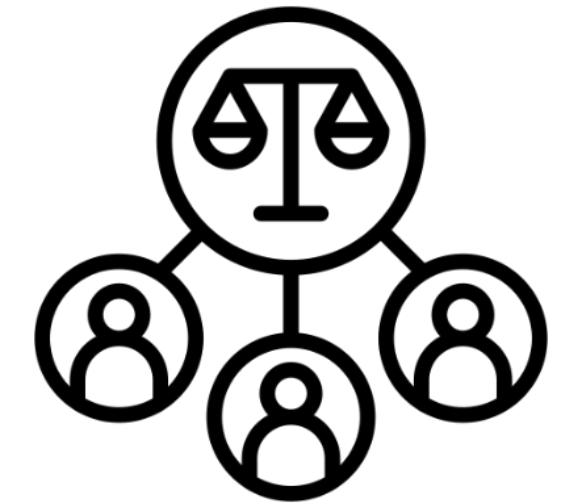
Connect small,
minority, women,
& veteran business
owners to
opportunities
in the state
contracting arena



Host free small
business training
webinars and
business
development
events



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



Home of the
newly-formed
MBE
Ombudsman
Unit

goMDsmallbiz.maryland.gov

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.

Maryland's Socioeconomic Procurement Programs

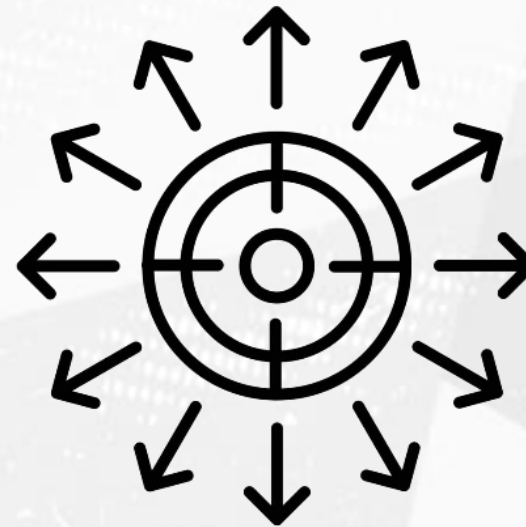


- 9,000+ certified MBE firms
 - \$2.2 Billion in awards in FY24
 - \$1.6 Billion made in payments
 - 1,724 Firms to Receive payment as an MBE in FY24
- 950+ certified VSBE firms
 - \$124 Million in Awards in FY24
 - 727 Prime contracts made to VSBE's contracts in FY24
 - 104 VSBE firms received payments in FY24
- 5,500+ certified SBR firms
 - \$483 Million in payments
 - Over 2,000 Firms received payment as an SBR in FY24
 - 29% increase in Certified Small Business database

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



Ensures MBE Program implementation and compliance during contract performance to effect better outcomes

Minority Business Enterprise

(MBE) Program



MBE OMBE

The MBE Certification is currently held under the Maryland Department of Transportation's (MDOT) Office of Minority Business Enterprise. Vendors can complete other federal/state certifications also under this office which includes DBE, SBE, and Airport Concessions. <https://www.mdot.maryland.gov/tso/pages/Index.aspx?PageId=90>



MBE Home

Directory of Certified Firms

How to Use Directory of
Certified Firms

Certifications & Forms

Certification Management

Expansion of Services

Small Business Reserve
(SBR) Certification

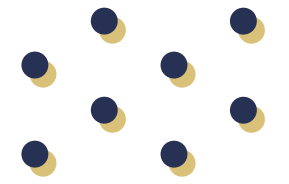
Certification Application

Small, Minority & Disadvantaged Business



Maryland's Official Certification Agency

MBE Certification Process



Steps to Certification

1. Application – Applicant submits a complete application and supporting documentation to Office of Minority Business Enterprise (OMBE) . All applications can be submitted online.
Please Note: The Federal DBE/ACDBE program requirements are separate from Maryland's MBE Program. Applicants are not required to seek both DBE/ACDBE and MBE certifications.
2. Investigation – An investigator reviews documentation submitted by applicant, conducts an on-site/job-site visit and prepares an investigative report.
3. Evaluation – The application and supporting documentation is evaluated to determine whether the firm meets the DBE/ACDBE/SBE program requirements. The Certification Review Committee evaluates whether the applicant firm meets Federal Certification program requirements.
4. Determination – A written determination is issued from OMBE.
[DBE_ACDBE_SBE_Certification Overview.pdf \(maryland.gov\)](#)
5. **All Maryland firms or Out of State firms applying for MBE certification must be registered and in Good Standing with the Maryland Department of Assessment and Taxation (SDAT).** Use the following link to check a firms **Good Standing** status or register a business [Register Your Business Online](#), or contact SDAT at 888-246-5941.



Small Business Reserve (SBR)

Certified Small Business Program



SBR Certification Process



The SBR program is a free, same day certification for prime contractors who meet the eligibility standards based on industry, number of employees and gross sales standards.

Small Business Reserve (SBR) Program

Maryland's Prime Contracting Program for Certified Small Businesses

- Same day self-certification
- Close to half a Billion dollars in state-funded contracts paid to Certified Small Businesses (CSBs) in FY2024
- An average of 30% of all state-funded open solicitations are SBR Designated for Certified Small Businesses (CSBs)

Check out the details below and JOIN TODAY!



SBR Eligibility Standards



Certified Small Businesses must meet the following eligibility standards:

For the purposes of a Small Business Reserve Procurement, a small business is a for-profit business, other than a broker, that meets the following criteria:

- A. It is independently owned and operated;
- B. It is not a subsidiary of another business;
- C. It is not dominant in its field of operation; and
- D. Either:

Industry: Must not exceed employees and gross sales below for the most recent 3 years

- Wholesale- did not employ more than 50 persons and operations did not exceed an average of \$4,000,000
- Retail- did not employ more than 25 persons and operations did not exceed an average of \$3,000,000
- Manufacturing- did not employ more than 100 persons and operations did not exceed an average of \$2,000,000
- Service- did not employ more than 100 persons and operations did not exceed an average of \$10,000,000
- Construction- did not employ more than 50 persons and operations did not exceed an average of \$7,000,000
- Architectural and engineering- services of the business did not employ more than 100 persons and operations did not exceed an average of \$4,500,000

Veteran-Owned Small Enterprise (VSBE) Program



VSBE Certification Process



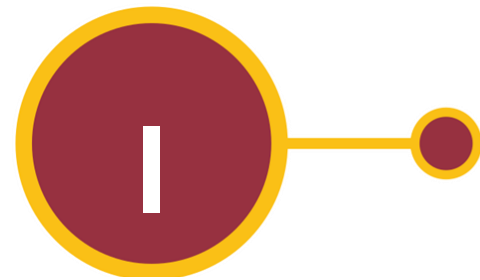
The VSBE is both a prime and subcontracting certification program for veteran-owned small businesses that meet the following eligibility standards:

1. Be a small business as defined by the [United States Small Business Administration in 13 C.F.R. 121.201](#) and any subsequent revision of that regulation
2. Be at least 51% owned and controlled by one or more individuals who are veterans
3. Must be **for-profit** business

A veteran for this State program is defined as an individual who is verified as having served on active duty in the armed forces of the United States, other than for training, and was discharged or released under conditions other than dishonorable.



3- Step VSBE Certification



Complete Vendor
Registration



Veteran Verification



VSBE Application



BUSINESS IOI



Business 101-

Maryland Business Express



PLAN
your business

Turn your great idea into a great business



START
your business

Register, file and launch your business



MANAGE
your business

Run your business and prepare for success



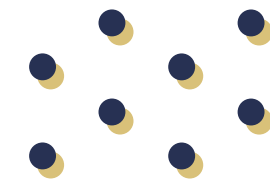
GROW
your business

Find new funding, locations & customers



<https://businessexpress.maryland.gov/>

Maryland Department of Assessment & Taxation (SDAT)



All Maryland domestic and foreign business entities registered in Maryland must maintain their "good standing" status with the [State Department of Assessments and Taxation](https://egov.maryland.gov/BusinessExpress/EntitySearch/Search).

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

Business Name:

Search by: ☒ Business Name

☐ Department ID



[Back](#)

Fees

Processing Times

Business Resources

Demo

Our Website



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

Business 101- NAICS CODES & UNSPSC CODES

<https://www.census.gov/naics/>

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

United States[®]
Census
Bureau

North American Industry Classification System

Main History Development Partners Federal Register Notices FAQs Reference Files ▾ NAPCS

NAICS Search

Enter keyword or 2-6 digit code

2022 NAICS Search Go

Enter keyword or 2-6 digit code

2017 NAICS Search Go

Enter keyword or 2-6 digit code

2012 NAICS Search Go

Introduction to NAICS

The North American Industry Classification System (NAICS) is the standard classifying business establishments for the purpose of collecting, analyzing U.S. business economy.

NAICS was developed under the auspices of the Office of Management and the [Standard Industrial Classification \(SIC\) system](#). It was developed jointly [Committee \(ECPC\)](#), [Statistics Canada](#), and Mexico's [Instituto Nacional de Estadística y Geografía](#) to provide a level of comparability in business statistics among the North American countries.

This official U.S. Government Web site provides the latest information on products, services, and various NAICS reference files and tools. Additional information on the background and history of NAICS is available in the [History](#) section of this Web site.

United Nations[®]
**Standard
Products and Services
Code**

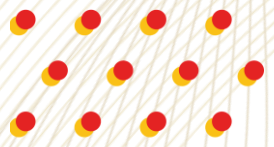
WELCOME

United Nations Standard Products and Services Code[®] (UNSPSC[®])

The **United Nations Standard Products and Services Code[®] (UNSPSC[®])**, owned by the United Nations Development Programme (UNDP), is an open, multi-sector standard for efficient, accurate classification of products and services.

The UNSPSC offers a single global classification system that can be used for:

- Company-wide visibility of spend analysis
- Cost-effective procurement optimization
- Full exploitation of electronic commerce capabilities



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](#)

LOGIN

Login*

 Email / Username

Login must have a value

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

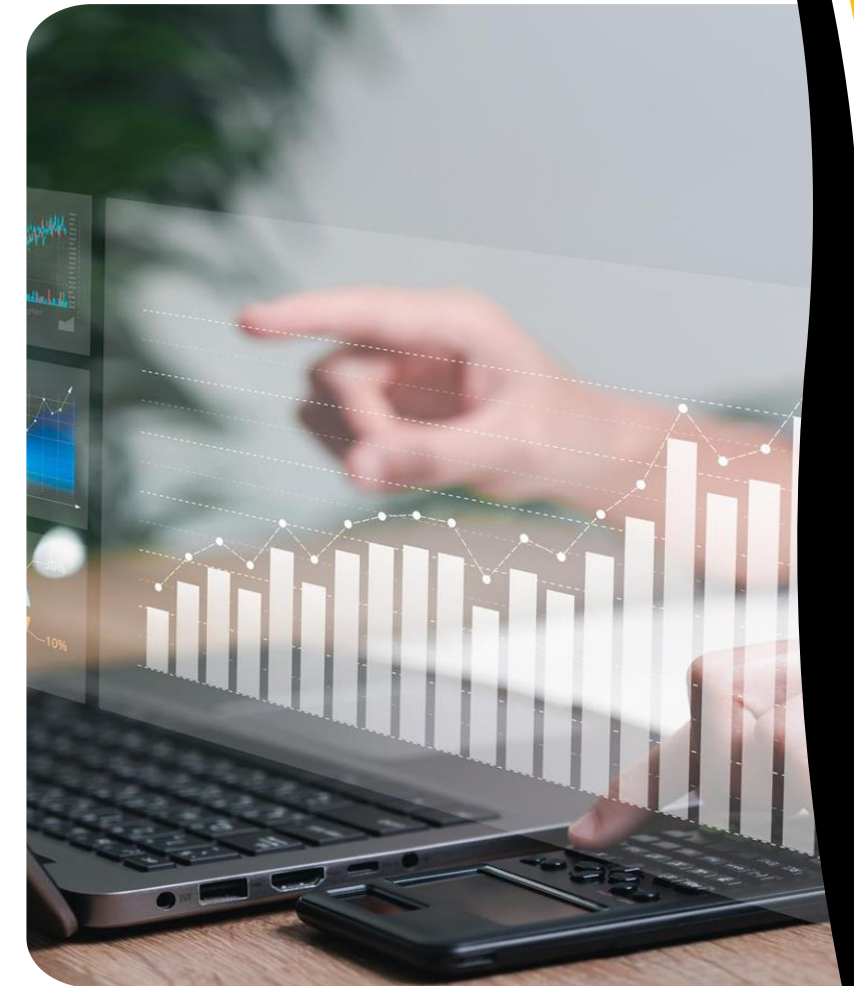
eMMA Registration TIPS

eMMA is compatible with Google Chrome internet and a new user cannot set up a profile on a mobile device

Password- Must be 12 characters including an upper case, a lower case, a number and a symbol.

EIN Tax ID Number- You must have this 9-digit number to register your business as a vendor.

Commodity Codes- UNSCPS Codes- each business must place at least one of these codes under your account. It is best to write that down to manually input that number. <https://www.ungm.org/public/unspsc>



MOST COMMON TYPES OF SOLICITATIONS...



Understanding MARYLAND PROCUREMENT

What's the difference between an IFB and an RFP?

Invitation for Bid

- Lowest **price** wins
- Requirements are **clearly defined**
- **No negotiations** after bid submission
- Often used for **routine services**
- Award based on a **responsive bid from a responsible bidder**

VS

Request for Proposals

- Evaluated on **best value**, not just price
- Includes **technical approach** to statement of need
- **Allows for negotiation** and clarification
- Ideal for **complex or customized** solutions
- Scored on weighted criteria

Choosing the right method ensures fairness, value, and better outcomes for Maryland.



Understanding MARYLAND PROCUREMENT

What is a Pre-Bid / Pre-Proposal Meeting?

In Maryland's procurement process, these meetings provide vendors a chance to learn more about a solicitation *before* submitting a bid or proposal.

- Clarify the scope of work and expectations
- Ask questions directly to state procurement staff
- Understand submission requirements and deadlines
- Network with potential subcontractors or partners

Because success starts with the details – before the bid or proposal.

What's New



MARYLAND PROCUREMENT REFORM **RULE OF TWO**

If at least two certified small businesses can perform the work, a contract is reserved exclusively for competition amongst certified small businesses.

This means more opportunities for certified small businesses to succeed as prime contractors, helping to build a more inclusive and equitable economy.

- ✓ Creates jobs and **expands opportunity** across the state
- ✓ Strengthens the vendor base and promotes competition, **improving outcomes and value** for Maryland
- ✓ Helps the state **achieve policy goals** related to equity, inclusion, and economic impact
- ✓ Levels the playing field and **fosters business growth** in underserved sectors

UPCOMING



Virtual via Zoom- Registration is required

T.I.P.S. Small Business Webinar Series: Subcontracting in Maryland's Minority Business Enterprise (MBE) Program

Tuesday, August 12, 2025 @10AM

https://us06web.zoom.us/webinar/register/WN_6VXhmaRKTqWMTtjnQrXXdQ#/registration

T.I.P.S. Small Business Webinar Series: Cash Flow Management & Projections

Tuesday, August 26, 2025 @10AM

https://us06web.zoom.us/webinar/register/WN_C2lCmBrR8KGXZyNAgjNaQ#/registration

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

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

UPCOMING

SAVE the DATE! • CALL for VENDORS!

VETERAN-OWNED SMALL BIZ EXPO *and Fall Festival*

Saturday, September 27 ★ NOON TO 4 P.M.
Maryland Innovation Center
6751 Columbia Gateway Drive, Columbia 21046

FREE admission! Family-friendly event featuring

Live Entertainment | Food Trucks | Games | Giveaways | Videogaming | Service Dogs
First 200 attendees receive a free snow cone and are automatically entered to win door prizes!

Shop Veteran- and Military Spouse-Owned Small Businesses for

Books | Jewelry | Art | Skincare | Coffee | Beer | Local Services

Learn about entrepreneurial resources and services from

- Governor's Office of Small, Minority & Women Business Affairs/
Veteran-Owned Small Business Enterprise (VSBE)
- Howard Community College
- Howard County Economic Development Authority/Maryland Innovation Center
- Howard County Office of Procurement
- Mid-Atlantic Veteran Business Outreach Center
- Project Opportunity
- U.S. Small Business Administration



SHOWCASE YOUR BUSINESS!

Complete the application using
the QR code above, or go to
<https://bit.ly/QVMF-EXPOvendorAPP>



FOR MORE INFORMATION, CONTACT

Lisa B. Terry

410-313-0821 (VOICE/RELAY)

410-715-9946 (CELL)

lbterry@howardcountymd.gov

www.howardcountymd.gov/veterans-military-families



Maryland Judiciary MBE & VSBE Outreach Event

FOR MINORITY BUSINESS
ENTERPRISES (MBE) AND
VETERAN-OWNED SMALL
BUSINESS ENTERPRISES (VSBE)



BUILD CONNECTIONS



MEET AND GREET SESSIONS

Connect with other businesses in
specific industries



STATE AGENCIES

Meet representatives from state
agencies and resource partners

SAVE THE DATE
FRIDAY, OCTOBER 17, 2025

For more information, visit
www.mdcourts.gov/procurement/events

SPECIAL THANKS TO THE GOVERNOR'S OFFICE OF SMALL, MINORITY & WOMEN BUSINESS AFFAIRS

THANK
YOU

