



CERTIFICATION WORKSHOP SERIES



Welcome



Danielle Davis

Maryland's First VSBE Compliance Manager



Thank You!



Innovation Station Business Incubator Powered by PGCEDC



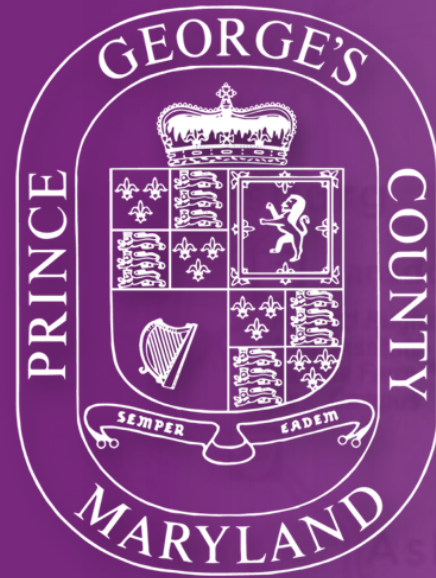
PGEDC/ISBI Overview



Alicia Moran
**Director of Innovation
and Entrepreneurship**



**Welcome
to ISBI and
Prince George's
County
Economic
Development
Corporation**

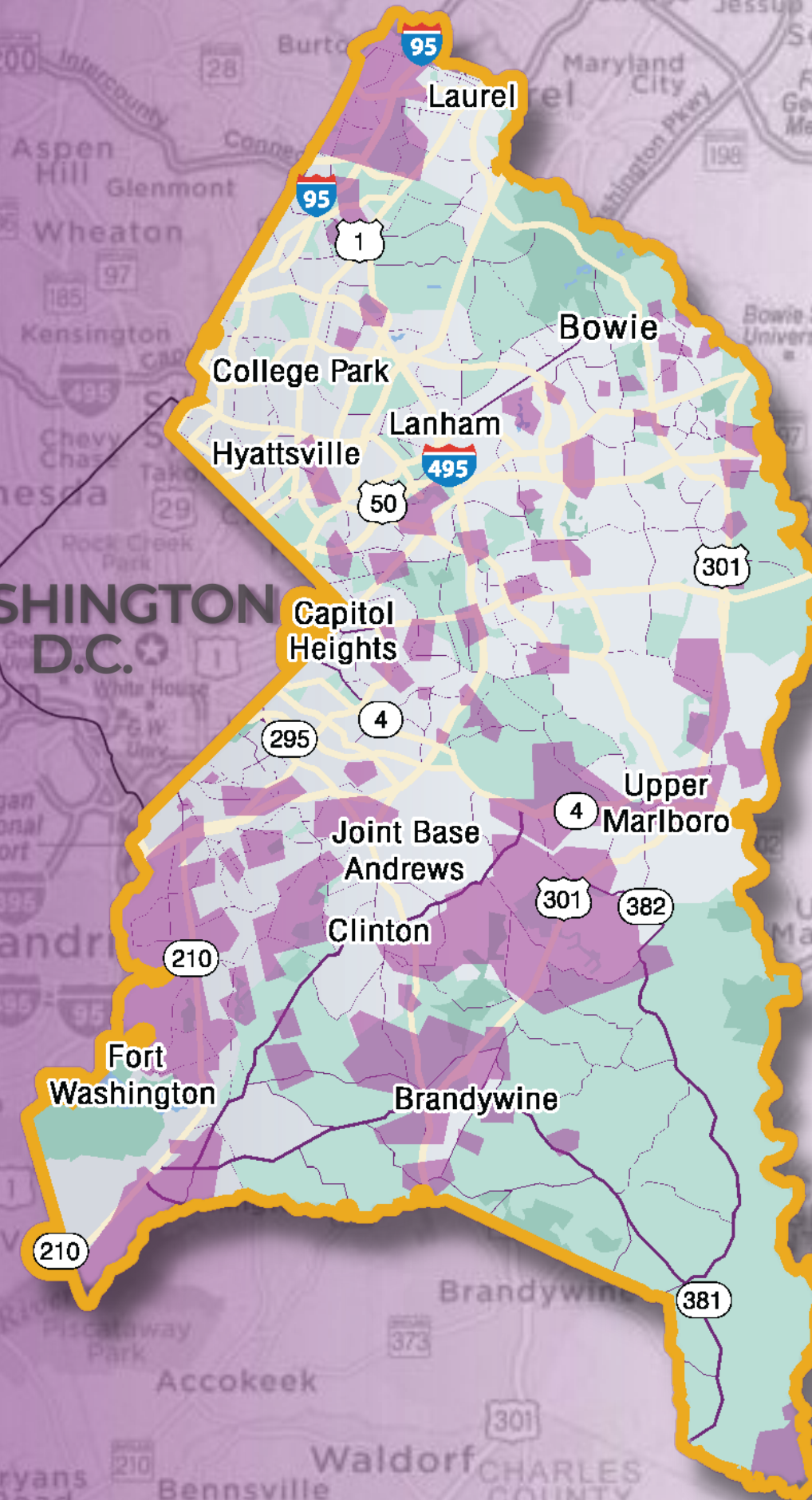


PRINCE GEORGE'S COUNTY MARYLAND

Prince George's County is an attractive location for global business. Located directly adjacent to Washington, D.C., this diverse and upscale metropolitan area is home to 10 million people and offers an array of amenities, including:

- Unsurpassed mass transit options and highway connectivity
- Immediate access to the state's flagship University of Maryland campus at College Park
- Proximity to 15 federal agencies with an annual procurement budget of \$100 billion

WASHINGTON
D.C.



BUSINESS DEVELOPMENT TEAM



PRINCE GEORGE'S COUNTY LEADS THE WAY...

BUSINESS ATMOSPHERE

- **498+** Square Miles
- **28 Million Visitors/Year**
- Affordable Class A Office Space
- **\$5.8 Billion Infrastructure Investment**
- AAA Bond Rating
- \$50 Million EDI Fund
- County Incentives: TIFs, PILOTS, Tax Credits, Fee Waivers



EDUCATIONAL ATTAINMENT

- 40% of Residents have College Degrees
- Top Universities
 - Univ. Of Maryland
 - Bowie State University
 - PG Community College
- Culturally Diverse
- 94 Languages Spoken



ECONOMIC GROWTH

- Billions in Pipeline Development Projects
- #1 Leader in Job Growth
- 25,000+ Jobs Created 2013 - 2019
- 900K+ Residents
- 1 Million Residents by 2035



Logistics



AIR & SEA TRANSIT

- **Close Proximity to 3 International Airports:**
 - Washington Reagan National (25 minutes)
 - Baltimore-Washington International (35 minutes)
 - Washington Dulles International (45 minutes)
- **Close Proximity to Port...** Port of Baltimore (50 minutes)



MAJOR HIGHWAY CORRIDOR

- Strategically located in the State of **Maryland** between **Washington, DC** and **Baltimore City**
- Linked to the nation's capital by dense transit and a vast road network:
 - **I-95** links the eastern U.S. region to major cities from Maine to Florida
 - **I-495** links the Washington Metro Area
 - **I-295** provides access to Washington D.C., Baltimore and Northern Virginia
 - **Rt. 50** connects the area to Atlantic Ocean beach



SUBWAY, BUS, TRAIN AND SHARE

- **91 Metro stations** throughout the Washington Metro area, including 15 in the County
- **70 Metro Bus** routes
 - The Bus is a County bus system 96 trains daily on Amtrak to Washington D.C., Baltimore, Pennsylvania and New York
- **46 MARC** commuter rail stations, with 7 in the County, connecting West Virginia, Washington D.C. and Baltimore
- **21 Purple Line (light rail stations)** will connect the County with neighboring Montgomery County
- "RideSmart" and "Commuter Connections" – ridesharing services

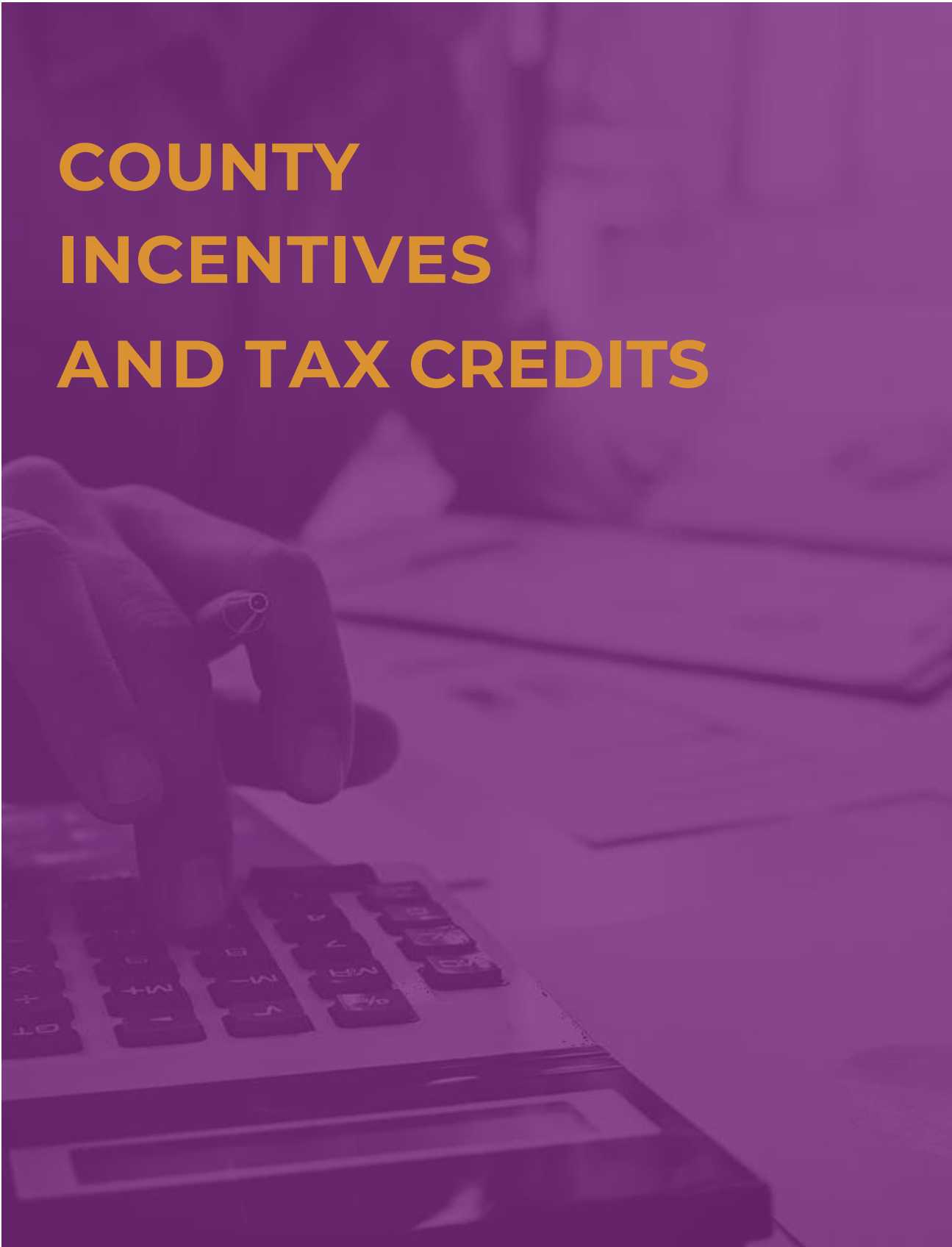
Focused Priorities

Data Center Initiatives &
Cyber and IT

Quantum Computing &
R&D

Health Care &
Medical Facilities

Food Deserts



COUNTY INCENTIVES AND TAX CREDITS

- EDI Fund
- Enterprise Zones
- Opportunity Zones
- Revitalization Tax Credit
- New Job Tax Credit
- High Tech Tax Credit
- Data Center Tax Incentives
- Green Business Tax Credit
- RISE Zone
- Grocery Store Tax Credit
- Community Property Improvement Program (RDA)
- Workforce Training Services and Grants
- Tax Increment Financing
- Payment in Lieu of Taxes
- Small Business Capital
- Growth Stimulus Fund



OVERRIDING ECONOMIC DEVELOPMENT PRIORITIES



- GROW JOBS IN THE COUNTY FOR COUNTY RESIDENTS
 - GROW THE COUNTY'S COMMERCIAL TAX BASE
 - PRIORITY OF EDUCATING/TRAINING LOCAL SMALL MINORITY BUSINESSES
- 

“PRINCE GEORGE’S HAS THE MOST NEW BUSINESSES OF ANY MARYLAND COUNTY”

Formations in Maryland's 3 largest counties in 2012 and 2022

Prince George's County surpassed business formations in Montgomery County



Chart: James Matheson • Source: [United States Census Bureau](#) • [Get the data](#) • Created with [Datawrapper](#)

2022- 24,452 Business Formations

**SOFT LANDING
SERVICES**

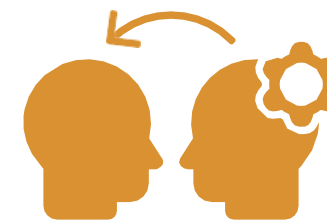
Innovation Station Business Incubator (ISBI)



The EDC's Innovation Station Accelerator is a low-cost soft-landing solution for international companies considering expansion into the U.S. market. Innovation Station provides access to the EDC's comprehensive soft landing services to establish a U.S. foothold in Prince George's County, Maryland.



**Turnkey private
office or open
collaborative space**



**One-on-one
professional
business mentoring**



**Access to public &
private financing
tools & incentive
programs**



**Warm introductions
& meetings with
potential customers**



**Staff
recruitment
assistance**



**Support with
business
registration**



**Strategic
educational
programming**



**Participant of
Maryland Soft
Landing Program**

Prince Georges
county MARYLAND

**ECONOMIC
DEVELOPMENT
CORPORATION**



GROW PRINCE GEORGE'S

Grow Prince George's, funded by APRA Grants, is a program designed to support BIPOC, women and Latino entrepreneurs with trainings, events and networking.'

- 1400 Businesses Participated
- 240 jobs to be created
- 73% of participating businesses generated annual revenues below \$250,000
- 67% African American/ 20% Latino
- 65% Women-owned businesses
- 14 distinct programs were created; several were hosted more than once



Thank You!

www.pgcedc.com

301.583.4650



Pgcedc



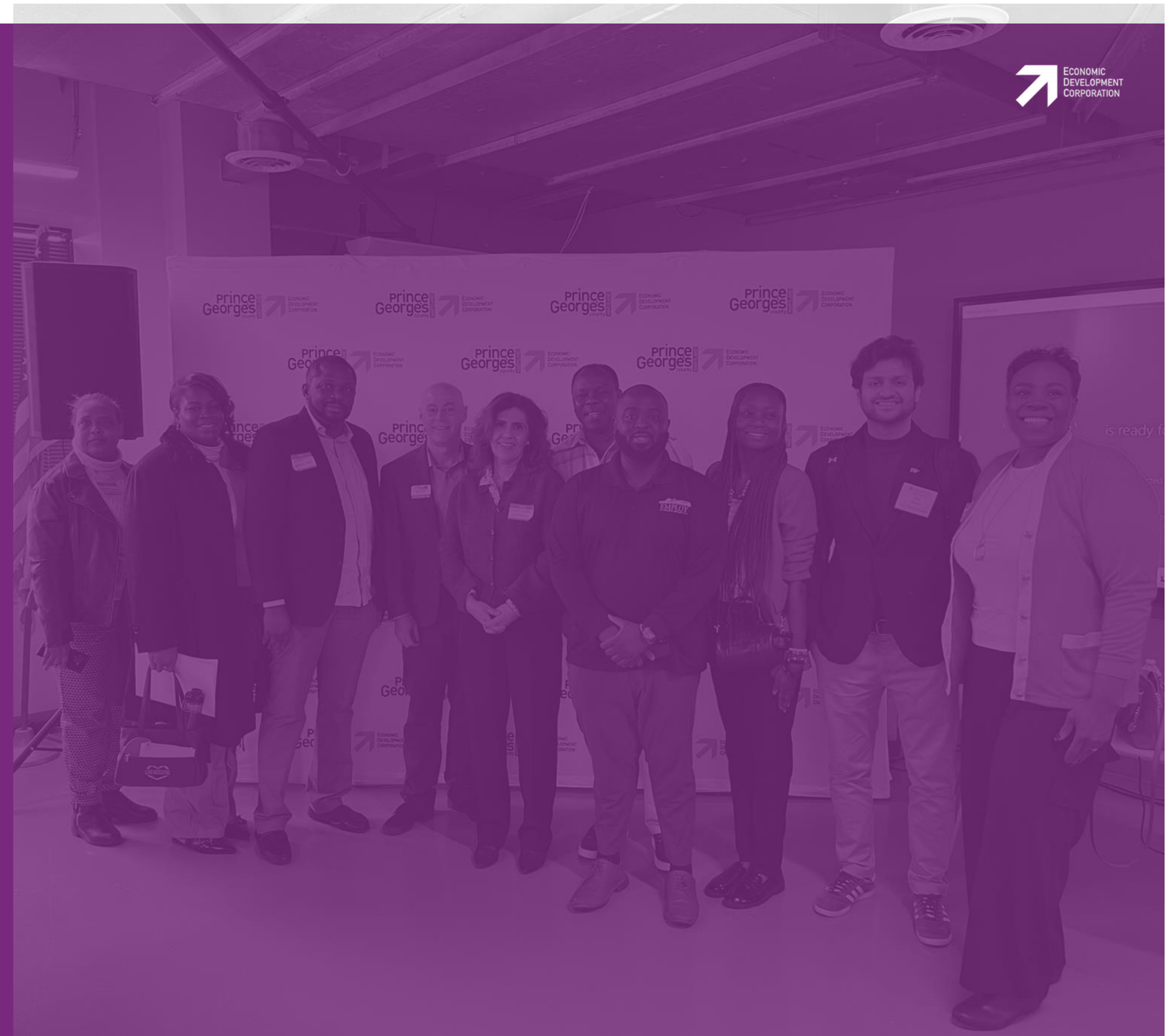
ExpandPGC



Prince George's County EDC



Pgcedc



PG County Procurement

Overview



Pamela Dickerson
Director



Doing Business with Prince George's County Office of Procurement

Presented by:

Pamela Ford Dickerson, Director & Purchasing Agent



WHO WE ARE

- The Prince George's County Office of Procurement (OOP) is committed to the efficient and equitable acquisition of goods, services, and construction for Prince George County.
- OOP is dedicated to successfully providing goods and services to Prince George's County internal and external customers. OOP's mission emphasizes inclusivity, transparency, and equity in serving residents and businesses.

WHO WE ARE

OOP ADMINISTERS PROCUREMENT SERVICES FOR THE COUNTY GOVERNMENT, INCLUDING:

- . Overseeing procurement operations and providing strategic policy guidance.
- . Focusing on the development, growth, and retention of County-based businesses, actively promoting economic development across commercial corridors.
- . Managing the County's purchasing functions in accordance with legal authorities, ensuring compliance and efficiency.

HOW TO FIND US

- OOP's website is a one-stop source for engaging and connecting small, local and diverse suppliers to business development and procurement opportunities in Prince George's County
- Everything discussed during today's presentation can be found on the website. Visit using the link below:

[Procurement | Prince George's County](#)

LEARN MORE ONLINE

- Complete a Certification Application
- Request a Vendor Day Meeting
- View current Procurement Opportunities
- View Procurement Forecast
- Register their Business
- Access Mentor Protégé Program
- Access Green Book information and data
- Access Prince George's County Supply Schedule

LET'S GET CERTIFIED

- ✓ It is our recommendation to obtain a Prince George's County Business Certification.
- ✓ By becoming a certified business in Prince George's County, your business may receive preference in procurement opportunities offered by Prince George's County Government.
- ✓ SDDD is the official authorized certification agency for Prince George's County Government.

TYPES OF CERTIFICATION

- ✓ **MBE** - Minority Business Enterprise
- ✓ **CBSB** - County-Based Small Business
- ✓ **CBMBE**- County-Based Minority Business Enterprise
- ✓ **CBB** - County-Based Business
- ✓ **CLB** - County-Located Business

**Certifications are valid for two years and are free of cost*



APPLYING FOR CERTIFICATION

To apply for a Prince George's County Government Business Certification, you must apply online through our Certification and Compliance System (CCS) linked below:

[Certification & Compliance System | Prince George's County](#)

PROCUREMENT IN BRIEF

Procurement Opportunities comes in the form of the following:

1. Small Purchases < 100K (typically set-aside for County Based Small Businesses)
2. Solicitations
3. PGCSS – PGC Supply Schedule
4. Mentor Protégé Program

OOP IS COMMITTED TO EMPOWERING LOCAL SMALL BUSINESSES THROUGH THE PRINCE GEORGE'S COUNTY SUPPLY SCHEDULE (PGCSS).

The PGCSS:

- designed to offer procurement opportunities and drive growth for County-based Small Businesses (CBSBs) and County-based Minority Business Enterprises (CBMBEs)
- contracts with County-based small businesses (CBSBs) and County-based minority business enterprises (CBMBEs) to provide products and services across County Agencies.
- streamlined procurement process that includes pre-negotiated prices, delivery terms, warranties, and other terms and conditions.
- categories of products and services designed to meet the procurement needs of County Agencies.

CURRENT SCHEDULE CATEGORIES:

1. Financial Services
2. Management Consulting Services
3. Training Services
4. Temporary Support Services
5. Office Supplies
6. Furniture and Furniture Management Services
7. Marketing and Media Services
8. Advertising, Promotional and Specialty Products Services
9. Medical Equipment and Supplies Services
10. Industrial Supplies and Apparel Services
11. Industrial Services Application
12. Catering Services and Event Spaces

The PGCSS is currently open for applications. Please visit: [Supply Schedule Application by Category | Prince George's County](#)

MENTOR PROTÉGÉ PROGRAM

Mentor Protégé Program:

- local business development initiative aimed at strengthening County-based small and minority businesses ("protégé firms") through partnerships with established larger businesses ("mentor firms").
- 24-month agreement.
- prepares protégé firms for prime contracting opportunities within Prince George's County Government.
- foster long-term business relationships between mentors and protégés that benefit both parties.

Please find more information related to this program at:

[Mentor Protégé Program | Prince George's County](#)



CHANGES TO VENDOR REGISTRATION AND INVOICING

Subject: Important Notice: Upcoming Changes to Supplier Engagement with Prince George's County Dear Valued

Prince George's County Supplier, Prince George's County is preparing to implement important changes to how we conduct business with our supplier community. These changes are part of a larger initiative to modernize and streamline our procurement and accounts payable processes. Please be advised that participation in these upcoming changes is mandatory in order to continue doing business with Prince George's County. In the coming days, you will receive additional correspondence with detailed instructions based on your specific account type and current relationship with the County. These letters will outline the actions required of you and your organization to prepare for this transition. We are sharing this message now to give you advance notice and ensure your organization is prepared to receive and respond to those communications in a timely manner. If you have any immediate questions, you may contact the Prince George's County Supplier Enablement Team at **oopsupplierenablement@co.pg.md.us**. We appreciate your continued partnership and look forward to working with you through this important transition.

Sincerely, Prince George's County Enablement Team



CHANGES TO VENDOR REGISTRATION AND INVOICING

What is SAP Buying and Invoicing?

SAP Buying and Invoicing automates the procurement cycle, from purchase order creation to invoice payment. It will help streamline processes, reduce errors and ensure timely payments.

What is SAP Supplier Lifecycle and Performance Management (SLP)?

SAP SLP allows businesses to manage entire lifecycle of suppliers, from onboarding and qualification to performance evaluation and risk management. This will strengthen supplier relationship and ensure compliance with regulations.

Supplier Informational Hub

Important Supplier Links

[Prince George's County Supplier Information Portal](#)

The Supplier information portal provides information for all suppliers conducting business with Prince George's County. For your organization, this means the traditional way of transacting with us is changing fundamentally. On this site you will find information regarding the transformation, as well as a number of tools to help answer any of the questions you may have.

[Prince George's County Standard Account Supplier Summit](#)

Join us to learn more about:

- Why this change is important to your business
- How your company can benefit from using SAP Business Network
- Any potential fees associated with transacting on SAP Business Network
- Next Steps:

[SAP Ariba Implementation Hub | Prince George's County](#)

FOURTH QUARTER SOLICITATIONS

Agency	Title of the Procurement	FY2025 Estimated Budget	Procurement Method
Office of Central Services	Snow and Ice control Services	\$500,000.00	IFB
Office of Central Services	Electrical Services	\$500,000.00	IFB
Office of Central Services	Landscaping Services	\$500,000.00	IFB
Office of Central Services	Fire Alarm Sprinkler System	\$250,000.00	MSIFB
Office of Central Services	Fire Extinguisher Services	\$250,000.00	IFB
Office of Central Services	A&E On-Call Services	\$500k-\$1M	RFQ
Office of Central Services	Boiler Repair Services	\$500k-\$1M	MSIFB
Office of Central Services	Construction Management On-Call Projects	\$500k-\$1M	RFQ
Department of Environment	A&E On-Call Services	\$5M-\$10M	RFQ
Department of Permitting, Inspections and Enforcement	Commercial inspector to augment Inspection Division	\$250K-\$500K	RFQ
Department of Permitting, Inspections and Enforcement	Third Party Commercial Inspection Servs / Inspection Services for Commercial Construction Projects	\$250K-\$500K	RFQ



FOURTH QUARTER SOLICITATIONS

Agency	Title of the Procurement	FY2025 Estimated Budget	Procurement Method
Fire-Ems Department	Firefighting Equipment and Supplies	\$200,000.00	IFB
Fire-Ems Department	Firefighter Hoses	\$100,000.00	IFB
Police Department	County Wide Security Services	\$500k-\$1M	MSIFB
Department of Corrections	Security Locksmith Services	\$155,000.00	IFB
Fire-Ems Department	Insurance Coverage	\$1,800,000.00	RFP
Department of Public Works & Transportation	A&E On-Call Services- Restricted to CBSB, MBE	\$1M-\$5M	RFP
Department of Public Works & Transportation	A&E On-Call Services- Open-Competition	\$1M-\$5M	RFP



FINDING OPPORTUNITIES

Finding Opportunities

Helping CBSBs and CBMBEs find procurement opportunities is a way to support economic development in Prince George's County. As local diverse suppliers find opportunities, they hire residents within the community, and all will spend locally to drive economic growth.

Access contracting opportunities by clicking on the links below:

- [Current Bidding Opportunities -SPEED Discovery Solicitation Posting](#)
- [Prince George's County FY2025 Forecast](#)

Vendor Meeting Request

Vendor Day is an outreach effort to afford vendors an opportunity to meet with County staff and introduce their company to the County. Vendor Day provides the Vendor a set time (not to exceed an hour) and date to perform a demonstration of their company's capability/capacity or to ask questions about "How to Win Business with the County". This is an informal meeting with a member of Supplier Development and Diversity Division (SD3), Contracts Administration and Procurement (CAP), and a representative of the relevant County Agency. To schedule a meeting, please complete the questionnaire linked below

[Vendor Meeting Request Questionnaire](#)



Prince George's County Office of Procurement

1400 McCormick Drive

Largo, Maryland 20774

Thank you for your interest in
Prince George's County



Please Stay In Touch



301.833.6480



pgcprocurement@co.pg.md.us



FSC First



Christopher Godfrey
Business Development
Officer



<https://fscfirst.com/>



[GALA](#) [LEVEL UP](#) [PROGRAMS](#) [APPLY FOR FUNDING](#) [SUCCESS STORIES](#) [ABOUT](#) [Q](#)

FSC FIRST WANTS TO ASSIST YOUR BUSINESS

Your journey with us is just the beginning of your steps to success. As you embark on designing the business of your dreams, we are ready and able to equip you with the financial resources and tools to become a leader in your industry. Our team is comprised of veteran financial advisors and educators who are skilled with the knowledge to steer you in the best direction. Let us supply you with the blueprint to achieve.

[LEARN MORE](#)

TEAM UP WITH US

Are you interested in collaborating with FSC First? Together we can strengthen our efforts and align our visions to empower our communities, businesses and forthcoming generations. We offer organization and community events, opportunities for sponsorship and lending partnership and we accept donations. Join us to make a difference.

[GET INVOLVED](#)

OUR IMPACT IN NUMBERS

We are proud of our accomplishments and our strong history in the financial services sector. For over four decades we have paved the way for businesses, individuals and communities to access funding by understanding their unique needs.

LEARN ABOUT FSC FIRST

10000+

JOB SUPPORTED

\$139

MILLION DOLLARS IN LOANS CLOSED
AND FUNDED

96

BUSINESSES ASSISTED EACH YEAR ON
AVERAGE

2114

BUSINESSES RECEIVING FINANCIAL
COUNSELING EACH YEAR

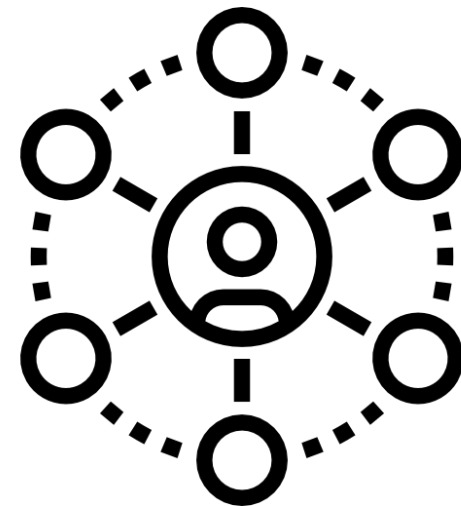
<https://fscfirst.com/>



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



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



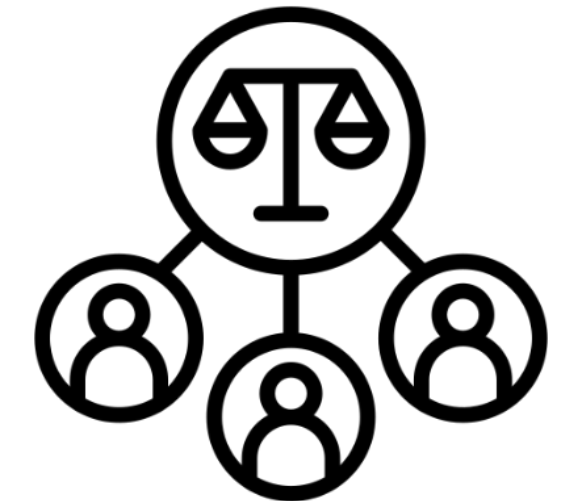
Connect small,
minority, women,
& veteran business
owners to
opportunities
in the state
contracting arena



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

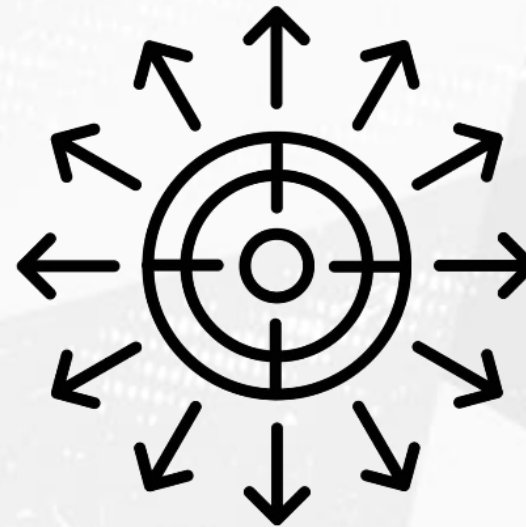


- 9,000+ certified MBE firms
 - \$2.2 Billion in awards in FY24
 - \$1.6 Billion made in payments
 - 1,724 Firms to Receive payment as an MBE in FY24
- 950+ certified VSBE firms
 - \$124 Million in Awards in FY24
 - 727 Prime contracts made to VSBE's contracts in FY24
 - 104 VSBE firms received payments in FY24
- 5,300+ 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

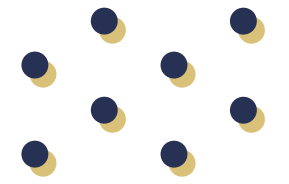
Certification Application

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 certification
- Access to over \$500 million in state-funded contracts
- Over 20% of all open solicitations are designated to Certified Small Businesses



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



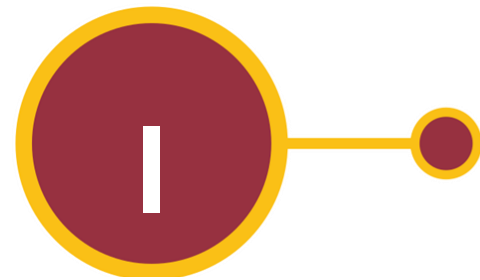
The VSBE is both a prime and subcontracting certification program for veteran-owned small businesses that meet the following eligibility standards:

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 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



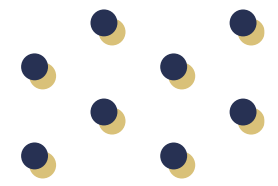
GROW
your business

Find new funding, locations & customers



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

Maryland Department of Assessment & Taxation (SDAT)



Business Name:

Search by: ☒ Business Name

☐ Department ID



[Back](#)

Fees

Processing Times

Business Resources

Demo

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 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**

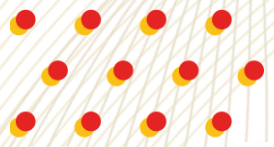
WELCOME

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



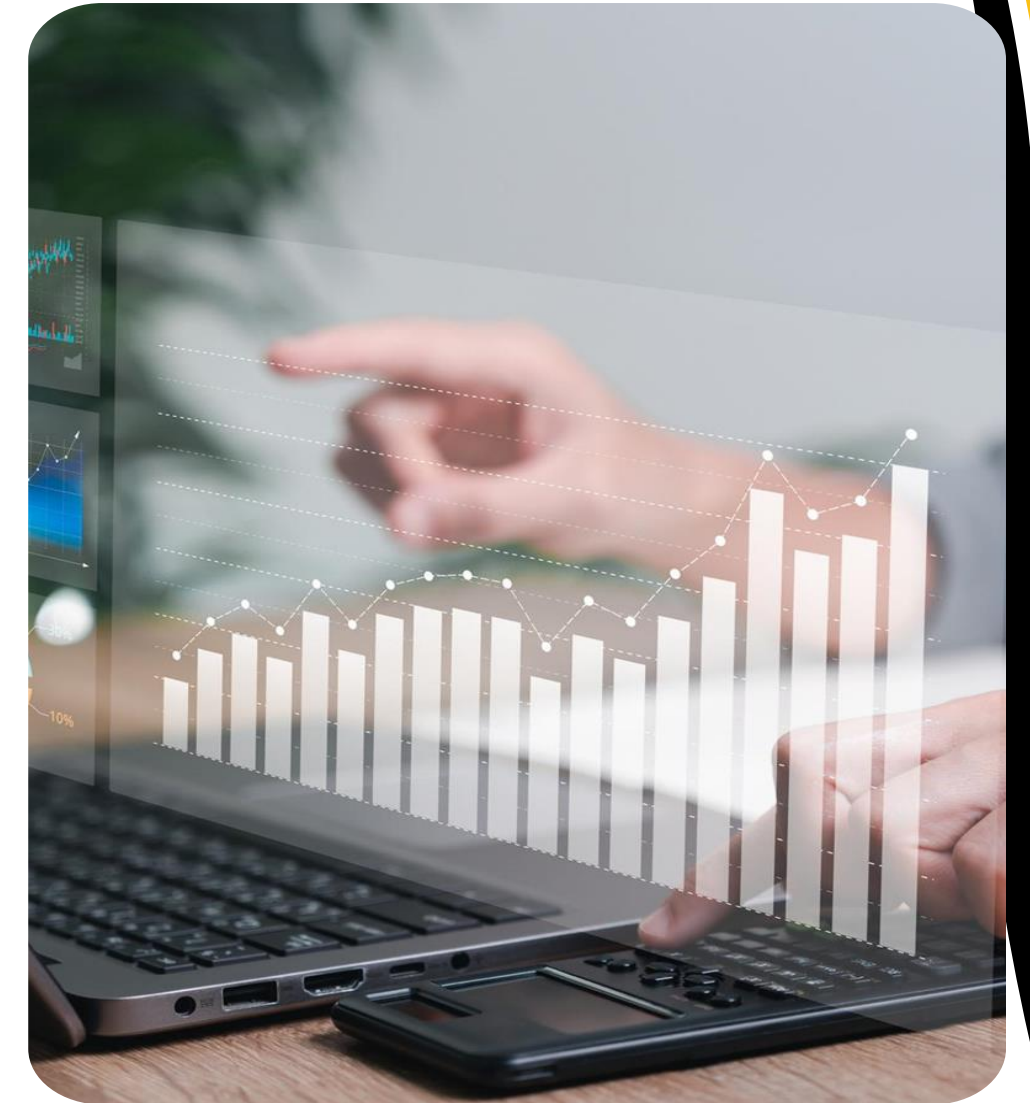
eMMA Registration TIPS

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>



UPCOMING



Virtual via Zoom- Registration is required

T.I.P.S. Small Business Webinar Series: Maryland MBE Rights & Responsibilities

Tuesday, June 17, 2025 @10AM

[https://us06web.zoom.us/webinar/register/
WN_KjH33wKhT02KsMceo383Bw#/registration](https://us06web.zoom.us/webinar/register/WN_KjH33wKhT02KsMceo383Bw#/registration)

T.I.P.S. Small Business Webinar Series: Strategies for Digital Marketing

Tuesday, June 24, 2025 @ 10AM

[https://us06web.zoom.us/webinar/register/WN_eac0r8KfQ5aDtpcDQ
AINAg#/registration](https://us06web.zoom.us/webinar/register/WN_eac0r8KfQ5aDtpcDQAINAg#/registration)

**T.I.P.S.
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WEBINAR SERIES**

TRAINING & INSIGHTS FOR
PROCUREMENT SUCCESS

- 2 WEBINARS MONTHLY
- 9AM-12PM
- CLASSES LED BY SUBJECT MATTER EXPERTS

TO REGISTER VISIT:
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UPCOMING



Are you interested in contracting opportunities
with state government agencies?

Join us for these Procurement Connections Workshops.



NEXT UP!

Tuesday, June 10, 2025
@ MGM National Harbor

<https://www.eventbrite.com/e/ready-set-grow-procurement-connections-workshop-tickets-1334830236169?aff=oddtcreator>

UPCOMING





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Agreement with the U.S. Small Business
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2025 National Women Veterans' Day Entrepreneurship Conference

Helping Women Navigate the Small Business Marketplace *Keynote Speaker*

Conference Opportunities: Join us at Morgan State University's (MSU) School of Business for an informational conference featuring local, state, and federal resources for small businesses.

Participants will:

- Receive new start-up business resources
- Meet resource partners and network
- Hear from federal and state procurement professionals
- Celebrate and honor inspiring women veterans



GLORIA DENT
Sergeant Major (Retired)
CEO of Genergi Logistics

June 11, 2025

9:00 am - 3:00 pm

MSU Business School

*Powered by MSU Title III - Sponsored Programs
and Community Partners*



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JUNE 17, 2025
CHECK-IN AT 9:30AM

Attention: MBE, SBR & VSBE Vendor
Industries Wanted Include:

- ✓ HOTEL SUPPLIERS
- ✓ PROMOTIONAL, GIFT & PRINTING SUPPLIERS
- ✓ RESTAURANT/KITCHEN EQUIPMENT & SUPPLIERS
- ✓ FOOD & CANDY DISTRIBUTION
- ✓ CONSTRUCTION & FACILITIES SERVICES
- ✓ APPAREL- UNIFORMS/BRANDS & CLEANING SERVICES
- ✓ VEHICLE SALES, RENTALS & REPAIR SERVICES
- ✓ MOVING SERVICES
- ✓ AND MUCH MORE



Registration Required
Scan the QR Code



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THANK
YOU

