



CERTIFICATION WORKSHOP SERIES



Thank You!



Guest Speaker



Stephen Campbell
Deputy Director



 **BALTIMORE CITY MAYOR'S OFFICE OF**
Small and Minority Business
ADVOCACY & DEVELOPMENT



Baltimore City Code Article 5, Subtitle 28

SMBA&D oversees compliance with Subtitle 28 the Minority & Women's Business Program (MWB Program) and Small Local Business Enterprises.

This subtitle applies to all contracts awarded by the City. Article 5, § 28-4.

This civil rights program works to remedy past discrimination that has resulted in an underutilization on M/WBEs.

Underutilization spans across major contracting sectors: construction, commodities, architecture, engineering, & professional services.



MBE/WBE Contract Participation

MBE/WBE participation is a top priority of the City. It is mandated by the City Code and is incorporated into every City contract

Certification allows you to participate on City contracts and have your work count towards the MBE/WBE goals on the contract.

The City does not want to renew or extend contracts where there has not been compliance with the MBE/WBE contract participation goals.



What are MBE's / WBE's ?

- Minority Business Enterprise is defined as a business enterprise owned and controlled by an African-American, Hispanic-American, Asian-American, or Native-American.
- A Women's Business Enterprise is defined as a business enterprise owned and controlled by a woman (WBE), which includes non-minority females as well as a woman who is part of any of the above-mentioned minority groups (M/WBE).
- Non-profits are ineligible for certification. The Code defines business enterprise as a legal entity operated for profit.
- However, the participation of a MBE/WBE is limited to being designated as counting towards a single contract goal.



MBE/WBE Certification Application Criteria

- ☐ The minority and/or women must own at least 51% of the company and have operational and managerial control
 - ☐ Be an independent, operating, small business
 - ☐ Have been in operation for at least 12 months before applying for certification
 - ☐ Have been minority or women-owned for at least 12 months before applying for certification
 - ☐ Have an operating office in the Baltimore City Market Area
- You can now complete the entire application and submit it via the website.



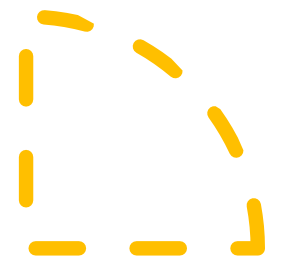
Baltimore Market Area Defined

Baltimore Market Area includes the following areas:

- Baltimore City
- Baltimore County
- Anne Arundel County
- Carroll County
- Harford County
- Howard County
- Queen Anne's County



M/WBE Application Timeframe



- The application is now in a fillable form on the website: <https://baltimorecity.diversitycompliance.com/>
- Training & Events are also listed on the site.
- Please allow between 60 days for processing of your application. Any missing documentation will delay this process!
- Once approved, certifications are valid for two years.
- Remember when being used to achieve the goals, you **MUST** be certified to provide the services being performed on the contract!
- Lastly but certainly not least, **CERTIFICATION IS NOT A GUARANTEE OF BUSINESS! YOU MUST MARKET**





COMMON APPLICATION MISTAKES

- ☐ Seeking certification prior to the business being in operation for one year.
- ☐ Failing to review your operating documents prior to submitting your application. Does it accurately reflect your day-to-day operations and ownership of the business?
- ☐ Not maintaining an **active** operating office in the market area.
- ☐ Not providing all requested documents: prior two years of filed tax returns; all state & local licenses for the business; proof of minority &/or female status of each owner, director, and officer; proof of maintaining an active operating office in the market area; employee roster; & business organization agreements: articles of incorporation, partnership agreements, etc.
- ☐ Exceeding the SBA size standards.

Thank you
for your
attention!



Small Business Resource Center
3000 Druid Park Drive, Suite 3000B
Baltimore, MD 21215

<https://smba-d.baltimorecity.gov/>





How To Do Business with Baltimore City: Goods and Services

Bolu Oluwasuji, CPPO, NIGP-CPP, PMP, CPM
Deputy Chief Procurement Officer



Brandon M. Scott
Mayor



Overview of the Bureau of Procurement

Bureau Structure

The Bureau of Procurement (BOP) is one of six bureaus within Baltimore City's Department of Finance, reporting directly to the Chief Procurement Officer.

Three Key Divisions

The Bureau consists of three specialized divisions: Procurement, Property Disposal, and Printing & Reprographic Services.

Core Mission

BOP is responsible for sourcing, purchasing, and managing the supply of goods and services needed by Baltimore citizens, ensuring efficient use of taxpayer dollars.



Brandon M. Scott
Mayor

Baltimore City Procurement Process



1. City agencies submit requisition with specifications
2. BOP determine the procurement method and prepare solicitation documents
3. BOP advertise solicitation – Workday, eMMA and three local newspapers
4. The Board of Estimates (BOE) opens responses, then BOP evaluates them and makes award recommendation
5. BOE makes final award decision



Brandon M. Scott
Mayor

Informal vs Formal Procurement

Informal - \$50,000 or less

- ❖ Requires electronic posting and electronic bidding
- ❖ \$25,000 or less. The Chief Procurement Officer has authority to approve.
- ❖ \$25,001 to \$50,000, the Board of Estimates approval is required.

Formal – more than \$50,000

- ❖ Requires formal advertisement in local newspapers in addition to electronic posting.
- ❖ Bids or proposals must be submitted on paper to the Board of Estimates and opened publicly.
- ❖ All awards are made by the Board of Estimates



Brandon M. Scott
Mayor

Identifying Contracting Opportunities

Workday Platform

Workday serves as the centralized procurement system for Baltimore City for all goods and services except public works or A&E services.

State Resources

All formal bids are posted on the State of Maryland's procurement website, eMaryland Marketplace Advantage (eMMA).

Additional Resources

City's procurement website (procurement.baltimorecity.gov)
Local newspapers (The Sun, Daily Record, Afro-American), and
Professional organizations – we are members of various Chambers of Commerce



Brandon M. Scott
Mayor



Workday Registration Benefits



Enhanced Visibility

Registration allows you to view all available bidding opportunities and search through current contracts to identify potential business matches for your company's capabilities.



Automatic Notifications

Select appropriate Spend Categories during registration to receive automatic notifications when relevant opportunities matching your business profile become available.



Electronic Bidding

Submit electronic informal bids directly through the platform, streamlining the application process and ensuring your proposals meet all submission requirements and deadlines.



Goal Transparency


Easily identify which contracts include M/WBE (Minority/Women-owned Business Enterprise) subcontracting goals to determine participation opportunities.



Brandon M. Scott
Mayor

Preparing to Bid - Register

City of Baltimore - Workday



City of Baltimore Employee >

Quasi Agency / Non-SSO Employee/ Suppliers >

All Retirees >

Baltimore PRODUCTION Tenant

Thank you for helping make Workday a better system for all of us!

Having trouble logging into Workday?

For issues with access, email bcit.servicedesk@baltimorecity.gov.
For password reset, please call 410-396-6648.

Other Workday issues? Email: workday@baltimorecity.gov.
Include the following:
Subject Line (use a subject from the following guides):


- [Workday Finance Support Guide](#)
- [Workday Recruitment Support Guide](#)

Name, employee ID, agency name, phone number All relevant details for this request

Are you a vendor or supplier who needs help? Visit the [Supplier Training Page](#)
Register as a vendor or see current bids [here](#).

Status

Your system will be unavailable for a maximum of 3 hours during the next Weekly Service Update and delivery of the Workday Feature Release; starting on Friday, September 8, 2023 at 11:00 PM PDT (GMT-7) until Saturday, September 9, 2023 at 2:00 AM PDT (GMT-7).



City of Baltimore

Sign In

Welcome to City of Baltimore Prospective Supplier Registration Site

The City of Baltimore values the relationships with our suppliers and service providers. To become a supplier with the city, you must complete the supplier self-registration process. Processing and approving your registration information will take approximately two business days. Our staff must determine and validate information such as taxing jurisdiction, IRS paperwork, payment information, and withholding status. This registration step is critical to ensuring that the City can remit payments due to your firm based on the information you provide.

The Supplier Registration Site is for suppliers who need a NEW supplier account. You must meet at least one of the following two conditions:

- 1. This is your first time doing business with the City of Baltimore.
- 2. You have done business with the City of Baltimore but have not been issued a Purchase Order, billed an invoice, or received payment after June 14, 2020.

If you already have a supplier account, sign in to [Workday](#).

IMPORTANT: Before proceeding with the self-registration process, please make sure that you have the following information available:

- Taxpayer Identification Number
- Contact Information
- Business Information
- Current signed and dated W-9 form that must be electronically attached to your registration. Please refer to the IRS W-9 Instructions if needed. Form W-9 (Rev. October 2018) ([irs.gov](https://www.irs.gov))

If you do not have a supplier account, this is how you can register:

- Please watch this step-by-step video on how to [Register for the Self-Service Supplier Portal](#) before you begin.
- Click "Sign In" in the top right, then "Create Account" to start the registration process. Once you have created your account, you will receive an email to verify your account. At that point, you will be able to log in and complete your registration. Please do not forget to click Submit.
- Once your registration has been processed and approved, you will receive two emails, one with your username with the link to Workday Supplier Portal and another with your temporary password.
- If you are still waiting to receive the emails within two business days, please log into the [Prospective Registration site](#) and review your application to see if it has been sent back or denied due to missing information.

If denied due to your organization already existing in Workday, please get in touch with the primary user on your account or submit the [Supplier Contact form](#) to request to add, remove, or update a contact on your organization's profile.

Current Bid Opportunities



Brandon M. Scott
Mayor

<https://procurement.baltimorecity.gov>

Contains Contract List, updated quarterly

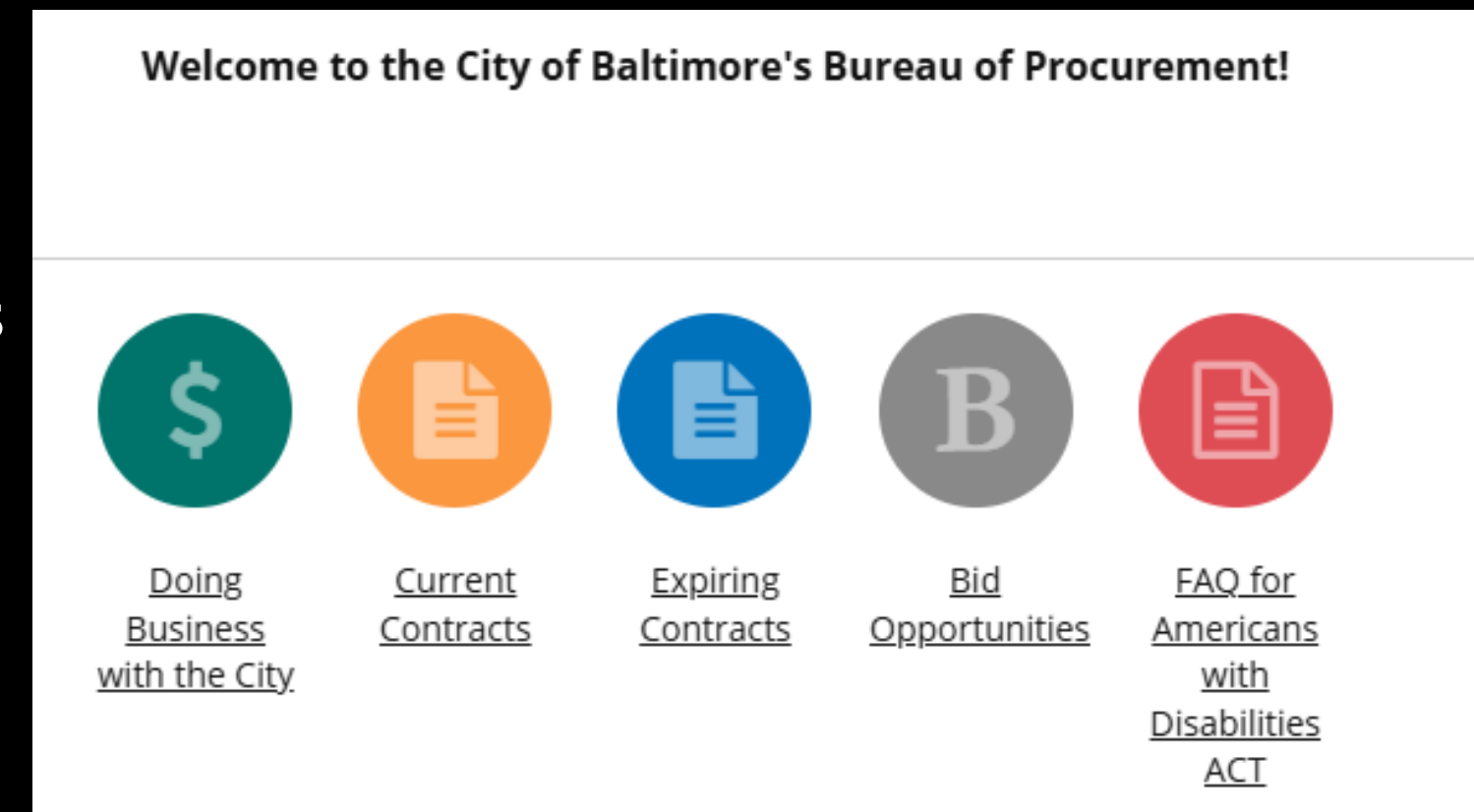
Searchable by contract name, agency

Includes full contract length and value (upset limit) to date

Includes whether the contract includes subcontracting goals

How to do Business with the City of Baltimore

<https://procurement.baltimorecity.gov/doing-business-city>





Office of Small and Minority Business Policy

MBE/DBE/ACDBE/SBE Overview

Wes Moore
Governor

Aruna Miller
Lt. Governor

Paul J. Wiedefeld
Secretary

OFFICE OF SMALL & MINORITY BUSINESS POLICY

We are responsible for the oversight and implementation of outreach activities related to the MBE/DBE/ACDBE/SBE programs including:

- Monthly workshops**
- Internal and external events**
- Communication strategies for program updates**
- Development of training and outreach materials**
- Management of MBE website**

MINORITY BUSINESS ENTERPRISE PROGRAM

- **The Maryland Department of Transportation (MDOT) is the official certification agency for the State**
- **Established in 1978, Maryland's Minority Business Enterprise (MBE) Program is known to be the oldest in the country**
- **Largest MBE program in the country**
- **One of the most aggressive in the nation with a 29% MBE participation goal and contract sub goals**

TYPES OF CERTIFICATION

There are four types of certifications:

- **Minority Business Enterprise (MBE)**
 - State-funded contracts
- **Disadvantaged Business Enterprise (DBE)**
 - USDOT contracts administered by:
 - Maryland State Highway Administration (SHA)
 - Maryland Aviation Administration (MAA)
 - Maryland Transit Administration (MTA)
 - Metropolitan Planning Organizations (MPOs)
- **Airport Concessions Disadvantaged Business Enterprise (ACDBE)**
 - Airport concessions contracts administered by MAA
- **Small Business Enterprise (SBE)**
 - USDOT contracts administered by SHA, MAA, and MTA
 - Race and gender neutral

BENEFITS OF CERTIFICATION:

Access and Opportunities

- **Greater exposure to government and private sector contracting opportunities**
- **Only MBE/DBE certified firms can fulfill the minority participation goals**
- **Certified firms appear on the Directory of Certified Firms which is used by prime contractors, consultants, government agencies and private sector companies seeking minority business participation**

BENEFITS OF CERTIFICATION:

Monitoring and Advocacy

- **Enforcement of MBE compliance policies and procedures**
- **MBE Liaison Officers**

FREE!

FREE!

FREE!

**THERE IS NO COST TO APPLY FOR OR MAINTAIN
CERTIFICATION WITH MDOT'S OFFICE OF MINORITY
BUSINESS ENTERPRISE**



CERTIFICATION ELIGIBILITY



ELIGIBILITY STANDARDS

There are five eligibility standards each applicant must meet:

- 1. Ownership**
- 2. Minority Status**
- 3. Control**
- 4. Personal Net Worth**
- 5. Size**

ELIGIBILITY STANDARDS: OWNERSHIP

An MBE/DBE/ACDBE is a small business that is at least 51% independently owned and controlled by one or more socially and economically disadvantaged individuals

- **Ownership must be real and substantial**
- **Owner must be a U.S. citizen or permanent resident**
- **Firms headquartered in Maryland must be in good standing with the Maryland Department of Assessments and Taxation**

ELIGIBILITY STANDARDS: MINORITY STATUS

Certain groups are *presumed* to be socially disadvantaged:

- **Women**
- **African Americans**
- **Hispanic Americans**
- **Native Americans**
- **Asian Pacific Americans**
- **Subcontinent Asian Americans**
- **Disabled Persons (MBE Program Only)**

Firms owned by ethnic women are dually certified

ELIGIBILITY STANDARDS: CONTROL

- **Minority owner(s) must have an overall understanding of, and managerial and technical competence and experience directly related to, the type of business in which the firm is seeking certification**
- **Firms are certified in specific areas of work as defined by the North American Industry Classification System (NAICS Codes)**

To learn more about NAICS Codes visit

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

ELIGIBILITY STANDARDS: PERSONAL NET WORTH

In order to evaluate economic disadvantage, each minority owner must submit a Personal Financial Statement (a.k.a. Personal Net Worth (PNW) Statement)

PNW is the net value of the assets held by an individual or includes the minority applicant's portion of assets held jointly or as community property

- **MBE Cap:**
 - \$2,136,382 (*adjusted annually*)
- **DBE Cap:**
 - \$2,047,000
- **ACDBE Cap:**
 - \$2,047,000

PNW Calculations DO NOT Include:

- Applicant's personal residence
- Value of the applicant business

ELIGIBILITY STANDARDS: SIZE

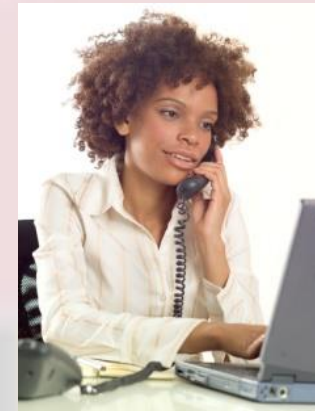
All applicant firms must be “small”

- Size standards are set by the U.S. Small Business Administration (SBA) under Regulation 13 CFR Part 121
- Size standards are determined by industry based on NAICS Codes
- Firms seeking DBE Certification must not exceed the current DBE statutory cap of \$30.72

For more information regarding size standards visit SBA's website *at:*

<https://www.sba.gov/size>

The Certification Process

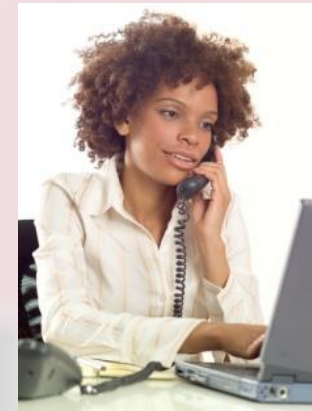


THE PROCESS

1. **APPLICATION** – Applicants must submit an application along with all applicable supporting documentation; online and hard copy versions available
2. **INVESTIGATION** – An MBE Officer reviews the entire application package then conducts an on-site interview with the applicant(s) and performs a job-site visit (if applicable); all findings are documented in a written report
3. **EVALUATION** – The Certification Review Committee (CRC) reviews the investigative report to evaluate whether the applicant firm meets all program requirements.
4. **DETERMINATION** – The Certification Review Committee Chairperson issues a written determination

Out of state firms must be certified in their State of Original Jurisdiction before applying in Maryland

The Application



COMPLETING THE ONLINE APPLICATION

- Create a profile and complete the application using [the Certification Management System](https://marylandmdbe.mdbecert.com/) (<https://marylandmdbe.mdbecert.com/>)
- You will not be able to submit your application until all required fields are completed. All required fields are marked with an asterisk.

Out of state firms must be certified in their State of Original Jurisdiction before applying in Maryland

CERTIFICATION TIME

Once a complete application package has been received, it takes an average of 5 to 6 months to complete the certification Process.

Processing times vary depending on the applicant.

If you do need assistance, please call the OMBE office at 410-865-1269.

ONLINE ANNUAL CERTIFICATION REVIEW

- Firms are reviewed annually and may remain in the program as long as they continue to meet the eligibility standards
- Upon written notice, an MDOT certified firm shall provide updated information annually in order to maintain certification; sixty (60) days prior to a firm's certification anniversary date, a firm will receive a notification from MarylandMDBE@mdbecert.com with the following instructions:
 - Visit MBE site (<https://marylandmdbe.mdbecert.com/>)
 - Click “Submit Annual Review”
 - Proceed to “Login” or “Lookup Account”
 - Submit annual review documents
- A review of the firm is also required when there is a material change in the firm’s circumstances such as ownership, minority status, control, size or services.

As you go through the certification process... **talk
with the experts!**



410.865.1269

mbe@mdot.maryland.gov

www.mdot.maryland.gov

For individual guidance on your application, please contact the Office of Minority Business Enterprise using the contact information above.

Office of Small & Minority Business Policy

June 3, 2025 at 10:00 AM & 5:30 PM

[Registration is now open online!](#)



Register Now!

Contact:

Eun Young Hong: ehong@mdot.maryland.gov

Heather McCall: hmccall@mdot.maryland.gov

[Office of Small & Minority Business Policy](#)

www.mdot.maryland.gov



Presented by

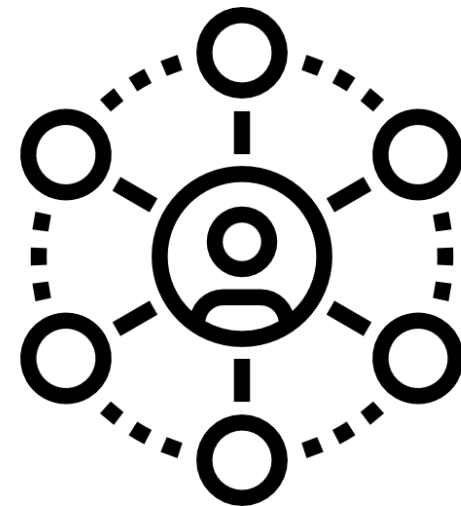
Eduardo Hayden
Small Business Outreach Manager



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



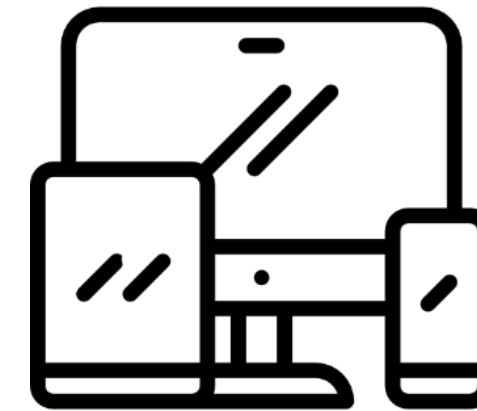
Implement
Maryland's 3
socioeconomic
procurement
programs across
70+ purchasing
units



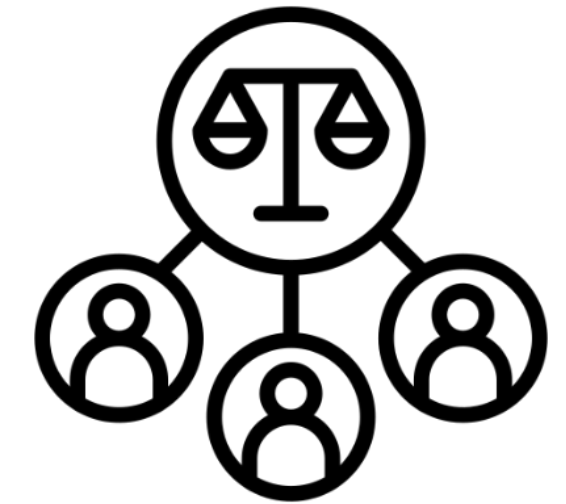
Connect small,
minority, women,
& veteran business
owners to
opportunities
in the state
contracting arena



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



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

- 975+ 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

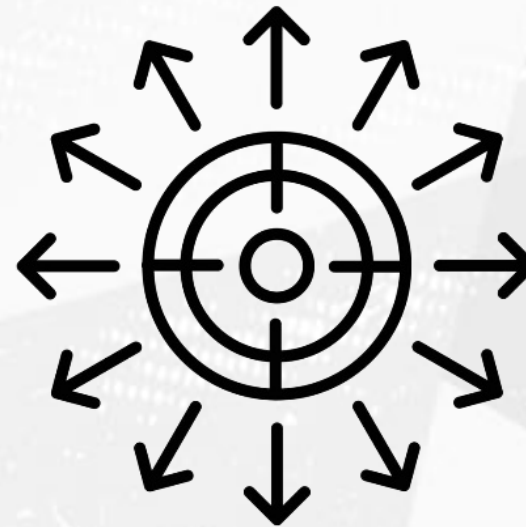
www.goMDsmallbiz.maryland.gov

- 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

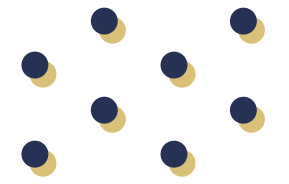
Certification Application

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.

Certified Small Business for Small Business Reserve (SBR) 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/or gross sales below for the most recent 3 years**

<u>Industry</u>	<u># of Employess</u>	OR ↙ ↘ <u>Gross Sales last 3 Years</u>
Retail	25	\$3 million
Wholesale	50	\$4 million
Construction Operations	50	\$7 million
Service Operations	100	\$10 million
Manufacturing Operations	100	\$2 million
Architectural and Engineering	100	\$4.5 million

Veteran-Owned Small Enterprise (VSBE) Program



VSBE Certification Process



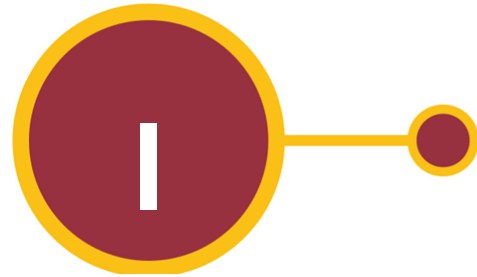
The VSBE is both a prime and subcontracting certification program for veteran-owned small businesses that meet the following eligibility standards:

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



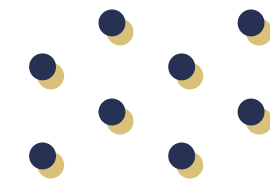
GROW
your business

Find new funding, locations & customers



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

Maryland Department of Assessment & Taxation (SDAT)



The screenshot displays the Maryland Business Express website. At the top, there is a banner with the text "MARYLAND BUSINESS EXPRESS" and "Business Entity Search". Below this, there is a search form with a "Business Name:" label, a text input field, and a "Search" button. Underneath the search form, there are radio buttons for "Search by:" with options "Business Name" (selected) and "Department ID". To the right of the search form, there is a "Business Search" button. Below the search form, there is a "Back" link. At the bottom of the page, there is a navigation bar with links for "Fees", "Processing Times", "Business Resources", and "Demo".

Want to **PLAN, START, MANAGE** or **GROW** your business?
▶ Click **HERE!**

Business Name:

Search by: ☒ Business Name
☐ Department ID

Maryland
DEPARTMENT OF
ASSESSMENTS
AND TAXATION

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/>

The screenshot shows the official website of the United States Census Bureau for the North American Industry Classification System (NAICS). The header includes the Census Bureau logo and the title "North American Industry Classification System". A navigation bar contains links for Main, History, Development Partners, Federal Register Notices, FAQs, Reference Files, and NAPCS. The main content area is titled "NAICS Search" and features three search boxes, each with a "Go" button. The first search box is labeled "2022 NAICS Search", the second "2017 NAICS Search", and the third "2012 NAICS Search". To the right of the search boxes is an "Introduction to NAICS" section. It states that NAICS is the standard for classifying business establishments in the U.S. economy, developed jointly by the Office of Management and Budget, Statistics Canada, and Mexico's Instituto Nacional de Estadística. It also mentions that the website provides the latest information on NAICS reference files and tools, with a link to the "History" section.

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](#) level of comparability in business statistics among the North American countries.

This official U.S. Government Web site provides the latest information on products and services, 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.

- Federal Contracting
- MBE Certification

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

The screenshot shows the official website of the United Nations Standard Products and Services Code (UNSPSC). The header includes the United Nations Development Programme (UNDP) logo and the title "United Nations Standard Products and Services Code". The main image is a large banner featuring a cargo ship at sea with the word "WELCOME" in large white letters. Below the banner, the text "United Nations Standard Products and Services Code® (UNSPSC®)" is displayed. The main content area is titled "The United Nations Standard Products and Services Code® (UNSPSC®)" and describes it as an open, multi-sector standard for efficient, accurate classification of products and services. It also states that 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 registration & profile
- State of Maryland Contracting



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



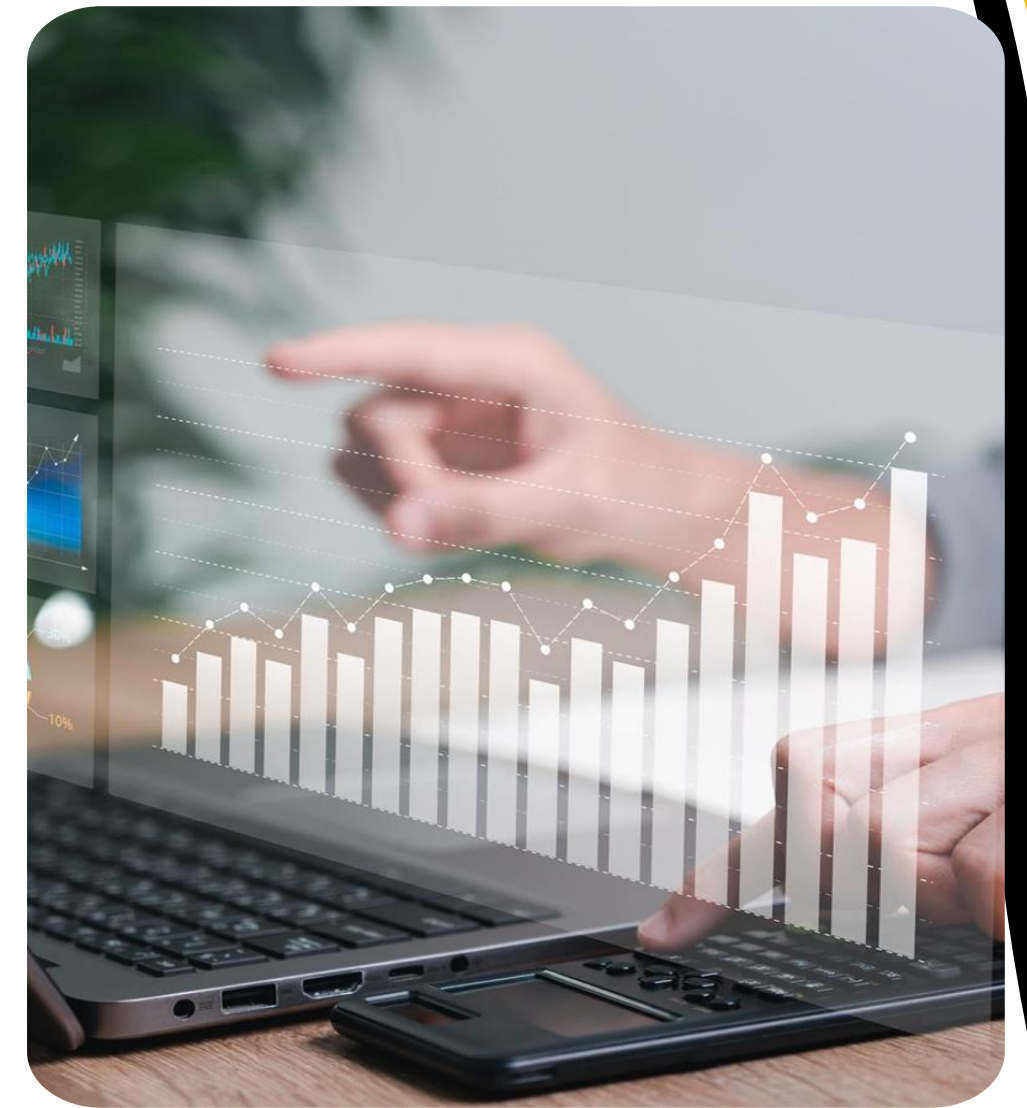
1. Password: Must be 12 characters, including

- Upper case
- Lower case
- A number
- A Symbol

2. EIN/Tax ID Number – A 9-digit number to register your business as a vendor. Have it available.

3. 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>





Mining Public Data Techniques



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Videos & Slide Decks

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

[Procurement Forecast](#)

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T.I.P.S.

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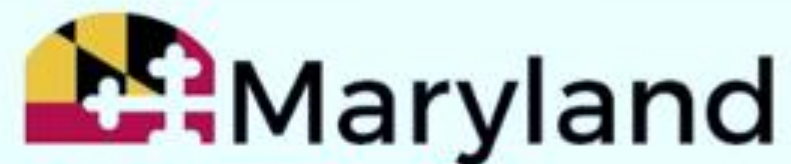


9AM-12PM



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Upcoming

Friday
May 30, 2025

9:00 a.m. – 1:00 pm

MBE & SBR
Outreach Event

by
Maryland Environmental
Service

Friday
June 6, 2025

9:30 a.m.
VSBE/SBR

Certifications Workshop
@ Prince George's County

Tuesday
June 10, 2025

10:00 a.m.
Ready, Set, GROW!
Procurement Connections
Workshop

@ MGM National Harbor

T.I.P.S. Webinar Series Playlist



T.I.P.S. Small Business Webinar Series: Maryland's MBE Rights & Responsibilities - October 22, 2024

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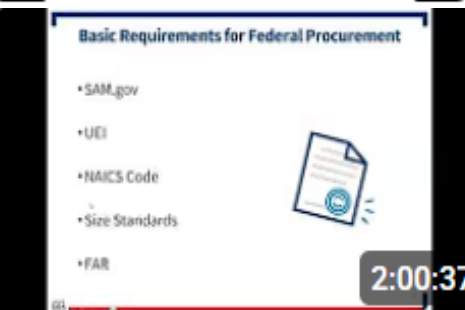
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THANK
YOU

