

**Mining
Public
Data**

**Procurement
Forecast
Portal**



Alison Tavik

Director, Communications & Outreach



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

- Oversight, monitoring, and compliance of three socioeconomic procurement programs across 70 state agencies/departments
 - Small Business Reserve Program
 - Minority Business Enterprise Program
 - Veteran-Owned Small Business Enterprise Program
- Conduct statewide outreach and training programs
 - Technical Training Classroom webinars
 - Ready, Set, GROW! Procurement Connections webinars and workshops
- Host online resources for small business growth and development

<https://goMDsmallbiz.maryland.gov>



State Procurement Programs

Small Business Reserve (SBR) Program

- Prime contracting program
- 15% set-aside
- Race and gender neutral
- State-defined small business eligibility standards apply
- Online certification process (eMMA)
- Annual renewal

Minority Business Enterprise (MBE) Program

- Subcontracting program
- 29% aspirational goal
- Race and gender specific
- Application-based certification process
- Annual renewal

Veteran-Owned Small Business Enterprise (VSBE) Program

- Subcontracting program
- 1% aspirational goal
- 3-Step certification process includes **verification** of veteran status
- Annual renewal

MBEs and VSBEs are encouraged to perform as a prime contractor.

What is Procurement?



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

- *State Finance and Procurement Articles (SF&P)*
- *Code of Maryland Regulations (COMAR)*

State Contracting Pipeline



**eMaryland Marketplace
Advantage (eMMA)**

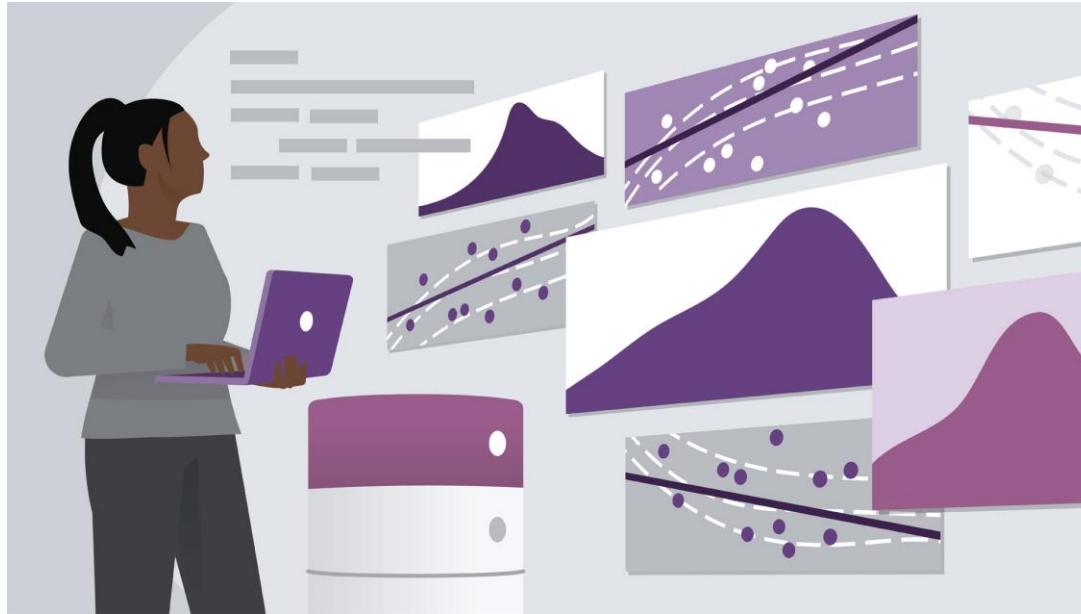


Procurement Forecast



Board of Public Works

What is Data Mining?



The process of searching out and extracting usable data from a larger data set for the purpose of finding patterns and correlations.

The information can be used to increase revenues, cut costs, improve customer relationships, reduce risk, and more.

Data Mining



Prime Contractors

- Competitors
- Pricing
- Contracting cycles
- Purchasing agencies
- Purchasing officers



Sub Contractors

- Primes who win state contracts
- Contracting cycles
- Socioeconomic program inclusion
- Purchasing agencies

Procurement Forecast




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



Note: The data shown in the following samples represent past solicitations. If you replicate the steps as illustrated, you will not get the same results. Your search results will show real time data.

Procurement Forecast

HomeMBE PROGRAMSBR PROGRAMVSBE ProgramRESOURCESPROCUREMENT FORECAST

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

Quick Links

Procurement Forecast Portal

Welcome to Maryland's Procurement Forecast Portal for Fiscal Year 2022.

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

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

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


Agency Name: Archives
Procurement Category: Engineering Services
Procurement Method: Sole Source
Description: Lighting and Fixture

Example #1 Results




Partial View


A	B	C	D	E	F	G	H	I
Agency Name	Incumbent Name	Current MBE/DBE Participation	Description	Estimated Total Contract Award (no options)	Term of Contract	PO Name	PO Phone	PO Email
Housing and Community Development	Dovenmuehle Mortgage, Inc.	15.00%	Single Family Bond Funded Mortgage Subservicing	\$5,000,001 to \$10,000,000	5 years or more	Paul Dickman	301-429-7566	paul.dickman@maryland.gov
Transportation - Office of the Secretary	Knott Technology, Inc.	0.00%	Gigamon Wan Software Maintenance FY 18-19	\$15,000 to \$99,000	1-2 years	Joe Palechek	410-865-1137	jpalechek@mdot.maryland.gov
Police	LB&B	30.00%	Crime Lab Building Maintenance	\$1,000,001 to \$5,000,000	5 years or more	DGS	DGS	DGS
Transportation - Port Administration	Marine Technologies, Inc.	0.00%	Seafender Removal	\$15,000 to \$99,000	3-4 years	Olu Fawehinmi	410-385-4568	ofawehinmi@marylandports.com
Stadium Authority	Malstrom Electric, Inc.	12.00%	On-Call General Electrical Services	\$500,001 to \$1,000,000	2-3 years	John Samoryk	410-223-4147	jsamoryk@mdstad.com
Comptroller	NEC Corporation of America	25.00%	PBX III	\$500,001 to \$1,000,000	5 years or more	Mike Balderson	410-260-6330	mbalderson@comp.state.md.us
University of Maryland, Baltimore		0.00%	Microscopes	\$10,000,001 to \$20,000,000	5 years or more	Kristal Burgess	410-706-0772	mailto:kburgess@umaryland.edu
Coppin State University			Resident Hall Bathroom Renovations	\$1,000,001 to \$5,000,000	Less than 1 year	Thomas Dawson	410-951-3792	thdawson@coppin.edu
Housing and Community Development	Dovenmuehle Mortgage, Inc.	15.00%	Single Family Bond Funded Mortgage Subservicing	\$5,000,001 to \$10,000,000	5 years or more	Paul Dickman	301-429-7566	paul.dickman@maryland.gov

Example #2 Search



[Home](#) [MBE PROGRAM](#) [SBR PROGRAM](#) [VSBE Program](#) [RESOURCES](#) [PROCUREMENT FORECAST](#)

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

Quick Links 

Procurement Forecast Portal

Welcome to Maryland's Procurement Forecast Portal for Fiscal Year 2022.

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

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

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

Search - Description

General Services

Search by Region and Categories

\$15,000 to \$99,000

Search

Search by Region

Search by Projected Advertisement Dates

Export To Excel

Reset All Filters

Example #2 Results

Partial View

Procurement Category	Procurement Method	Description	Location/Delivery of Ser	PO Name	PO Phone	PO Email
Supplies and Equipment	Competitive Sealed Bid	REMOVAL	STATEWIDE	Calvin Gladden	410 767-4281	calvin.gladden@maryland.gov
Maintenance	Other	CENTER (310 & 311 W SAR	CENTRAL MARYLAND	Calvin Gladden	410 767-4281	calvin.gladden@maryland.gov
Maintenance	Competitive Sealed Bid	DGS- UNARMED UNIFORMED GUARD AT HYATTSVILLE DC/MSD	SOUTHERN MARYLAND	Calvin Gladden	410 767-4281	calvin.gladden@maryland.gov
Maintenance	Competitive Sealed Bid	ELEVATOR MAINTENANCE AND REPAIR @ 6 ST. PAUL STREET	CENTRAL MARYLAND	Calvin Gladden	410 767-4281	calvin.gladden@maryland.gov
Supplies and Equipment	Competitive Sealed Bid	STATEWIDE POLICE VEHICLES TYPE 3	STATEWIDE	Allegra Daye	410 767-4032	allegra.daye1@maryland.gov
Supplies and Equipment	Competitive Sealed Bid	STATEWIDE 2021 VANS & SUV'S	STATEWIDE	Allegra Daye	410 767-4032	allegra.daye1@maryland.gov
Supplies and Equipment	Competitive Sealed Bid	STATEWIDE 2021 LIGHT DUTY TRUCKS	STATEWIDE	Allegra Daye	410 767-4032	allegra.daye1@maryland.gov
Architectural Services	Architectural/Engineering	IQC - PROFESSIONAL SERVICES AGREEMENT	STATEWIDE	Trudy Liller	410-767-4296	trudy.liller@maryland.gov
Maintenance	To Be Determined	Kenneth Weaver Building - Repave Parking Lot and Replace Lighting	CENTRAL MARYLAND	Courtney League	410767-5516	courtney.league@maryland.gov
Maintenance	To Be Determined	Hillsboro Natural Resource Police - Building Security	EASTERN SHORE	Courtney League	410767-5516	courtney.league@maryland.gov
Maintenance	To Be Determined	Mount Nebo Wildlife Management Area - Interior Renovations and MOSH Lighting Compliance	WESTERN MARYLAND	Colleen Haynes	410767-4995	colleen.haynes@maryland.gov
Maintenance	To Be Determined	Bear Creek Hatchery - Renovate Office Shop building HVAC, Insulation, Doors	WESTERN MARYLAND	Courtney League	410767-5516	courtney.league@maryland.gov
Maintenance	To Be Determined	Albert Powell Fish Hatchery - Dock and Railing Replacement	WESTERN MARYLAND	Courtney League	410767-5516	courtney.league@maryland.gov
Construction	Competitive Sealed Bid	INSTALL NEW FIRE PANEL	CENTRAL MARYLAND	Colleen Haynes	410767-4995	colleen.haynes@maryland.gov
Construction	Competitive Sealed Bid	REPL RUBBER MEMBRANE/STONE ROOF TO TPO W/OUT ROCK	SOUTHERN MARYLAND	Colleen Haynes	410767-4995	colleen.haynes@maryland.gov
Construction	Competitive Sealed Bid	REPL ROOF & STONE W/TPO MEMBRANE W/OUT STONE	EASTERN SHORE	Colleen Haynes	410767-4995	colleen.haynes@maryland.gov
Construction	Competitive Sealed Bid	REMOVE ELEVATOR CARS, CONTROLS & REPL WITH NEW.	EASTERN SHORE	Colleen Haynes	410767-4995	colleen.haynes@maryland.gov

Key Data Points

- What's coming in the next 6 months?
- What are the dollar values?
- Is there an incumbent I will be competing against?
- What type of work is being designated to small businesses exclusively?
- What kind of contracts typically have socioeconomic goals?
- Which prime contractors are winning work where I can perform as a subcontractor?
- Is there enough opportunity to make it worth my effort?
- Has any of the work been held over to the next fiscal year?



**Mining
Public
Data**

**Procurement
Forecast
Portal**



To obtain a copy of this slide deck,
visit the Ready, Set, GROW! page
of our website at

goMDsmallbiz.maryland.gov