Procurement Forecast Portal Mining Public Data

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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.
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 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
<table>
<thead>
<tr>
<th>Agency Name</th>
<th>Incumbent Name</th>
<th>Current MBE/DBE Participation</th>
<th>Description</th>
<th>Estimated Total Contract Award</th>
<th>Term of Contract</th>
<th>PO Name</th>
<th>PO Phone</th>
<th>PO Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Housing and Community Development</td>
<td>Dovenmuhle Mortgage, Inc.</td>
<td>15.00%</td>
<td>Single Family Bond Funded Mortgage Subservicing</td>
<td>$5,000,001 to $10,000,000</td>
<td>5 years or more</td>
<td>Paul Dickman</td>
<td>301-429-7566</td>
<td><a href="mailto:paul.dickman@maryland.gov">paul.dickman@maryland.gov</a></td>
</tr>
<tr>
<td>Transportation - Office of the Secretary</td>
<td>Knott Technology, Inc.</td>
<td>0.00%</td>
<td>Gigamon Wan Software Maintenance FY 18-19</td>
<td>$15,000 to $99,000</td>
<td>1-2 years</td>
<td>Joe Palechek</td>
<td>410-865-1137</td>
<td><a href="mailto:jpalechek@mdot.maryland.gov">jpalechek@mdot.maryland.gov</a></td>
</tr>
<tr>
<td>Police</td>
<td>LB&amp;B</td>
<td>30.00%</td>
<td>Crime Lab Building Maintenance</td>
<td>$1,000,001 to $5,000,000</td>
<td>5 years or more</td>
<td>DGS</td>
<td>DGS</td>
<td>DGS</td>
</tr>
<tr>
<td>Transportation - Port Administration</td>
<td>Marine Technologies, Inc.</td>
<td>0.00%</td>
<td>Seafender Removal</td>
<td>$15,000 to $99,000</td>
<td>3-4 years</td>
<td>Olu Fawehinmi</td>
<td>410-385-4588</td>
<td><a href="mailto:ofawehinmi@marylandports.com">ofawehinmi@marylandports.com</a></td>
</tr>
<tr>
<td>Stadium Authority</td>
<td>Malstrom Electric, Inc.</td>
<td>12.00%</td>
<td>On-Call General Electrical Services</td>
<td>$500,001 to $1,000,000</td>
<td>2-3 years</td>
<td>John Samoryk</td>
<td>410-223-4147</td>
<td><a href="mailto:jsamoryk@mdstad.com">jsamoryk@mdstad.com</a></td>
</tr>
<tr>
<td>Comptroller</td>
<td>NEC Corporation of America</td>
<td>25.00%</td>
<td>PBX III</td>
<td>$500,001 to $1,000,000</td>
<td>5 years or more</td>
<td>Mike Balderson</td>
<td>410-260-0330</td>
<td><a href="mailto:mbalderson@comp.state.md.us">mbalderson@comp.state.md.us</a></td>
</tr>
<tr>
<td>University of Maryland, Baltimore</td>
<td>Dovenmuhle Mortgage, Inc.</td>
<td>0.00%</td>
<td>Microscopes</td>
<td>$10,000,001 to $20,000,000</td>
<td>5 years or more</td>
<td>Kristal Burgess</td>
<td>410-708-0772</td>
<td><a href="mailto:kburgess@umd.edu">mailto:kburgess@umd.edu</a></td>
</tr>
<tr>
<td>Coppin State University</td>
<td></td>
<td></td>
<td>Resident Hall Bathroom Renovations</td>
<td>$1,000,001 to $5,000,000</td>
<td>Less than 1 year</td>
<td>Thomas Dawson</td>
<td>410-951-3792</td>
<td><a href="mailto:thdawson@coppin.edu">thdawson@coppin.edu</a></td>
</tr>
<tr>
<td>Housing and Community Development</td>
<td>Dovenmuhle Mortgage, Inc.</td>
<td>15.00%</td>
<td>Single Family Bond Funded Mortgage Subservicing</td>
<td>$5,000,001 to $10,000,000</td>
<td>5 years or more</td>
<td>Paul Dickman</td>
<td>301-429-7566</td>
<td><a href="mailto:paul.dickman@maryland.gov">paul.dickman@maryland.gov</a></td>
</tr>
</tbody>
</table>
Example #2 Search

Procurement Forecast Portal

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

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Search - Description
General Services

Search by Region
Search by Projected Advertisement Dates

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

Governor’s Office of Small, Minority & Women Business Affairs
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?
To obtain a copy of this slide deck, visit the Ready, Set, GROW! page of our website at goMDsmallbiz.maryland.gov