

**Mining  
Public  
Data**

**eMaryland  
Marketplace  
Advantage**



**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?



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

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

# State Contracting Pipeline



**eMaryland Marketplace  
Advantage (eMMA)**

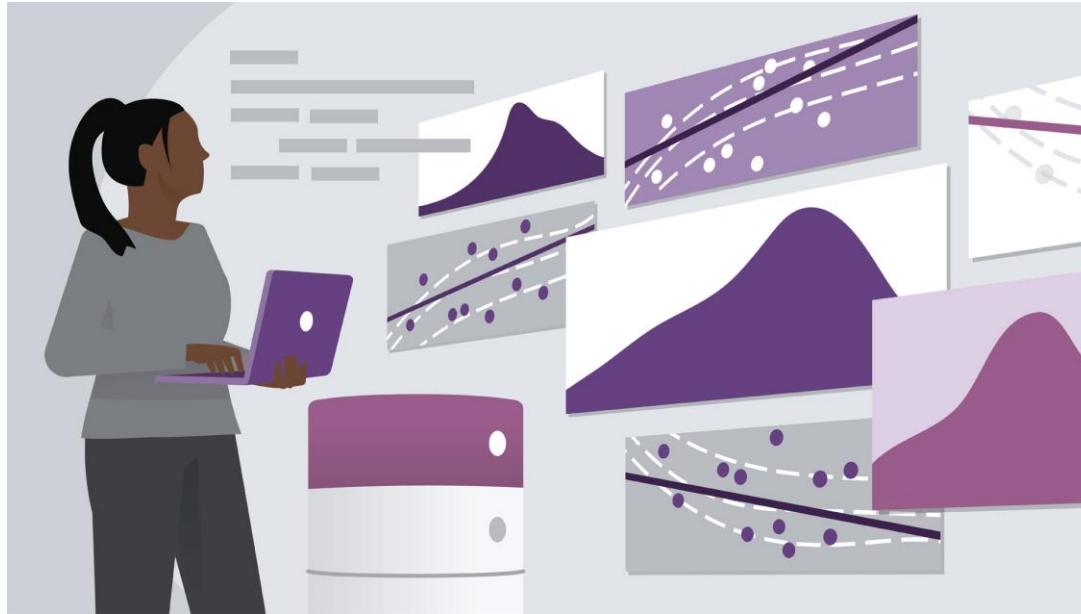


**Procurement Forecast**



**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



# eMaryland Marketplace Advantage

All solicitations over \$15,000 must be publically posted (advertised) on eMaryland Marketplace Advantage (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](mailto:eMMA.helpdesk@maryland.gov).

## LOGIN

Login\*

 Email / Username

Login must have a value

Password\*

 .....

Login

State SSO  
Login(SecureAuth)

MDOT SSO  
Login(MSAzure)

[Lost your password?](#)



New Vendor? Register Now



Public Solicitations



Public Contracts



Vendor Search



# eMMA Vendor Registration

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

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New Vendor? Register Now



Public Solicitations





Public Contracts



Vendor Search

*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.*

# eMMA Search – Public Solicitations

 [New Vendor? Register Now](#) [Vendor Search](#) [Public Solicitations](#) [Public Contracts](#)  Accessibility

[Public Solicitations](#)

Keywords


Water

Keyword: Water

Category

Status

Open

 Search

Reset

[Advanced Search](#)

Filters Status: Open X Keywords: Water X

ID	Title	Status	Due / Close Date	Publish Date	Main Category	Solicitation Type	Issuing Agency
BPM023309	<a href="#">RICHFIELD STATION HYDROPILLAR WATER STORAGE TANK</a>	Open	4/20/2021	3/18/2021	Water storage tanks	IFB: Invitation for Bid	Town of Chesapeake Beach
BPM023001	<a href="#">Government Building Water Infiltration – Phase II – Window Sealing &amp; Re-Glazing</a>	Open	3/31/2021	3/18/2021	Specialized trade construction and maintenance services	Public Notice	Charles County Government
BPM022809	<a href="#">ITB 2021-011 - STORMWATER MAINTENANCE AND CONSTRUCTION</a>	Open	3/23/2021	3/17/2021	Heavy construction services	Public Notice	Calvert County Government - Administration
BPM022541	<a href="#">ITB 21-23, Clifton Wastewater Treatment Plant Upgrades</a>	Open	3/24/2021	3/17/2021	Heavy construction services	Public Notice	Charles County Government
BPM023261	<a href="#">Purchase of Trucks Equipment &amp; Backhoe</a>	Open	4/12/2021	3/17/2021	Industrial trucks	Public Notice	City of Gaithersburg
BPM023241	<a href="#">KF-731-210-003 Repair Multiple Underground Water Leaks on Compound in Jessup, Maryland</a>	Open	3/31/2021	3/16/2021	Building and Facility Construction and Maintenance Services	IFB: Invitation for Bid	Department of General Services
BPM022816	<a href="#">Runway Rubber Removal Services at BWI and MTN Airports</a>	Open	4/1/2021	3/16/2021	Facility maintenance and repair services	Public Notice	Maryland Aviation Administration
BPM023232	<a href="#">South Street Water Main Replacement</a>	Open	4/12/2021	3/16/2021	Public Utilities and Public Sector Related Services	IFB: Invitation for Bid	Town of Hancock
BPM022943	<a href="#">SM-000-210-003 Replace Water Fountains Facility Wide @ Historic St. Mary's City</a>	Open	3/26/2021	3/15/2021	Building and Facility Construction and Maintenance Services	IFB: Invitation for Bid	Department of General Services
BPM023196	<a href="#">Underground Chilled Water and Heating Water Piping Replacement – Phase 1, Rockville Campus</a>	Open	4/9/2021	3/12/2021	Building maintenance and repair services	Public Notice	Montgomery College

1

2

3

>

29 Result(s)

## KF-731-210-003 Repair Multiple Underground Water Leaks on Compound in Jessup, Ma...

To respond to this solicitation click "Add to My Solicitation" and either login or register.

Add to My Solicitations

Title	ID	Alternate ID	Lot #	Round #	Status	Due / Close Date (EST)	Due / Close Date (EST)
KF-731-210-003 Repair Multiple Underground Water Leaks on Compound in Jessup, Maryland	BPM023241	KF-731-210-003	1	1	Open	Mar 31 2021 3:00PM	Mar 31 2021 3:00PM

### Solicitation Type

IFB: Invitation for Bid

### Main Category

Building and Facility Construction and Maintenance Services

en

### Issuing Agency

Department of General Services

en

### Procurement Officer / Buyer

Kleon POMPEY

### Email

Kleon.Pompey@maryland.gov

### Solicitation Summary

Repair Multiple Underground Water Leaks in Jessup, Maryland

### Additional Instructions

All Minority Business Enterprises are encourage to respond to this Solicitation. THIS IS FOR SBR VENDORS ONLY-SMALL BUSINESS RESERVED.

### Pre-Bid Conference Date

3/23/2021 10:00:00 AM

### Pre-Bid Conference Details

Pre-Bid Conference is scheduled for March 23, 2021 at 10:00 A.M on site @ Maryland Correctional Institution- Jessup 7803 House of Corrections Road Jessup, Maryland 20794 (Meet Outside Entrance Gate)







### Small Business Reserve Designation

Yes

### Procurement Program Participation Goals

## Solicitation Links

## Attachments

Title	Type	
General Conditions for Construction	Specification Document (Approved)	 NEW General Conditions for Construction.pdf
SBR	Specification Document (Approved)	 SBR Contract Affidavit - 080718.pdf
Bid Proposal	Specification Document (Approved)	 Bid Proposal Affidavit.eMM.pdf
Drawings	Specification Document (Approved)	 Underground Leak Location Drawing.pdf
Notice to Bidders	Specification Document (Approved)	 Notice to Bidders Solicitation Fact sheet.pdf
Specs	Specification Document (Approved)	 Scope of Work.pdf
6 Result(s)		

# eMMA Search – Public Solicitations

## Advanced Search

The screenshot shows the eMMA Public Solicitations Advanced Search interface. At the top, the eMMA logo is on the left, and navigation links for 'New Vendor? Register Now', 'Vendor Search', 'Public Solicitations' (which is underlined), and 'Public Contracts' are on the right. Below the navigation bar, there are back and refresh icons followed by the title 'Public Solicitations'. The main search area contains a 'Keywords' text input field, a 'Category' dropdown menu, and a 'Status' dropdown menu currently set to 'Open'. To the right of these are 'Search' and 'Reset' buttons. Below this section is an 'Advanced Search' toggle, which is currently turned off. A red arrow points to this toggle. Under the 'Advanced Search' section, there are several filters: 'Type' and 'Authority' dropdowns, 'Award Status' dropdown, 'Agency' dropdown, 'Sub Agency' dropdown, and 'Site' dropdown. There are also checkboxes for 'SBR Designation', 'SBE Goal', 'MBE Goal' (which is checked with an 'X'), 'MBE Sub-Goal', 'VSBE Goal', and 'DBE Goal'. A red arrow points to the 'MBE Goal' checkbox.

emma

New Vendor? Register Now Vendor Search Public Solicitations Public Contracts

< ↺ Public Solicitations

Keywords

Category

Status

Open

Search Reset

Advanced Search

Type Authority

Award Status Agency

Sub Agency

Site

☐ SBR Designation ☐ SBE Goal

☒ MBE Goal ☐ MBE Sub-Goal

☐ VSBE Goal ☐ DBE Goal



## Public Solicitations

Keywords

Category

Status

Open



Search

Reset

> Advanced Search

Filters MBE Goal: ☒ Status: Open ☒

ID	Title	Status	Due / Close Date	Publish Date	Main Category	Solicitation Type	Issuing Agency
BPM022918	<a href="#">RFP - Construction Management Services - Razing &amp; Replacement of the Department of Legislative Services Building</a>	Open	4/9/2021	3/19/2021	Building construction management	Public Notice	Capital Projects
BPM022913	<a href="#">Asian American Communities in Maryland - Historic Context Study</a>	Open	3/30/2021	3/19/2021	Management and Business Professionals and Administrative Services	Request for Quote	Department of Planning
BPM023319	<a href="#">ITB 21-26 - Septic Hauling Services</a>	Open	5/4/2021	3/19/2021	Water and wastewater treatment supply and disposal	Public Notice	Charles County Government
BPM023190	<a href="#">IFB-21046 VPU (HVAC) &amp; Fire Alarm Upgrades at Yorkwood Elementary School #219</a>	Open	4/15/2021	3/19/2021	Heating and cooling and air conditioning HVAC construction and maintenance services	IFB: Invitation for Bid	Baltimore City Public Schools
BPM023001	<a href="#">Government Building Water Infiltration - Phase II - Window Sealing &amp; Re-Glazing</a>	Open	3/31/2021	3/18/2021	Specialized trade construction and maintenance services	Public Notice	Charles County Government
BPM023205	<a href="#">IFB-21048 HVAC Replacement &amp; Fire Alarm Upgrades at North Bend Pre-K to 8 School #081</a>	Open	4/16/2021	3/18/2021	Heating and cooling and air conditioning HVAC construction and maintenance services	IFB: Invitation for Bid	Baltimore City Public Schools
BPM023133	<a href="#">IFB-21042 VPU (HVAC) Replacement at Collington Square Pre-K to 8 School #097</a>	Open	4/15/2021	3/18/2021	Heating and cooling and air conditioning HVAC construction and maintenance services	IFB: Invitation for Bid	Baltimore City Public Schools
BPM022234	<a href="#">Transportation Planning Consultant Services</a>	Open	4/19/2021	3/18/2021	Management advisory services	RFP: Double Envelope Proposal	The Secretary's Office
BPM023283	<a href="#">Environmental Consulting Services</a>	Open	4/16/2021	3/18/2021	Environmental protection	RFP: Double Envelope Proposal	Department of the Environment
BPM023284	<a href="#">IFB-21-21 RESOURCES FOR STUDENTS WITH COGNITIVE DISABILITIES</a>	Open	4/15/2021	3/17/2021	Education and Training Services	Public Notice	Baltimore County Public Schools



2 3 4 5 6 7 > 90 Result(s)

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Login(SecureAuth)

MDoT SSO  
Login(MSAzure)

[Lost your password?](#)



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Public Solicitations



Public Contracts



Vendor Search





## Public Contracts

Keywords

Commodities

Status

Window



Q Search

Reset

Keyword: Window

> Advanced Search

Filters Keywords: X

Window



Contract Title

Vendor

Contract Type

Effective Date

Expiration Date

Publish Date

Public Solicitation ID

[Microsoft Windowa Enterprise](#)

[B-300-201-001 Resealing / Repair of Windows & Masonry Caulking at the Peoples Resource Center](#)

[Safety and Security Window Film for MPT](#)

SHI

East Coast Building Services, Inc.

AP Corp

Individual

Individual

Individual

6/1/2020

5/26/2020

12/16/2019

10/31/2021

5/26/2021

4/17/2020

3/4/2021

9/25/2020

12/11/2019

BPM017768

BPM016049

3 Result(s)



## Public Contract: CTR002253 - B-300-201-001 Resealing / Repair of Windows & Maso...

<b>Contract Title</b> B-300-201-001 Resealing / Repair of Windows & Masonry Caulking at the Peoples Resource Center	<b>Effective Date</b> 5/25/2020	<b>Contract ID</b> CTR002253	<b>Alternate ID</b> 001IT821113
<b>Vendor</b> East Coast Building Services, Inc.	<b>Expiration Date</b> 5/25/2021		
<b>Contract Type</b> Individual			
<b>Contract Amount</b> 189,600.00	USD		
<b>Procurement Officer / Buyer</b> Daryl MOORE		<b>Email</b> daryl.moore@maryland.gov	
<b>Linked Solicitation</b> BPM017768: B-300-201-001 Resealing / Repair of Windows & Masonry Caulking at the Peoples Resource Center			
<b>Statewide Contract</b> No			
<b>Federal Funding</b> No			
<b>Green Contract</b>			
<b>VSBE Goal</b> Yes			

### Contract Scope

**Organizations**  
Department of General Services

**Commodities**  
Building and Construction Machinery and Accessories



*Don't be Shy*

## ***Sample Starter Email***

Hello [Enter Name Here],

While exploring Public Contracts in eMMA, I learned that you have purchased [XYZ products or services] in the past.

I would like to be on your contact list for any purchases below the \$15,000 threshold that would not be published on eMMA.

Are you the right point of contact at [Department Name Here]?



*Don't be Shy*

## ***Sample Starter Email***

Hello [Enter Name Here],

While exploring Public Contracts in eMMA, I learned that you were the procurement officer for [insert contract information here] in 2019.

This contact is set to expire in [enter date here]. Do you expect it will be re-opened for competition at that time?

This type of work is an excellent fit for my company. Please add me to your contact list for any similar opportunities that may open in the future.



*Don't be Shy*

## ***Sample Starter Email***

Hello,

While exploring eMaryland Marketplace Advantage, I learned that you have previously won Maryland state contracts.

I would like to connect with [Name of Company Here] and explore opportunities to work as a subcontractor.

My capability statement is attached. Can we set up a time to talk in the next two weeks?

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