



State Procurement 101

*Presented by Alison Tavik,
Director of Communications & Outreach*

September 22, 2020

Maryland is OPEN for Business

The Hogan Administration is focused on growing the private sector, creating new jobs, and improving the statewide economy,

- **More than 183,000 jobs gained during the ongoing recovery from COVID-19** (*Bureau of Labor Statistics*)
- **1st in the nation for minority and women business ownership** (*Paychex*)
- **2nd in the nation in emerging technologies and innovation** (*Center for Digital Government*)
- **3rd in the nation for entrepreneurial growth** (*Kauffman Foundation*)





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

- Connect small businesses to greater economic opportunities
- Conduct statewide outreach and training programs to help small business compete with confidence in the state contracting arena
- Host online resources for small business growth and development
- Director oversight of three state procurement programs across 70 state agencies/departments

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.



Know Your Customer

“If you want to compete with confidence in the state contracting arena, you have to understand the procurement process.”

- Alison Tavik

What is Procurement?



*COMAR Title 21,
Section 21.01.01.03*



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

Did You Know?



All vendors receiving payments from the State must:

- (1) Be in good standing with the Maryland Department of Assessments and Taxation;
- (2) Be registered in the online vendor database.



SBR, MBE, or VSBE certification is **not** a requirement for doing business with the State of Maryland.

Online Vendor Database

The logo for Emma (eMaryland Marketplace Advantage) features the word "emma" in a lowercase, bold, sans-serif font. The letter "e" is pink, the "m"s are black, and the "a" is yellow.

eMaryland Marketplace Advantage

- Free to register as a vendor
- Automatically generates notices that are delivered via email based on the product & services identified in the vendor profile
- Online bid platform
- SBR & VSBE online certification platform
- Includes solicitations by counties, cities & municipalities



eMMA will evolve into a procure-to-pay system.

Online Vendor Database



- Learn how to navigate this system
- Maintain your profile
- Assign Roles
- Include an Email address (this field is not mandatory; but absolutely necessary)
- Use the FAQs, QRGs and vendor training videos provided
- Contact the eMMA Help Desk

Procurement Authority

Authority flows downward:

- Legislature
- Board of Public Works (\$200,000+)
- Office of State Procurement
- Line agencies (70)



The University System
(11 campuses),
St. Mary's College,
and Morgan State
University
**follow separate
procurement rules.**



Basic Procurement Terminology

- **SF&P** – State Finance and Procurement - codified procurement law
- **COMAR** – Code of Maryland Regulations - specific process used to ensure compliance with procurement law
- **RFP** – Request for Proposals
 - **Offeror** – Entity that submits a proposal in response to a RFP
- **IFB** – Invitation For Bids
 - **Bidder** – Entity that submits a bid in response to a IFB
- **Master Contracts** – qualification of bidders and offerors for the procurement of service, supplies or commodities; awards made through secondary competition
- **NTP** – Notice to Proceed; written notice from procurement officer that indicates specific date the contract work will begin



Procurement Categories

- Construction
- Construction-Related Services
- A/E Services
- Services
- Information Technology
- Capital Equipment
- Maintenance
- Supplies
- Real Property Leases
- Bank and Financial Services
- Energy Performance
- Commodities

Preference Purchases

In order of preference:

- Maryland Correctional Enterprises (MCE)
- Blind Industries and Services of Maryland (BISM)
- Community Service Providers (MD Works)



Examples:
Office Furniture
Printing
Promotional Items
Cleaning/Janitorial
Service
Cleaning Supplies
Paper Products
Batteries
Water
Temporary Employees

Bid vs. Proposal

Invitation for Bid (IFB)

- Seeking a price
- The solicitation is typically a straight-forward and well- defined
- Commonly used to purchase supplies, commodities, or equipment
- Typically not used for complex purchases

The award is made to the responsive and responsible bidder who submits the **lowest price**.

Request for Proposal (RFP)

- Seeking a solution
- Designed to help the contracting officer understand the various proposed methods and approaches that can be used to meet the requirements outlined in the solicitation
- Multi-step process, commonly used for complex purchases

The award is made to the responsive and responsible offeror whose proposal is **most advantageous (best value)**.

Late submissions are NEVER, EVER accepted.

Responsive and Responsible

“Responsive” relates to the tangible documents submitted to the State by the designated date; all information requested may be provided.

Applies to both bids and proposals

“Responsible” relates to the bidder’s technical capability to deliver the product/service as required; past performance & reliability are also factors.

Applies to both bids and proposals



Tips for Submitting Bids & Proposals

Bids

- Read everything; understand the scope of work
- Contact the procurement officer with questions
- Provide a clear and complete response
- Double check everything before sending; no second chances

Proposals

- Read everything; understand the scope of work
- Contact the procurement officer with questions
- Submit clear, concise answers; opportunity to “cure” a problem is limited
- Be prepared to provide additional information
- If unsuccessful, request a debrief (time sensitive)

Be responsive & responsible!
Late submissions are NEVER, EVER accepted!!



Typical Solicitation Process

- 1. Planning**
 - Cost estimate, budget approval, timeline, key personnel
- 2. Document Preparation**
 - Technical, administrative, and contractual requirements finalized
- 3. Publication**
 - eMaryland Marketplace Advantage (eMMA)
 - Over \$15,000
- 4. Pre-Bid/Proposal Conference**
 - Buyers explain scope of work & answer questions
 - Identify potential bidders/offerors
- 5. Receive Bids/Proposals**
 - Public bid opening

Typical Solicitation Process

6. Evaluate Responses

- Lowest responsive & responsible bid
- Most advantageous responsive” & responsible offer

7. Recommend Award

- Obtain signed contract and forms from winning vendor
- Receive internal approvals

8. Notify Vendors

- Provide debriefings for unsuccessful offerors

9. Receive Final Award Approval

- BPW

10. Issue NTP

- Notice to Proceed!



Purchasing Thresholds

Small
Procurement
- *Category I*

Small
Procurement
- *Category II*

Small
Procurement
- *Category III*

Formal
Procurement

Purchasing Thresholds

Small Procurement – *Category I:*

- \$5,000 or less
- Can use oral, written, or published solicitation to obtain quotes
- Encouraged to solicit quotes from small & minority businesses
- Award is based on the procurement officer's judgement

Small Procurement – *Category II*

- \$5,001 - \$15,000
- Can use oral, written, or published solicitation to obtain quotes
- Encouraged to solicit quotes from small & minority businesses
- Award is based on the procurement officer's judgement

Direct Solicitation Method



Small Procurement – *Category I:*

- **\$5,000** or less
- Can use oral, written, or published solicitation to obtain quotes
- Encouraged to solicit quotes from small & minority businesses
- Award is based on the procurement officer's judgement

Small Procurement – *Category II*

- \$5,001 - **\$15,000**
- Can use oral, written, or published solicitation to obtain quotes
- Encouraged to solicit quotes from small & minority businesses
- Award is based on the procurement officer's judgement

Direct Solicitation Method

Purchasing Thresholds

Small Procurement – *Category III:*

- \$15,001 - \$50,000
- Written solicitation required
- Must be published on eMMA
- Must try to get a least 2 valid quotes
- Awarded to the lowest/best **responsive & responsible** bidder/offeror

Formal Procurement:

- \$50,000+
- Written solicitation required
- Must be published on eMMA
- Must try to get a least 2 valid quotes
- Awarded to the lowest/best **responsive & responsible** bidder/offeror



Prime Contracting Tips

- Read and follow bid instructions to the letter
- Don't guess or assume anything; ask questions until you are sure
- Attend the pre-bid meeting
- All primes must comply with subcontracting requirements
 - *MBEs who perform as a prime may fulfill 50% of the overall MBE goal*
 - *VSBEs who perform as a prime may fulfill 100% of the VSBE goal*
- Conduct MBE outreach efforts early; cast a broad net and keep records of all outreach activity
- Complete the required MBE paperwork correctly; failure to do so could eliminate you from consideration
- Understand the MBE waiver process; high burden of proof that must be met



Subcontracting Tips

- Try to respond to all requests for quotes from prime contractors and document all correspondence up until the time of bid (names, dates, phone calls, faxes, meetings, etc.)
- Don't submit quotes in a vacuum (i.e. know the scope of work, timeline, etc.) and follow-up on all quotes
- Fully understand the terms and conditions of every contract you sign
- Never sign a blank MBE form (Unavailability Certificate, Participation Statement, Subcontractor Paid/Unpaid Invoice Report)
- Keep copies of everything you sign
- Do what you say you are going to do
- If an issue arises, contact the agency's **MBE Liaison** at the onset



MBE Liaison

- Designated by and reports directly to the agency/department's top leadership
- Directly engaged in the agency/department's implementation of the MBE Program
 - Contract evaluation and goal-setting
 - Monitoring
 - Compliance
 - Reporting
 - Advocacy
- May perform more than one role within the unit

Visit a listing of MBE Liaisons, visit
www.goMDsmallbiz.Maryland.gov

State Contracting Pipeline



**eMaryland Marketplace
Advantage (eMMA)**



Procurement Forecast



Board of Public Works



eMMA Vendor Registration

www.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.

LOGIN

Login*

Password*

[Lost your password?](#)



[New Vendor? Register Now](#)



[Public Solicitations](#)



[Public Contracts](#)



[Vendor Search](#)



Quick Links

- > Home
- > Login and Register for eMaryland Marketplace Advantage (eMMA)
- > State of Maryland Procurement Mission
- > Small Business Reserve Program
- > Minority Business Enterprise (MBE) Program
- > Governor's Office of Small, Minority & Women Business Affairs
- > Procurement Forecasting
- > Board of Public Works
- > Maryland Ethics and Procurement Laws
- > Maryland Procurement Technical Assistance Center
- > How to do Business with the State of Maryland
- > B2B Master Price List
- > Green Purchasing
- > Green Purchasing Checklist

eMMA Quick Reference Guides



Refer back to this web page frequently for updated versions.

Quick Reference Guides

NOTE: QRGs may not display properly unless opened in Adobe Reader. Please download the QRG from the links below and open it using Adobe Reader.

Vendor QRGs

Follow this link to training for Vendors on registering and for submitting electronic bids.

1 - eMMA QRG Registering as a Vendor

2 - eMMA QRG Managing Vendor Profile

3 - eMMA QRG Viewing Open Solicitations

4 - eMMA QRG Responding to Solicitations (IFB)

5 - eMMA QRG Responding to Solicitations (RFP)

6 - eMMA QRG Viewing Awarded Contracts

7 - eMMA SBR Certification and Recertification

9 - eMMA QRG - Public Vendor Search for Vendors

10 - eMMA QRG - Vendor Bid Holder List

11 - eMMA QRG - Vendor Bid Tabulation

Special QRG - Creating a COVID-19 RFI in eMMA

Vendor Search

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LOGIN

 alison.tavik@maryland.gov



Login

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[Vendor Search](#)

Vendor Search



New Vendor? Register Now

Vendor Search

Public Solicitations

Public Contracts



Vendor Search

Vendor Name

Commodities **81100000 - Professional engineering services**

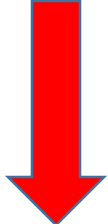
Areas Served

Country **UNITED STATES**

State

VSBE Vendor SBR Vendor

Filters Commodities : 81100000 - Professional engineering services x Country : UNITED STATES x



eMMA Vendor ID	Company Name	City	State	Zip Code	Vendor Contact	Company Phone #
SUP020989	4 A Technical Solution, LLC	Upper Marlboro	MD	20774	Angela Smith	
SUP010137	4Tenets Consulting, LLC	Baltimore	MD	21211	Jay Sakai	410-205-2655
SUP027435	8DSS LLC	Mitcheville	MD	20721	Jamal Drake	
SUP014253	A Squared Plus Engineering Support Group	Hampstead	MD	21074	Sherry Abbott-Adkins	443-977-9741
SUP005954	A. Morton Thomas and Associates, Inc.	Rockville	MD	20850	Christian Chacon	301-881-2545
SUP019665	A.J. Adam Engineering LLC	Towson	MD	21286	Milly Ruiz	
SUP012314	A/I/DATA	Baltimore	MD	21237	Michael Maguire	410-686-5091
SUP011551	A+F Engineers	Potomac	MD	20854	Myrofora Anastasi	301-404-2479
SUP005074	AB Consultants, Inc.	Lanham	MD	20706	Wendy Jones	3013063091
SUP006119	Absolute Engineering Solutions, LLC	Bethesda	MD	20817	Yunxiang Chen	7034856103
SUP025948	Accumark, Inc	Ashland	VA	23005	Tara McCarthy	
SUP026530	ACQUISITION BUSINESS & CONSULTING SOLUTIONS LLC	Alexandria	VA	22310	Benjamin Shelton	
SUP021488	ACS Infrastructure	Coral Gables	FL	33134	Steve DeWitt	
SUP006146	Adams Environmental Engineering Group, LLC	Glen Burnie	MD	21061	Cari Finch	4438482954
SUP028031	Advance Logics LLC	Abingdon	MD	21009	Lawrence Ogbe	

Vendor Search



New Vendor? Register Now **Vendor Search** Public Solicitations Public Contracts



Vendor Search

Vendor Name: Commodities: Areas Served:

Country: State:

VSBE Vendor SBR Vendor

Filters Country: UNITED STATES x SBR Vendor: x

eMMA Vendor ID	Company Name	City	State	Zip Code	Vendor Contact	Company Phone #	SBR Vendor	SBR Certification #	SBR Expiration Date
SUP019978	DSTC, LLC	Upper Marlboro	MD	20774	Dionne Smith	3014536233	<input checked="" type="checkbox"/>	SB19-005581	12/4/2020
SUP008367	G. M. SMITH ELECTRIC, LLC	WOODSTOCK	MD	21163	Gregory Smith	4104966333	<input checked="" type="checkbox"/>	SB12-39902	7/10/2021
SUP009113	Hafer's Gunsmithing Inc	Hagerstown	MD	21740	Rebecca Hafer	2403474906	<input checked="" type="checkbox"/>	SB20-009641	7/22/2021
SUP011135	Lee-Smith Professional Services, Inc.	Owings Mills	MD	21117	Leslie Smith	443 845 0257	<input checked="" type="checkbox"/>	SB12-39580	6/20/2021
SUP015003	Leslie Smith	Owings Mills	MD	21117	Leslie Smith	443 845 0257	<input checked="" type="checkbox"/>	SB20-009101	6/24/2021
SUP022292	New Day Home Inspections	Catonsville	MD	21228	Roland Smith	4107880723	<input checked="" type="checkbox"/>	SB20-009737	7/28/2021
SUP024281	NU Revolution Entertainment LLC.	Baltimore	MD	21217	Anthony Parker		<input checked="" type="checkbox"/>	SB20-008034	4/24/2021

7 Result(s)

Public Solicitations Search



New Vendor? Register Now Vendor Search **Public Solicitations** Public Contracts



< ↻ Public Solicitations

Keywords Category Status

> Advanced Search

Filters Status: Open ✕



ID	Title	Status	Due / Close Date	Main Category	Solicitation Type	Issuing Agency
BPM021005	Expansion, Modification and Paving of Observatory Parking Lot	Open	10/8/2020	Building and Facility Construction and Maintenance Services	Public Notice	Harford Community College
BPM020555	Municipal Parking Lot Improvements, Pavilion Construction	Open	9/30/2020	Building and Facility Construction and Maintenance Services	Public Notice	Town of Hancock

2 Result(s)

Public Solicitations Search



New Vendor? Register Now Vendor Search **Public Solicitations** Public Contracts



English

Public Solicitations

Keywords Category Status

> Advanced Search

Filters Status: Open X



ID	Title	Status	Due / Close Date	Main Category	Solicitation Type	Issuing Agency	Bid Holders List
BPM021049	HVAC Maintenance and Service	Open	10/1/2020	Heating and cooling and air conditioning HVAC construction and maintenance services	Request for Quote	Department of Health & Mental Hygiene	<input type="button" value="View"/>
BPM021034	HVAC and Mechanical Equipment Preventative Maintenance and Repair Frederick Readiness Center	Open	10/22/2020	Building and facility maintenance and repair services	Request for Quote	Military Department	<input type="button" value="View"/>
BPM020754	Invitation to Bid: 17718 Virginia Avenue HVAC Replacement, County Contract No. MS-HV-283-28	Open	9/23/2020	Heating and cooling and air conditioning HVAC construction and maintenance services	Public Notice	Washington County Government	
BPM020707	IFB-21004 Chiller (HVAC System) Replacement at Windsor Hills Pre K-8 #87	Open	9/24/2020	Heating and cooling and air conditioning HVAC construction and maintenance services	IFB: Invitation for Bid	Baltimore City Public Schools	
BPM020982	Contractor for Controls Upgrade Project	Open	10/1/2020	Building and Facility Construction and Maintenance Services	Public Notice	Stadium Authority	
BPM020858	HVAC Maintenance and Controls Service - MDOT MVA Loveville Office	Open	10/8/2020	Heating and cooling and air conditioning HVAC construction and maintenance services	IFB: Invitation for Bid	Motor Vehicle Administration	
BPM020832	HVAC Maintenance and Controls Service- MDOT MVA Salisbury Office	Open	9/29/2020	Heating and cooling and air conditioning HVAC construction and maintenance services	IFB: Invitation for Bid	Motor Vehicle Administration	
BPM020812	HVAC Maintenance and Control Services MDOT MVA Salisbury Office	Open	9/29/2020	Heating and cooling and air conditioning HVAC construction and maintenance services	Request for Quote	Motor Vehicle Administration	
BPM019791	DX-DY HVAC Upgrades	Open	10/22/2020	Heating and cooling and air conditioning HVAC construction and maintenance services	Public Notice	Maryland Aviation Administration	<input type="button" value="View"/>
BPM017970	CCPS RFP #20-10 Mechanical, Electrical & Plumbing (MEP) Consulting Services	Open		Mechanical engineering	Public Notice	Cecil County Public Schools	

10 Result(s)

Public Solicitations Search



New Vendor? Register Now Vendor Search Public Solicitations Public Contracts

HVAC Maintenance and Service (BPM021049) : Lot 1 / Round 1

Return

Title	ID	Lot #	Round #	Status	Due / Close Date (EST)
HVAC Maintenance and Service	BPM021049	1	1	Open	Oct 1 2020 2:00PM

Solicitation Type
Request for Quote

Main Category
Heating and cooling and air conditioning HVAC construction and maintena...

Issuing Agency
Department of Health & Mental Hygiene

Procurement Officer / Buyer
Charlesa DAVIDSON

Email
charlesa.davidson@maryland.gov 

Solicitation Summary
Monthly HVAC maintenance service at 201 W. Preston Street, Baltimore, MD for Data Center cooling system. See attached Invitation to Bid

Pre-Bid Conference Date
 9/24/2020 2:00:00 PM

Pre-Bid Conference Details
Call to schedule: 410-767-5923
Maryland Department of Health
Central Services Division
201 W. Preston Street, Room 115

Procurement Program Participation Goals

Solicitation Links

Attachments

Public Contracts Search

Top of Screen



New Vendor? Register Now

Vendor Search

Public Solicitations

Public Contracts



Public Contracts

Keywords

safety

Commodities

Status

Q Search

Reset

Statewide Contract

SBR Designation

MBE Goal

Authority

Green Contract

SBE Goal?

MBE Sub-Goals?

Advanced Filters

Agency

Vendor

Solicitation

Federal Funding

VSBE Goal

DBE Goal?

Sub Agency

Public Contracts Search

Bottom of Screen

Contract Title	Vendor	Type	Effective Date (your local time)	Expiration Date (your local time)
Safety Shoes with Safety Toe	Unimex Corporation	Master / Statewide	8/15/2019 8:00:00 PM	8/14/2020 8:00:00 PM
Mainframe Support Resource - Short Term	Epitome Technology Inc	Individual	9/30/2019 8:00:00 PM	11/29/2019 8:00:00 PM
F50P0600438 Warrior Mountain Antenna Install PORFP	Tactical Public Safety LLC	Individual	5/6/2020 8:00:00 PM	5/6/2022 8:00:00 PM
499D31423-Providing Maintenance of Traffic at Various Locations in Montgomery and Prince George's Counties	Highway and Safety Services, Inc.	Master / Statewide	8/12/2020 8:00:00 PM	6/29/2023 8:00:00 PM
AA8086114R - MAINTENANCE AND PRESERVATION OF LANDSCAPE ASSETS IN ANNE ARUNDEL COUNTY	Highway and Safety Services, Inc.	Master / Statewide	4/22/2020 8:00:00 PM	9/29/2021 8:00:00 PM
XX1335876 - Rumblestrips at Various Locations in Dorchester, Somerset, Wicomico and Worcester Counties	Safety Improvements LLC	Master / Statewide	3/16/2020 8:00:00 PM	12/30/2021 8:00:00 PM
SAFETY FLARES	Orion Safety Products	Master / Statewide	12/5/2019 8:00:00 PM	12/4/2020 8:00:00 PM
SM2025171-MD 5 (Point Lookout Rd) Intersection Improvements at Abell/Moakley Streets-St. Mary's Co	Highway and Safety Services, Inc.	Individual	7/22/2019 8:00:00 PM	10/29/2020 8:00:00 PM
The CSMS Surface Equipment and Automotive Maintenance Facility	PBA-WBCM Joint Venture	Individual	9/18/2019 8:00:00 PM	9/18/2022 8:00:00 PM
PG1065184 - MD 212A from Pine Street to US 1 - Community Safety Enhancements - Prince George's County	AJ Romano Construction, Inc.	Master / Statewide	6/8/2020 8:00:00 PM	8/30/2022 8:00:00 PM
XY6115177 - Garrett County - Areawide Safety and Resurfacing at Various Locations	KEYSTONE LIME COMPANY	Master / Statewide	3/16/2020 8:00:00 PM	12/2/2021 8:00:00 PM
Replace water heater (safety/health)	Heil Plumbing	Individual	1/5/2020 8:00:00 PM	2/27/2020 8:00:00 PM
PG8545177 - MD 450 (Annapolis Road) from MD 704 to MD 193 Safety and	Aggregate Industries	Master / Statewide	12/9/2019 8:00:00 PM	11/17/2020 8:00:00 PM
Safety and Security Window Film for MPT	AP Corp	Individual	12/15/2019 8:00:00 PM	4/16/2020 8:00:00 PM
XX1335476 - VARIOUS LOCATIONS IN BALTIMORE AND HARFORD COUNTY AREAWIDE SAFETY AND OPERATIONS IMPROVEMENTS	Concrete General, Inc.	Master / Statewide	11/26/2019 8:00:00 PM	10/24/2022 8:00:00 PM

1 2 3 > 38 Result(s)

Procurement Forecast

www.goMDsmallbiz.maryland.gov

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

Enter search term

COVID-19 HEALTH RESOURCES
Learn more from MD Department of Health

HOME MBE PROGRAM SBR PROGRAM VSBE PROGRAM RESOURCES **PROCUREMENT FORECAST**



Quick Links

- > About Us
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- > Contact Us



MASKS ON, MARYLAND

Effective July 31 at 5 p.m., Maryland's current masking order will be expanded to the following circumstances:

- 1 In the public spaces of all businesses.**
Examples include retail stores, pharmacies, banks, and shared areas in offices.
- 2 In outdoor public areas when it is not possible to maintain physical distancing.**
Examples include busy farmers markets or marinas.

We can all do our part to slow the spread of COVID-19.



Alert!

- **COVID-19 Information & Resources for Businesses**
- **Maryland Unites! A-to-Z Resources on COVID-19**

TOP PICKS

- Procurement Portal
- eMaryland Marketplace Advantage (eMMA)
- Maryland Business Express
- SBR Liaisons
- MBE Liaisons
- MBE Rights & Responsibilities

Procurement Forecast

Procurement Forecast Portal

Welcome to Maryland's Procurement Forecast Portal for Fiscal Year 2021.

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.

Procurement Forecast

Search by Procurement Categories: "Health"

Consolidated view of Excel Spreadsheet

Description	Estimated Total Contract	PO Name	PO Phone	PO Email
REPLACE FIVE ROOFS	\$500,001 to \$1,000,000	Colleen Haynes	410767-4995	colleen.haynes@maryland.gov
RESEAL/REPLACE SKYLIGHTS @ SILVER WING.	\$100,000 to \$500,000	Colleen Haynes	410767-4995	colleen.haynes@maryland.gov
REPLACE CHILLERS	\$100,000 to \$500,000	Colleen Haynes	410767-4995	colleen.haynes@maryland.gov
DEMO STAFF COTTAGES 1 & 2		Courtney League	410767-5516	courtney.league@maryland.gov
REPLACE FIBERGLASS SHOWER PANS.	\$15,000 to \$99,000	Courtney League	410767-5516	courtney.league@maryland.gov
REPLACE MAIN ELECTRICAL DISTRIBUTION PANELS.	\$15,000 to \$99,000	Courtney League	410767-5516	courtney.league@maryland.gov
ENHANCE HOSPITAL SECURITY	\$15,000 to \$99,000	Courtney League	410767-5516	courtney.league@maryland.gov
Operational and System technical assistance for oversight and management of the MDH Administrative Services Organization (ASO) for the Public Behavioral Health System.	\$1,000,001 to \$5,000,000	Dana Dembrow	410-767-0974	dana.dembrow1@maryland.gov
Lexmark Printers Maintenance for MDH Headquarters	\$100,000 to \$500,000	Dana Dembrow	410-767-0974	dana.dembrow1@maryland.gov
Call Center Services for Maryland Medical Cannabis Commission	\$500,001 to \$1,000,000	Dana Dembrow	410-767-0974	dana.dembrow1@maryland.gov
Installation of fiber optic cable throughout Springfield Hospital Center Campus	\$1,000,001 to \$5,000,000	Dana Dembrow	410-767-0974	dana.dembrow1@maryland.gov

Procurement Forecast

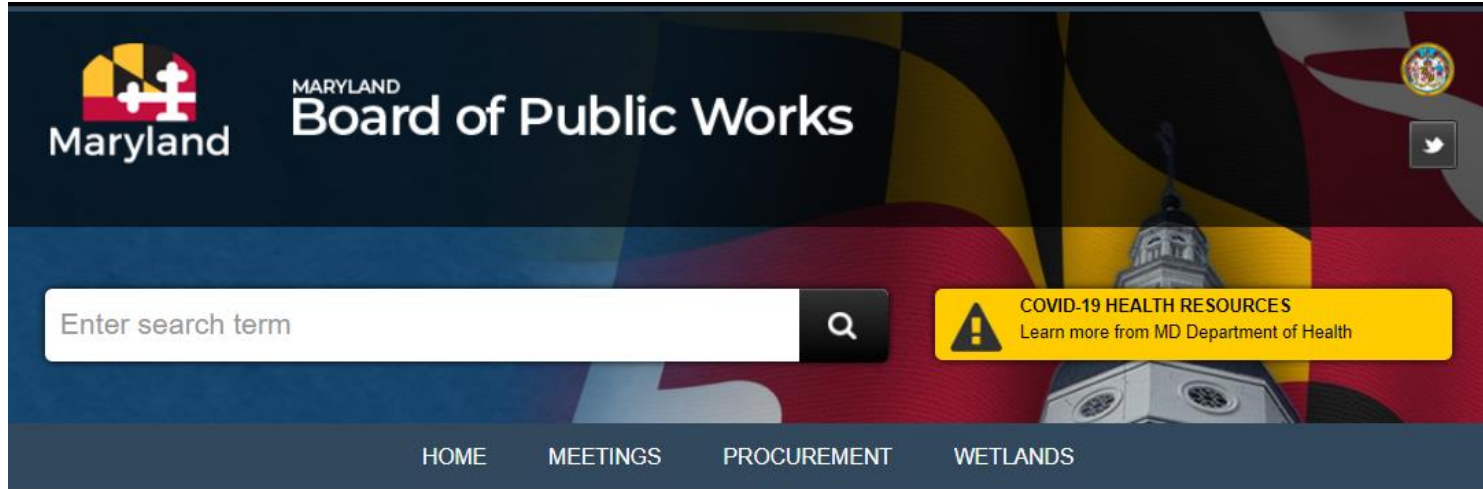
Search by Projected Advertisement Dates: Q4 (April-June)

Consolidated view of Excel Spreadsheet

Agency Name	Incumbent Name	Current MBE/DBE Participation Goal	Description	Term of Contract	PO Name	PO Phone	PO Email
Budget and Management	P & A	15.00%	Flexible Spending Accounts Administration	5 years or more	Office of State Procurement (OSP) TBD	TBD	TBD
Budget and Management	WorkPro	47.00%	State Medical Director	5 years or more	OSP To Be Determined	TBD	TBD
Environmental Services	N/A	N/A	Equipment Storage Shed		Salem Alsai	410-729-8200	procurement@menv.com
Environmental Services	N/A	TBD	Cheltenham WWTP Upgarde	1-2 years	Salem Alsai	410-729-8200	procurement@menv.com
Labor	Gantech	0.00%	Maintenance support for the electronic licences system	2-3 years	Sean Watson	410-767-2595	sean.watson@maryland.gov
Stadium Authority	Electric Supply Service	0.00%	Electric Supply Service	2-3 years	John Samoryk	410-223-4147	jsamoryk@mdstad.com
University of Maryland, College Park	Academic HealthPlans	5.00%	Student Health Care Plan	5 years or more	Benita F. Scott	301-405-5848	bscott13@umd.edu
Transportation - Port Administration	IHS Global	0.00%	PIERS	1-2 years	Margie Koppelman	410-385-4833	mkoppelman1@mdot.state.md.us
Transportation - Office of the Secretary	Skyline Technology Solutions	25.00%	Securitiy Systems Hardware and Software Maintenance	5 years or more	Joe Palechek	410-865-1137	jpalechek@mdot.maryland.gov
Lottery	Instant Ticket Vending Machines and Related Svcs	25.00%	Instant Tickets	2-3 years	Robert Howells	410.230.8789	robert.howells@maryland.gov
Lottery	Central Monitor & Control Sys	25.00%	Control system for VLT program	5 years or more	Robert Howells	410.230.8789	robert.howells@maryland.gov
Police	Two Shores Lawn	0.00%	Lawn Care	2-3 years	Rene Alonso	410-379-9410	rene.alonso@maryland.gov
Housing and Community Development	Caralex, LLC d/b/a Treffer Appraisal Group	23.00%	Appraisal Services For REO Portfolio	5 years or more	Paul Dickman	301-429-7697	paul.dickman@maryland.gov
Transportation - State Highway	Blue Gray Towing	N/A	Heavy Duty Towing for Winter Emergencies in Washington County	1-2 years	Diane Michael	301-791-4790	dmichael@mdot.maryland.gov

Approves most contracts of \$200,000+

Board of Public Works
www.bpw.maryland.gov



BPW Meetings

- > Meeting Information
- > BPW Meeting Documents
- > Meeting Calendar

Publications

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- > Reports Due to BPW
- > Advisories
- > Debarments
- > Pending Regulations

About BPW

- > Staff
- > Organizational Chart
- > Directions and Parking
- > About BPW

Board of Public Works



Spotlight

- Maryland Department of Health - Coronavirus Disease 2019 (COVID-19) Information
- FY 2020 Payment of Employee Health Care Expenses Report
- FY 2021 State Tax Rate
- eMaryland Marketplace Advantage (eMMA) Registration Now Open!
- NASPO State Preference Repository

MEETING BROADCAST LIVE

12-C. **MARYLAND TRANSIT ADMINISTRATION**
Construction Contract

Contract ID: Metro Street Grate Rehabilitation; T-0529-1240
ADPICS No.: T05291240

Contract Description: This contract provides for the repair and replacement of street grates at select Maryland Department of Transportation Maryland Transit Administration (MDOT MTA) Metro SubwayLink stations.

Award:	Brawner Builders, Inc. Hunt Valley, MD	
Contract Term:	10/08/2020* – 06/30/2021 (*or earlier upon BPW approval)	
Amount:	\$1,496,662	
Procurement Method:	Competitive Sealed Bidding	
Bids:	Brawner Builders, Inc. Hunt Valley, MD	\$1,496,662
	United Constructors Group Abington, MD	\$1,604,794
	Kiewit Infrastructure Co. Hanover, MD	\$1,739,000
	Anchor Construction Corporation Washington, D.C.	\$1,969,690
	Hawkeye Construction LLC Cockeysville, MD	\$2,174,429
DBE Participation:	15.65%	

Performance Security: Performance & Payment Bonds at 100% of the Contract Amount

Requesting Agency Remarks: This solicitation was published on eMaryland Marketplace Advantage on February 6, 2020, notifying 278 vendors, and was directly solicited to 128 vendors. The bid opening was conducted on April 15, 2020.

Board of Public Works

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(1) Select BPW Meeting Documents

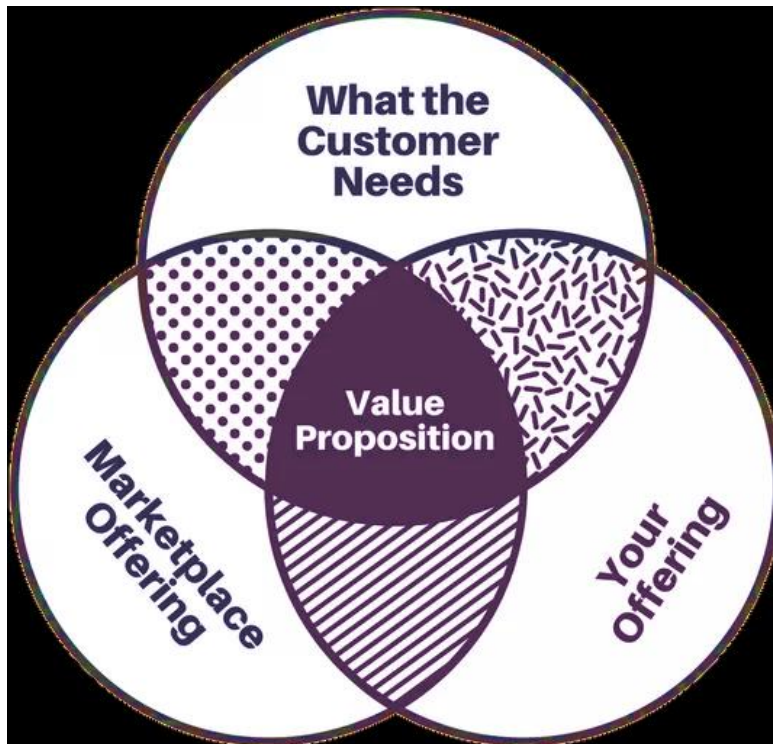
(2) Select from the meeting dates provided

(3) Select "Agenda"

Clearly Define Your Value Proposition



What problem does your customer have that you can solve?



- Prime Contractor
- SBR Prime Contractor
- MBE Prime Contractor
- VSBE Prime Contractor
- MBE Subcontractor
- VSBE Subcontractor
- General Subcontractor



Questions?



Register to receive notices of all upcoming classes and workshops at www.goMDsmallbiz@Maryland.gov.

Stay tuned to learn how you can receive a copy of this slide deck.