

# Mining Public Data Procurement Forecast Portal

Lisa Mitchell Sennaar  
Compliance Manager  
Small Business Reserve Program



# 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
  - Training Insights for Procurement Success (T.I.P.S.) webinar series
  - Ready, Set, GROW! Procurement Connections webinars and workshops
- Host online resources for small business growth and development

[goMDsmallbiz.maryland.gov](http://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 review

## 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)*

[goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov)

# 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/>

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

GOVERNOR'S COORDINATING OFFICES HOME

Quick Links

- About Us
- FAQs
- Legislation and Policy
- Outreach
- News
- Reports
- Contact Us

SBR PROGRAM REPORTING TOOLKIT

MBE PROGRAM REPORTING TOOLKIT

VSBE PROGRAM REPORTING TOOLKIT

Attention SBR & VSBE Vendors  
If you are experiencing problems with certification or recertification in eMMA, call us for assistance at 410-697-9600.

TOP WEBSITE PICKS

- NEW - 2022 Expanding Opportunities Magazine
- eMaryland Marketplace Advantage (eMMA)
- Maryland Financial Incentives for Businesses
- Maryland Business Express
- Maryland Entrepreneur Hub
- SBR Liaisons
- MBE Liaisons
- VSBE Liaisons
- MBE Rights & Responsibilities
- FY2021 Customer Service Annual Report

MINING PUBLIC DATA

eMaryland Marketplace Advantage (eMMA)

- Video
- Slide Deck

Procurement Forecast

- Video
- Slide Deck

Board of Public Works

- Video
- Slide Deck

Enjoy the December edition of our Small Biz Bulletin

Ready, Set, GROW!

T.I.P.S.

EVENTS

MBE Directory

Request a Speaker

STAY CONNECTED

Sign up to receive news and notifications affecting the small business community.

\*Email Address

Submit


*Note: The data shown in the following samples may 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

Enter search term:

Home MBE PROGRAM SBR PROGRAM VSBE Program RESOURCES PROCUREMENT FORECAST

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

[f](#) [v](#) [t](#)

---

Quick Links ^

- About Us
- FAQs
- Legislation and Policy
- Outreach
- News
- Reports
- Contact Us

## Procurement Forecast Portal

Welcome to Maryland's Procurement Forecast Portal for Fiscal Year 2023.

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

Search

Export To Excel

Reset All Filters

Search by Agency

Search by Procurement Category

Search by Contract Value

Search by Region

Search by Projected Advertisement Dates


Agency Name: Agriculture  
Procurement Category: Supplies and Equipment  
Procurement Method: To Be Determined  
Description: Insecticide for Mosquito Control Program  
Location/Delivery: STATEWIDE  
Estimated Advertisement Date: Q2 (Oct.-Dec. 2022)  
Estimated Total Contract Award (no options): \$100,000 to \$500,000

# Example #1 Results


## Partial View

Agency Name	Incumbent Name	Current MBE/DBE Participation Goal	Description	Estimated Total Contract Award (no options)	Term of Contract	PO Name	PO Phone	PO Email
Bowie State University	Advanced Elevator Corporation	25.00%	Elevator Maintenance	USM Simplified \$5,000 to \$200,000	2-3 years	Steven Jost	301-860-4212	sjost@bowiestate.edu
Bowie State University	Johnson Controls, Inc.	30.00%	Preventative Maintenance Mechanical and Control Systems	\$5,000,001 to \$10,000,000	5 years or more	Steven Jost	301-860-4212	sjost@bowiestate.edu
Coppin State University			Auditorium HVAC Upgrades	\$1,000,001 to \$5,000,000	Less than 1 year	Thomas Dawson	410-951-3792	thdawson@coppin.edu
Environment	Gel Laboratories LLC	0.00%	Lab Analysis	\$15,000 to \$99,000	1-2 years	Dinesh Gandhi	410-537-3872	Dinesh.Gandhi@maryland.gov
Human Services	none	0.00%	Home Lead Inspections	\$15,000 to \$99,000	2-3 years	Katrina Beads		katrina.beads@maryland.gov
Transportation - Aviation	The Jones Payne Group, Inc.	25.00%	Comprehensive Professional Services for the Residential Sound Insulation Program at BWI Thurgood Marshall Airport	\$5,000,001 to \$10,000,000	5 years or more	Gayle Mealy	410-859-7331	gmealy2@bwiaiport.com
Transportation - Aviation	Johnson, Mirmiran & Thompson, Inc.	15.60%	Real Estate Consulting Support Services at BWI Thurgood Marshall and Martin State Airports	\$1,000,001 to \$5,000,000	5 years or more	Gayle Mealy	410-859-7331	gmealy2@bwiaiport.com
Transportation - Transit Administration	BOMBARDIER TRANSPORTATION SERVICES	7%	MARC THIRD PARTY OPER/MAINT SE	Over \$20,000,000	5 years or more	Sharon Curtis	410-856-4827	scurtis@mdot.maryland.gov

## Example #2 Search



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



Quick Links ^

- About Us
- FAQs
- Legislation and Policy
- Outreach
- News
- Reports
- Contact Us

### Procurement Forecast Portal

Welcome to Maryland's Procurement Forecast Portal for Fiscal Year 2023.

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.

**Mining Public Data**

[Procurement Forecast Video](#)

[Procurement Forecast Slide Deck](#)

Search - Description

**General Services**

Search by Procurement Categories

Search by Contract Value




Search

Export To Excel

Reset All Filters

Search by Region

Search by Projected Advertisement Dates



[goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov)

## Example #2 Results


### Partial View


Procurement Categ	Procurement Metho	Description	Location/Delivery of S	PO Name	PO Phone	PO Email
CSE	PPR	Cleaning and janitorial supplies/various commodities	STATEWIDE	Mike Meyers	410-767-4281	mike.myers@maryland.gov
CSE	CSB	ELECTRICITY SUPPLY...DELIVERY OF GENERATION, TRANSMISSION OF ELECTRICITY/	STATEWIDE	Mike Meyers	410-767-4281	mike.myers@maryland.gov
CSE	SS	RECRUITING TOOL VIA SOCIAL MEDIA - 2 YEARS (10/5/19-10/4/21)	STATEWIDE	Mike Meyers	410-767-4281	mike.myers@maryland.gov
CSE	CSB	COMPTROLLER OF MARYLAND - CIGARETTE REVENUE STAMPS	CENTRAL MARYLAND	Mike Meyers	410-767-4281	mike.myers@maryland.gov
CSE	CSP	FULL SERVICE MAINTENANCE ON 8 NEW BRICK COTTAGE BOILERS & PREVENTIVE	CENTRAL MARYLAND	Mike Meyers	410-767-4281	mike.myers@maryland.gov
CSE	CSB	PRINTING AND DISTRIBUTION OF OPEN ENROLLMENT AND REGULATORY HEALTH BENEFIT	CENTRAL MARYLAND	Mike Meyers	410-767-4281	mike.myers@maryland.gov
CSE	R	COPIER	STATEWIDE	Mike Meyers	410-767-4281	mike.myers@maryland.gov
CSE	R	COPIER	STATEWIDE	Mike Meyers	410-767-4281	mike.myers@maryland.gov
CSE	R	COPIER	STATEWIDE	Mike Meyers	410-767-4281	mike.myers@maryland.gov
CSE	R	COPIER	STATEWIDE	Mike Meyers	410-767-4281	mike.myers@maryland.gov
CSE	R	COPIER	STATEWIDE	Mike Meyers	410-767-4281	mike.myers@maryland.gov
CSE	R	SW DOCUMENT IMAGING EQUIPMENT - 1% FEE	STATEWIDE	Mike Meyers	410-767-4281	mike.myers@maryland.gov
CSE	R	COPIER	STATEWIDE	Mike Meyers	410-767-4281	mike.myers@maryland.gov
CSE	R	PHOTOCOPIER	STATEWIDE	Mike Meyers	410-767-4281	mike.myers@maryland.gov
CSE	CSB	SW - 2021 VANS & SUVS	STATEWIDE	Mike Meyers	410-767-4281	mike.myers@maryland.gov
CSE	CSB	SW - 2021 VANS & SUVS	STATEWIDE	Mike Meyers	410-767-4281	mike.myers@maryland.gov
CSE	CSB	SW - AUTOMOBILES AND STATION WAGONS	STATEWIDE	Mike Meyers	410-767-4281	mike.myers@maryland.gov

## Example #3 Search

Enter search term

Home MBE PROGRAM SBR PROGRAM VSBE Program RESOURCES PROCUREMENT FORECAST

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

Quick Links 

- About Us
- FAQs
- Legislation and Policy
- Outreach
- News
- Reports
- Contact Us

### Mining Public Data

[Procurement Forecast Video](#)

[Procurement Forecast Slide Deck](#)

## Procurement Forecast Portal

Welcome to Maryland's Procurement Forecast Portal for Fiscal Year 2023.

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.

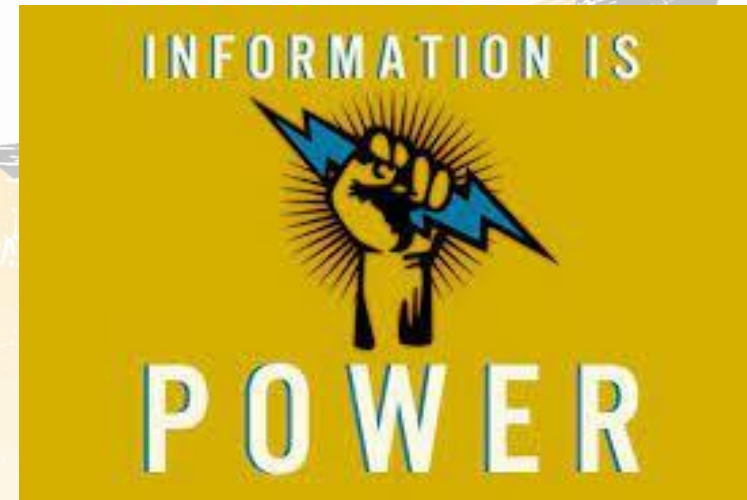
# Example #3 Results

## Partial View

Contract Number	Incumbent Name	Procurement Category	Procurement Method	Description	Estimated Total Cost	PO Name	PO Phone	PO Email
N/A	N/A	Information Technology	Competitive Sealed Bid	Purchase and installation of audio visual equipment for Maryland State Library Agency's Headquarters offices including administrative offices, conference rooms, and public spaces. (Small Business Reserve)	\$100,000 to \$500,000	John Owen	410-230-2452	john.owen@maryland.gov
		Services	Competitive Sealed Bid	Preserving World War II Murals. Small Business Reserve Procurement.	\$100,000 to \$500,000	Shareda Holifield	410-350-1967	Shareda.Holifield2@r
		Services	Competitive Sealed Bid	Transport and Install Spacesaver High Density Storage Systems. (Small Business Reserve) Procurement.	\$100,000 to \$500,000	Shareda Holifield	410-350-1967	Shareda.Holifield2@r
		Maintenance	Competitive Sealed Bid	Preventative Maintenance - Kitchen Hoods, Suppression Systems (Small Business Reserve) Procurement.	\$100,000 to \$500,000	C. Elise Koch	443-635-9204	Elise.Koch1@maryla
		Maintenance	Competitive Sealed Bid	Preventative Maintenance - Fire Alarm, Emergency Lights. (Small Business Reserve) Procurement.	\$100,000 to \$500,000	C. Elise Koch	443-635-9204	Elise.Koch1@maryla
		Maintenance	Competitive Sealed Bid	Preventative Maintenance - Sprinkler System, Backflow Preventer, Fire Hydrants. Small Business Reserve Procurement.	\$100,000 to \$500,000	Sarah Love	410-234-3814	Sarah.Love@marylan
		Maintenance	Competitive Sealed Bid	Preventative Maintenance - Air Compressors. (Small Business Reserve) Procurement.	\$100,000 to \$500,000	Shareda Holifield	410-350-1967	Shareda.Holifield2@r
		Maintenance	Competitive Sealed Bid	Carpet Installation. (Small Business Reserve) Procurement.	\$100,000 to \$500,000	C. Elise Koch	443-635-9204	Elise.Koch1@maryla
MIL 21-027	Eastern Shore Heating	Maintenance	Other	HVAC Preventative Maintenance - Salisbury. (Small Business Reserve) Procurement.	\$15,000 to \$99,000	Shareda Holifield	410-350-1967	Shareda.Holifield2@r
MIL 22-033	Rowbel Service	Maintenance	Other	HVAC Preventative Maintenance - Parkville. (Small Business Reserve) Procurement.	\$15,000 to \$99,000	Shareda Holifield	410-350-1967	Shareda.Holifield2@r
MIL 22-032	Mechanical Service	Maintenance	Other	HVAC Preventative Maintenance - Hagerstown. (Small Business Reserve) Procurement.	\$15,000 to \$99,000	Shareda Holifield	410-350-1967	Shareda.Holifield2@r
MIL 22-028	Control Sources	Maintenance	Other	HVAC Preventative Maintenance - Cumberland. (Small Business Reserve) Procurement.	\$15,000 to \$99,000	Shareda Holifield	410-350-1967	Shareda.Holifield2@r
MIL 21-023	RJH Air Conditioning	Maintenance	Other	HVAC Preventative Maintenance - Fifth Regiment (Small Business Reserve) Procurement.	\$15,000 to \$99,000	Shareda Holifield	410-350-1967	Shareda.Holifield2@r
MIL 20-004	Royal ARC	Maintenance	Other	Crane and Hoist Preventative Maintenance - Air National Guard. (Small Business Reserve) Procurement.	\$15,000 to \$99,000	Shareda Holifield	410-350-1967	Shareda.Holifield2@r

## ***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?



CLASSIFICATION RECORDS DETECTION LARGE DATABASE COLLECTION UNDERSTANDABLE VISUALIZATION  
 CLUSTER STRUCTURE INFORMATION **DATA** ANALYSIS WAREHOUSE QUANTITY PROCESS DEPENDENCY MODELING ASPECT  
**MINING**  
 DATABASE SET SUMMARIZATION STATISTICS REGRESSION PROCESSING  
 PATTERNS





# Keep Learning



**T.I.P.S.** Webinar Series

**Training & Insights for Procurement Success**



**#goMDsmallbiz**

- 2 free webinars every month
- No cost to attend
- Register in advance to receive the participation link
- Download the presenter's slide deck
- Access video recordings of all classes on our YouTube playlist

[goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov)



**THANK YOU**

[goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov)