



Office of  
**Procurement**  
MONTGOMERY COUNTY, MD

# Procurement Fair

September 26, 2024

# AGENDA

- |                                |   |
|--------------------------------|---|
| <b>9:00 a.m. – 9:30 a.m.</b>   | <b>Registration and Networking</b>  |
| <b>9:30 a.m. – 9:45 a.m.</b>   | <b>Welcome Remarks</b><br><i>Ash Shetty, Office of Procurement</i><br><i>Grace Denno, Office of Procurement</i> |
| <b>9:45 a.m. – 10:45 a.m.</b>  | <b>Local and MFD Certifying Agencies Panel</b>  |
| <b>10:45 a.m. – 11:00 a.m.</b> | <b>Networking Break</b>   |
| <b>11:00 a.m. – 12:30 p.m.</b> | <b>Upcoming Procurement Opportunities Panel</b>   |
| <b>12:30 p.m.</b>              | <b>Adjourn</b>  |





# Welcome Remarks

*Ash Shetty*


Director and Chief Procurement Officer



# Welcome Remarks

*Grace Denno*

Chief, Division of Business Relations and Compliance



# Local and MFD Certifying Agencies Panel

9:45 a.m. – 10:45 a.m.



# Maryland Dept. of Transportation

**Heather McCall**



# Office of Small and Minority Business Policy

## MBE/DBE/ACDBE/SBE Overview

### Montgomery County Procurement Fair

Heather McCall

*September 26, 2024*

**Wes Moore**  
*Governor*

**Aruna Miller**  
*Lt. Governor*

**Paul J. Wiedefeld**  
*Secretary*

## **OFFICE OF SMALL & MINORITY BUSINESS POLICY**

**We are responsible for the oversight and implementation of outreach activities related to the MBE/DBE/ACDBE/SBE programs including:**

- Monthly workshops**
- Internal and external events**
- Communication strategies for program updates**
- Development of training and outreach materials**
- Management of MBE website**



# **MINORITY BUSINESS ENTERPRISE PROGRAM**

- **The Maryland Department of Transportation (MDOT) is the official certification agency for the State**
- **Established in 1978, Maryland's Minority Business Enterprise (MBE) Program is known to be the oldest in the country**
- **Largest MBE program in the country**
- **One of the most aggressive in the nation with a 29% MBE participation goal and contract sub goals**

# TYPES OF CERTIFICATION

There are four types of certifications:

- **Minority Business Enterprise (MBE)**
  - State-funded contracts
- **Disadvantaged Business Enterprise (DBE)**
  - USDOT contracts administered by:
    - Maryland State Highway Administration (SHA)
    - Maryland Aviation Administration (MAA)
    - Maryland Transit Administration (MTA)
    - Metropolitan Planning Organizations (MPOs)
- **Airport Concessions Disadvantaged Business Enterprise (ACDBE)**
  - Airport concessions contracts administered by MAA
- **Small Business Enterprise (SBE)**
  - USDOT contracts administered by SHA, MAA, and MTA
  - Race and gender neutral

# **BENEFITS OF CERTIFICATION:**

## **Access and Opportunities**

- **Greater exposure to government and private sector contracting opportunities**
- **Only MBE/DBE certified firms can fulfill the minority participation goals**
- **Certified firms appear on the Directory of Certified Firms which is used by prime contractors, consultants, government agencies and private sector companies seeking minority business participation**

# BENEFITS OF CERTIFICATION:

## Monitoring and Advocacy

- **Enforcement of MBE compliance policies and procedures**
- **[MBE Liaison Officers](#)**

**FREE!**

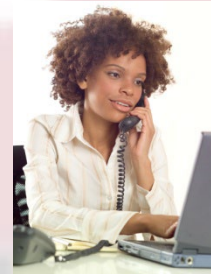
**FREE!**

**FREE!**

**THERE IS NO COST TO APPLY FOR OR MAINTAIN  
CERTIFICATION WITH MDOT'S OFFICE OF MINORITY  
BUSINESS ENTERPRISE**



# CERTIFICATION ELIGIBILITY



# **ELIGIBILITY STANDARDS**

**There are five eligibility standards each applicant must meet:**

- 1. Ownership**
- 2. Minority Status**
- 3. Control**
- 4. Personal Net Worth**
- 5. Size**

## **ELIGIBILITY STANDARDS: OWNERSHIP**

**An MBE/DBE/ACDBE is a small business that is at least 51% independently owned and controlled by one or more socially and economically disadvantaged individuals**

- **Ownership must be real and substantial**
- **Owner must be a U.S. citizen or permanent resident**
- **Firms headquartered in Maryland must be in good standing with the Maryland Department of Assessments and Taxation**



# ELIGIBILITY STANDARDS: MINORITY STATUS

Certain groups are *presumed* to be socially disadvantaged:

- **Women**
- **African Americans**
- **Hispanic Americans**
- **Native Americans**
- **Asian Pacific Americans**
- **Subcontinent Asian Americans**
- **Disabled Persons (MBE Program Only)**

**Firms owned by ethnic women are dually certified**

## ELIGIBILITY STANDARDS: CONTROL

- **Minority owner(s) must have an overall understanding of, and managerial and technical competence and experience directly related to, the type of business in which the firm is seeking certification**
- **Firms are certified in specific areas of work as defined by the North American Industry Classification System (NAICS Codes)**

To learn more about NAICS Codes visit

<https://www.census.gov/naics/>

# ELIGIBILITY STANDARDS: PERSONAL NET WORTH

In order to evaluate economic disadvantage, each minority owner must submit a Personal Financial Statement (a.k.a. Personal Net Worth (PNW) Statement)

PNW is the net value of the assets held by an individual or includes the minority applicant's portion of assets held jointly or as community property

- **MBE Cap:**
  - \$2,073,412 (*adjusted annually*)
- **DBE Cap:**
  - \$2,047,000
- **ACDBE Cap:**
  - \$2,047,000

## PNW Calculations DO NOT Include:

- Applicant's personal residence
- Value of the applicant business

## ELIGIBILITY STANDARDS: SIZE

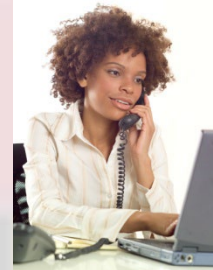
All applicant firms must be “small”

- Size standards are set by the U.S. Small Business Administration (SBA) under Regulation 13 CFR Part 121
- Size standards are determined by industry based on NAICS Codes
- Firms seeking DBE Certification must not exceed the current DBE statutory cap of \$30.72 (million)

For more information regarding size standards visit SBA's website *at:*

<https://www.sba.gov/size>

# The Certification Process

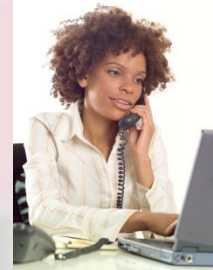


# THE PROCESS

1. **APPLICATION** – Applicants must submit an application along with all applicable supporting documentation; online and hard copy versions available
2. **INVESTIGATION** – An MBE Officer reviews the entire application package then conducts an on-site interview with the applicant(s) and performs a job-site visit (if applicable); all findings are documented in a written report
3. **EVALUATION** – [MBE Advisory Committee \(MBEAC\)](#) reviews the investigative report to evaluate whether the applicant firm meets all program requirements.
4. **DETERMINATION** – The MBEAC Chairperson issues a written determination

Out of state firms must be certified in their State of Original Jurisdiction before applying in Maryland

# The Application



## COMPLETING THE ONLINE APPLICATION

- Create a profile and complete the application using [the Certification Management System](https://marylandmdbe.mdbecert.com/) (<https://marylandmdbe.mdbecert.com/>)
- You will not be able to submit your application until all required fields are completed. All required fields are marked with an asterisk.

Out of state firms must be certified in their State of Original Jurisdiction before applying in Maryland



# COMPLETING THE ONLINE APPLICATION

[www.mdot.maryland.gov](http://www.mdot.maryland.gov) – **Select MBE in  
Toolbar**

The screenshot shows the top portion of the Maryland Department of Transportation website. At the top left is the Maryland.gov logo. To the right are links for State Directory, State Agencies, and Translate. Below this is an orange banner with a security alert icon and text: "Security Alert. If you have received a text from 'Maryland-MDot Urgent' addressing 'MDot customer' with a link, please ignore the text. It is SPAM and has been reported to MDOT's IT Department. DO NOT click on the link and DELETE the message. [Link](#)". Below the banner is a dark blue navigation bar containing a search box, a home link, and several menu items: Business, Careers, Programs, About, Quick Links, and MBE. The MBE link is highlighted with a red rectangular box. Below the navigation bar is a dark red header section with the MDOT logo and the text "MARYLAND DEPARTMENT OF TRANSPORTATION". To the right of this header is a blue banner with social media icons for LinkedIn, Twitter, YouTube, and Facebook, and a three-dot menu icon.

# COMPLETING THE ONLINE APPLICATION

Maryland.gov

State Directory State Agencies Translate

- MBE Home
- Directory of Certified Firms
- Certifications & Forms**
- Annual Review
- Expansion of Service
- Minority Business Enterprise Advisory Committee (MBEAC)
- Certification Application Assistance Workshops
- How to Use Directory of Certified Firms
- Resources and Information

## Small, Minority & Disadvantaged Business

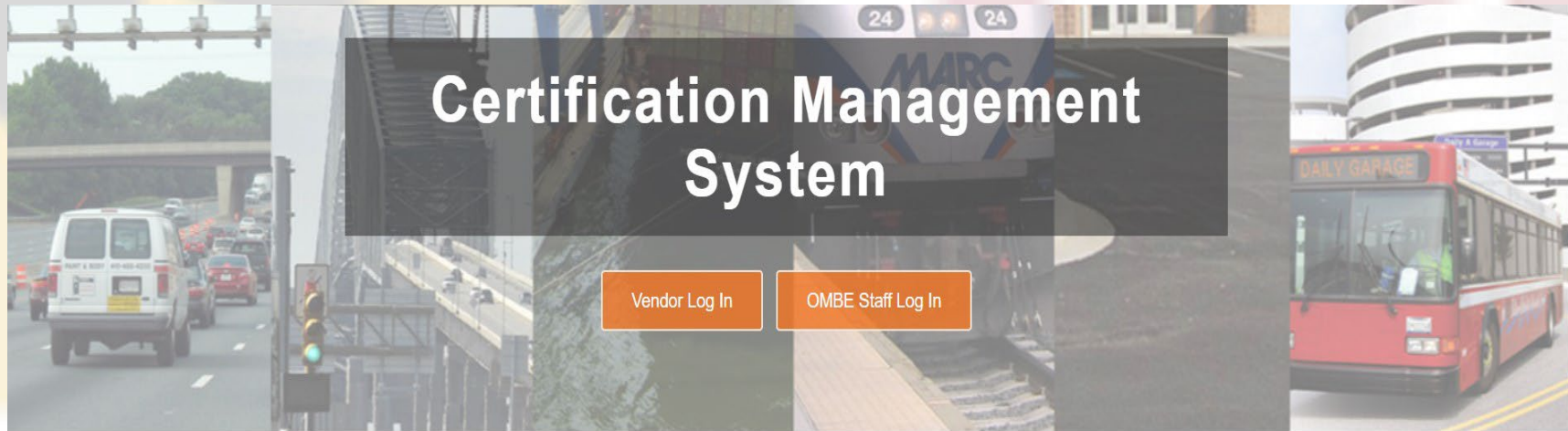


The logo for the Office of Minority Business Enterprise (MBE) is circular, featuring the Maryland state flag's colors (yellow, black, and red) and the text "Office of Minority Business Enterprise" around the top, "EST 1978" in the center, and "MARYLAND'S OFFICIAL MBE CERTIFICATION AGENCY" around the bottom. Below the logo is a group photo of nine diverse professionals in business attire.

### Maryland's Official Certification Agency

The Maryland Department of Transportation (MDOT) is Maryland's official certification agency for the Minority Business Enterprise (MBE) Program, the Disadvantaged Business Enterprise (DBE) Program, the Airport Concessions Disadvantaged Business Enterprise (ACDBE) Program, and Small Business Enterprise (SBE) Program. We ensure only bona fide MBE/DBE/ACDBE/SBE firms participate in our program through our comprehensive certification program. Certified firms appear in MDOT's [Online Directory of Certified Firms](#).

# COMPLETING THE ONLINE APPLICATION



## About the System

Learn more about this system and how it works today

Information for Business Users

## System Training

Learn how to fully utilize our system with a live trainer

Training

## Account Access

Lookup system user accounts or reset user passwords

Account Lookup

## Business Applicant Certification

Search and/or join our database of certified businesses

Terms of Use

Search Directory of Certified Firms

Apply for Certification / Submit Annual Review /  
Submit a Change

## Track My Application

Track your application status

Track My Application

# COMPLETING THE ONLINE APPLICATION

## Apply for Certification

Welcome!

You are about to complete the online certification application for Maryland Department of Transportation (MDOT). If you have any questions or need help while completing the application, please contact technical support [here](#).

### Need Help?

- [Download the user manual](#)
- [Sign up for a Training Class](#)

To continue, please select one option below:

### New Certification Application

Your firm is not currently certified with MDOT.

[Create Account](#)

I Forgot My Username & Password

[Lookup Account](#)

### Annual Review

I Know My Username & Password

[Login](#)

I Don't Know My Username & Password

[Lookup Account](#)

### Report a Change, Submit an Expansion and/or Update your Firm's Information

I Know My Username & Password

[Login](#)

I Forgot My Username & Password

[Lookup Account](#)

## **CERTIFICATION TIME**

**Once a complete application package has been received, it takes an average of 3-6 months to complete the certification process**

**If you do need assistance, please call the OMBE office at 410-865-1269.**

As you go through the certification process... **talk  
with the experts!**



**410.865.1269**

[mbe@mdot.maryland.gov](mailto:mbe@mdot.maryland.gov)

[www.mdot.maryland.gov](http://www.mdot.maryland.gov)

For individual guidance on your application, please contact the Office of Minority Business Enterprise using the contact information above.

# Office of Small & Minority Business Policy

October 1, 2023, 10:00 AM

[Registration is now open online!](#)



Scan me!

**Contact:**

Eun Young Hong: [ehong@mdot.maryland.gov](mailto:ehong@mdot.maryland.gov)

Heather McCall: [hmccall@mdot.maryland.gov](mailto:hmccall@mdot.maryland.gov)

[Office of Small & Minority Business Policy](#)

[www.mdot.maryland.gov](http://www.mdot.maryland.gov)

# Disparity Study



The flyer features the MGT Performance logo at the top left and the State of Maryland seal at the top right. The background is a cityscape at night. The text is arranged in a clear, readable layout with a QR code and a URL highlighted.

**MGT**  
PERFORMANCE

The State wants to know about your experiences with or observations of discrimination, if any, in the Maryland marketplace.

The State of Maryland has retained MGT Consulting Group to conduct a disparity study. The overall purpose of the Study is to determine whether there is racial and/or gender discrimination in the markets in which the State does business – both public and private sectors.

**Disparity Study**  
**Online Vendor Questionnaire**

The State invites ALL business owners to participate in an online vendor questionnaire to share your experiences with or observations of discrimination, if any, and its impact on businesses in the State's marketplace.

Learn more about this study at <https://stateofmddisparitystudy.com/>

[Vendor Survey is Now Open](#)

To learn more about this study, please visit: <https://stateofmddisparitystudy.com>





# Women's Business Enterprise Council

**Deena Parker**

A photograph of two women sitting and talking in a professional setting. The woman on the left is wearing a grey plaid blazer over a white turtleneck and is holding a notebook and pen. The woman on the right is wearing a yellow and white striped long-sleeve shirt and a black headwrap, and is holding a tablet. In the background, other people are blurred, suggesting a busy office or meeting environment.

# Why to Get WBENC Certified

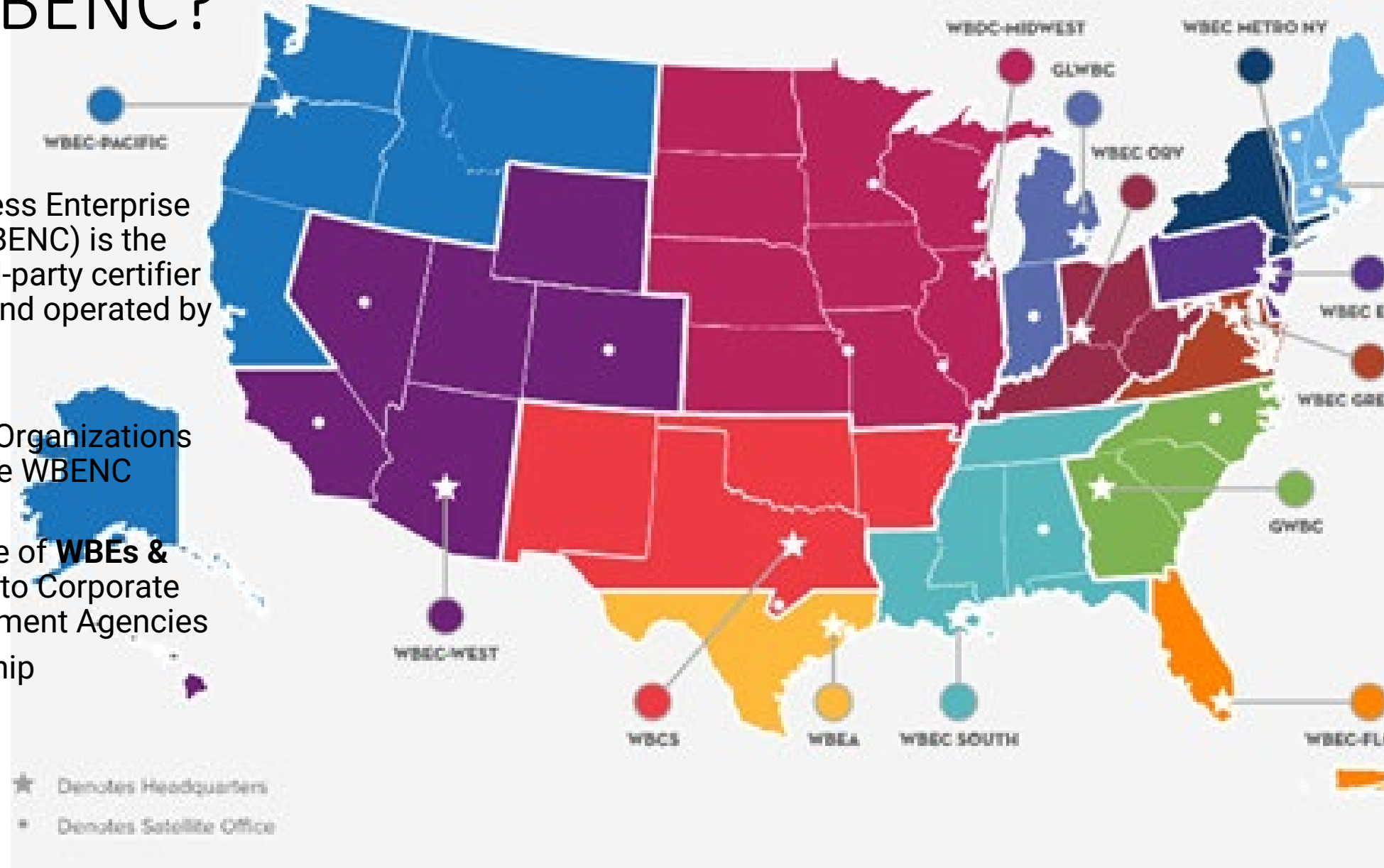
WBENC Greater DMV

**WBENC** METRO NY  
GREATER DMV  
WOMEN'S BUSINESS ENTERPRISE COUNCIL

# What is WBENC?



- The Women's Business Enterprise National Council (WBENC) is the nation's leading third-party certifier of business owned and operated by women
- Founded in 1997
- 14 Regional Partner Organizations (RPO) who deliver the WBENC Certification
- The leading advocate of **WBEs & WOSBs** as suppliers to Corporate America and Government Agencies
- Corporate Membership Organization



# WBEC METRO NY GREATER DMV

WOMEN'S BUSINESS ENTERPRISE COUNCIL

**BUSINESS  
CONTENT**

**BUILDING  
COMMUNITY**

**GROWTH  
CONNECTIONS**

## WBEC METRO NY

WOMEN'S BUSINESS ENTERPRISE COUNCIL

JOIN FORCES. SUCCEED TOGETHER.

## WBEC GREATER DMV

WOMEN'S BUSINESS ENTERPRISE COUNCIL

JOIN FORCES. SUCCEED TOGETHER.

# SUPPORTING



Southern Connecticut



New York



Northern New Jersey



District of Columbia



Maryland



Virginia



**Sandra Eberhard**  
President & CEO

# Who We Are

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**WBEC Metro NY and Greater DMV Inc DBA WBEC Metro NY and WBEC Greater DMV** are two of the 14 Regional Partner Organizations of the Women's Business Enterprise National Council (WBENC). Metro NY and Greater DMV provides WBENC certification—the gold standard in diversity certification—at the regional level and serve as an advocate for certified women-owned businesses in Southern Connecticut, New York, Southern New Jersey, District of Columbia, Maryland and Virginia, offering professionally executed educational programs, high-level networking opportunities, recognition, and an entrée to corporate supplier diversity programs.

Metro NY and Greater DMV's corporate membership provides access to the vast WBENC data base of certified Women Business Entrepreneurs (WBEs), custom curated procurement lists, match maker events, corporate networking opportunities, custom programming, signature events, award recognition and additional opportunities for engagement.

# 1000+ WBEs

**163** New WBEs added in 2023

**\$7 Billion** in Aggregate Revenue

Employing **54,000+** People

Averaging **15 Years** in Business

**57%** are WOSB Certified

**46%** Minority

## Top Industries Represented

- ❖ Professional, Scientific, and Technical Services
- ❖ Administrative Support, Waste Management and Remediation Services
- ❖ Construction
- ❖ Wholesale Trade
- ❖ Educational Services



# Our Certifications



## WBE Certification

### Ownership

- At least 51% owned by a woman/women
- U.S. citizen or legal resident status

### Control

- Governance
- Operations & Management
- Independence

### Headquarters

- USA Domestic

**WBENC is also an approved third-party certifier for the SBA's Women-Owned Small Business (WOSB) Federal Contracting Program**

## WOSB Certification

### Ownership

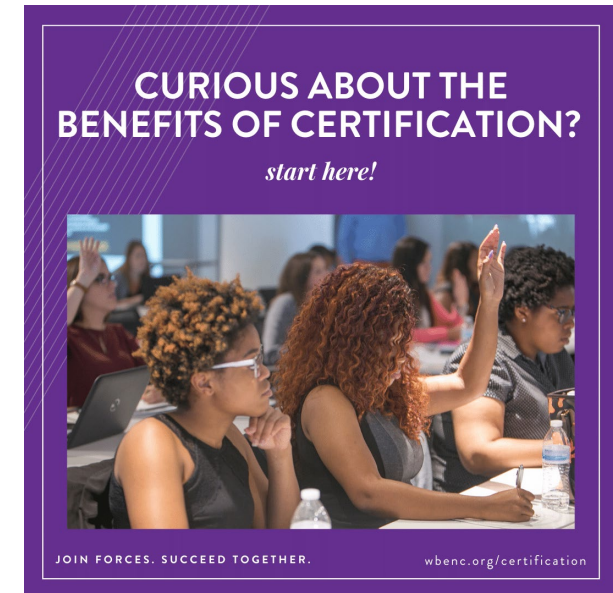
- At least 51% owned by a woman/women
- U.S. citizen

### Size Standard

- Revenue Threshold
- Number of Employee Threshold

### Control

- Governance
- Operations & Management
- Independence



# Benefits of Certification



- Access to supplier diversity and procurement executives at hundreds of major U.S. corporations and federal, state, and local government entities that accept WBENC Certification
- Formal and informal opportunities to pursue business with Corporate and Government Members, as well as other WBENC-Certified WBEs
- Access to networking events and programs, procurement opportunities, mentoring, executive education, capacity development programs, and other business tools and resources
- Eligibility for regional and national awards and recognition
- Use of Women Owned Logo and Women's Business Enterprise Seal as a marketing tool to promote your business and expand your company's visibility



- Community of support from other female business owners and like-minded professionals all dedicated to the growth and success of women-owned businesses



# Application Fees



## READY TO APPLY FOR CERTIFICATION?

*Takes a few minutes to start your journey toward unlocking opportunities*



JOIN FORCES. SUCCEED TOGETHER.

[wbenc.org/certification](http://wbenc.org/certification)

The non-refundable processing fee for new applications and recertification is based on annual gross revenue as reported on Federal Taxes and is divided into five (5) tiers. Please identify which range your company's revenues fall within to identify the required fee.

### Revenue Range Category

Under \$1 million: \$350

\$1M < \$5M: \$500

\$5M < \$10M: \$750

\$10M < \$50M: \$1,000

\$50M+: \$1,250

# The Process



1

**Determine if you are eligible**



WBENC Certification validates that a business is at least 51 percent owned, controlled, operated, and managed by a woman or women. This means one or more women must have unrestricted control of the business, a demonstrated management of day-to-day operations, and a proportionate investment of capital or expertise.

2

**Compile Required Documentation**



Before applying for certification online, we recommend gathering all of the required documents in advance. You will be providing general business information, owner eligibility, financial structure, personnel & management information, and governance information.

3

**Complete Online Application**



Once you have ensured you meet the certification criteria and gathered your documentation, the next step is to register and complete an online application on [WBENCLink2.0](#). Review your application carefully before submitting. Be prepared to pay a certification application fee.

4

**Review & Site Visit**



The WBENC process includes a thorough review of the documentation presented and a site visit interview with the female owner(s). The [Regional Partner Organization](#) near you will process your application, which includes ensuring all documentation is complete, reviewing your application with a Certification Committee, and arranging a site visit with the owner. **The review process takes approximately 90 days from the date your file is deemed complete. WOSB certification takes approximately 30 additional days.**

5

**Certification Determination**



The Certification Committee at your [Regional Partner Organization](#) will complete a thorough review of your application, ensuring your business meets our certification criteria. Certification Committees are trained and confidential groups of volunteers from Certified WBEs, corporations, government or community organizations. Your Regional Partner Organization will notify you via email and letter when a determination has been made.

6

**You're In!**



As a WBENC-Certified WBE, you will have access to a wide range of [benefits](#). Once you are certified, use our [checklist](#) to get acquainted with the network, download logos, and best leverage your certification. And don't forget to set a calendar reminder for recertification!

# Documentation requirements

## **General:**

- History of Business
  - (Explain the start and history of your business, including when, where, why, with whom, and how the business was started/acquired)
- Professional and business license(s) (if applicable)
- Resumes of all owners, board of directors, and key management team

## **OWNER ELIGIBILITY**

- Evidence of gender for female owner(s):
  - Copy of current U.S. Passport, U.S. Birth Certificate, or Driver's License
- Evidence of U.S. citizenship or Permanent Legal Resident Alien status for female owner(s):

## **FINANCIAL STRUCTURE FOR THE BUSINESS**

- Three years' Federal Income Tax returns
- Profit and loss statement and Balance sheet that aligns with the most recent tax return submitted.
- Copies of any loan documents that are currently active (listed under the Liabilities section of the company's Balance Sheet)
- Copy of bank signature authorization card {mandatory}
- Proof of capital and/or equity investment by female owner(s): **cancelled checks, opening bank statement, proof of stock purchase, written statement by owner, list of contributed equipment/expertise, etc.)**

# Documentation requirements

## **PERSONNEL & MANAGEMENT**

- List of all full- and part-time employees by name, position, and length of service or date of hire, including all owners {mandatory}
- Employee payroll for the month prior to submitting the application {mandatory}
- W-2s and/or 1099 forms from every officer, director, or owner receiving compensation from the company for the most recent year {mandatory}

### **Only if this applies to you:**

- Trust agreement(s) that involve the majority female owner(s)
- Employee Stock Ownership Plan Agreements (ESOPs)
- Submit copies of the following documents that are currently active:
  - Management/consulting agreements
  - Service agreements
  - Affiliate/subsidiary agreements
  - Franchise Agreements (if applicable)
  - Union Agreement (if applicable)

## **GOVERNANCE**

NOTE: REQUIREMENTS DIFFER BY BUSINESS STRUCTURE. Ex. Operating Agreement/bylaws, Articles of Organization, Minutes from shareholders' first organizational meeting , Minutes from first meeting of board of directors

## **WOSB**

- All businesses seeking WOSB Certification in addition to WBENC WBE certification must also submit: Printout of the first page of System Award Management (SAM) Registration showing an "Active" status.
- Partnerships, Corporations, and LLCs must submit additional documents

# Leadership Development Programs



We offer Leadership Development programs to support the reclamation and future growth of the women owned businesses in the WBEC Metro NY and Greater DMV network.

Some curriculums have the capacity to be delivered as a single program, but most are offered and designed to support business owners through multiple classes.

(Program content is delivered virtually.) These extended curriculums also include online tools, peer-to-peer engagement, and coaching/mentorship support opportunities throughout the program and possibly beyond.

# Strategies to Advance and Grow Enterprises

The SAGE program takes participants on a transformative journey

## Six-Month Program Roadmap



### The Corporate Connection

#### Maximizing the WBENC certification

- Navigating Corporate Procurement Process
- Negotiating the Deal
- Relationship Management
- Supplier Management
- Introduction to the One Page Business Plan



### Your Financial Picture

#### Finding and managing the money needed to run a successful business

- Financial & Cash Flow Statement
- Access to Capital – Panel Discussion
- Individual Banker Session
- Budgeting



### Marketing for Success

#### Marketing and Selling to maximize your profits

- Brand Analysis & Positioning
- Developing a Marketing Plan
- Social Media Strategy
- Selling Panel
- Scaling Your Business



### Building Your “A Team”

#### Making the case for who, when and how to get help for your company

- You Must Have Advisors
- Building Your Advisory Board
- HR and the Current Workforce
- Hiring Well and Managing with Ease

# Amplify Mastermind

Are you in business for yourself but **tired** of working by yourself?  
 Are you certified but find it **challenging** to get new business?  
 Is it **frustrating** for you to invest so much and get so little?  
 Do you need more **discipline** and **accountability**?  
 Would it be **helpful** to have a network, a mastermind or a mentor?

*If yes,*

join Amplify Mastermind Program (AMP) to connect,  
 build, leverage and grow.

## CONNECT

Connect with a group of positive like-minded advancing entrepreneurs who will hold you accountable to your goals.

## LEVERAGE

Leverage your third party access to markets through ongoing engagement with the corporate supplier community.

## BUILD

Increase your visibility, build quality relationships and gain high-proximity to influencers and decision makers.

## GROW

Grow yourself, your earnings potential and increase your capacity with direct feedback and open communication.

**Amplify** is a Mastermind program uniquely designed to engage and support Black women in maximizing your supplier diversity access so you can scale your business. All are welcome to apply although programming is designed in consideration of the unique experiences of Black women business owners, the equity gap and barriers not limited to:

- Biases in business.
- Lack of representation.
- Lack of mentorship.
- Challenges networking.
- Lack of resources and Capital.

## *What does the program include?*

- A community of advancing entrepreneurs
- Bi-weekly mastermind meetings
- Virtual roundtable with Amplify Mentors
- Masterclasses with Supplier Diversity Sponsor
- Direct and specific feedback from Amplify Mentors
- Planning support and peer accountability
- Opportunity to share/swap resources

This program is in collaboration with Diverse & Engaged.

# Content & Connections

## Corporate Connections

Lunch with the Experts: Corporate Member Edition  
Meet Capital One



Allison Kube  
Supplier Diversity Manager | Enterprise Supply Management



## Lunch with the Experts

Invites Corporate Members to give an interactive presentation at an online program for WBEs. Delivered over lunchtime, allows WBEs to step away from regular business to gain insight about corporate involvement without intruding on their workday and learn about Corporate Members' supplier diversity programs and how to navigate their sourcing/procurement processes.

## Learn from the Expert

Lunch with the Experts: The Price is Right – Or Is It?



Sylvia Lagerquist  
President



## Webinars

Provide more detailed information to WBEs about WBEC Greater DMV and WBENC, and how to maximize WBENC Certification and local RPO support.

I'M   
**CERTIFIED,**  
**NOW WHAT?**

If you're a newly certified WBE or would like to maximize your certification, you don't want to miss this!



GET YOUR WOSB CERTIFICATION  
TO SCALE YOUR BUSINESS



Are you a Certified Women  
Owned Small Business?



WBEC GREATER DMV  
WOMEN'S BUSINESS ENTERPRISE COUNCIL  
JOIN FORCE. SUCCESS TOGETHER.

SPECIAL GUEST PANELISTS INCLUDE REPRESENTATIVES FROM  
AMPUS, CAPITAL ONE, AND MARRIOTT



# Recertification



## Re-certify every year

- ✓ Notified 120 days prior to expiration date
- ✓ Provide current year supporting documentation
- ✓ Site Visit conducted every 3 years (or annually if substantive changes have occurred in the company)

## WOSB certification

- ✓ WBENC certified WOSB will use their annual WBENC certification certificate as proof of attestation

# Our Corporate Members



## Arts, Entertainment, Recreation

A+E Networks  
AMC Networks  
Major League Baseball  
MGM Empire City  
Monumental Sports & Entertainment  
NBC Universal  
Paramount  
The Metropolitan Museum of Art  
US Tennis Association (USTA)  
Warner Media

## Biotech & Pharmaceutical

AstraZeneca  
Bayer US LLC  
Bristol Myers Squibb  
Johnson & Johnson  
Merck & Company  
Novartis Pharmaceuticals Corp  
Novo Nordisk  
Organon  
Pfizer Inc.  
Sanofi  
Teva Pharmaceuticals

## Consumer Products

Altria Client Services  
Colgate-Palmolive

## Education

New York University

## Engineering

Leidos  
Raytheon Technologies

## Financial Services

Bank of America  
BNY Mellon  
Capital One  
Citigroup  
Federal Home Loan Bank of New York  
Federal Reserve Bank of New York  
Federal Reserve Bank of Richmond  
FIS Global  
Freddie Mac  
Guggenheim Partners  
HSBC Bank  
JP Morgan Chase & Co.  
KPMG

## Moody's Corporation

Morgan Stanley  
T. Rowe Price  
Webster Bank  
Wells Fargo

## Financial Services & Insurance

AIG  
NEA Member Benefits  
Prudential

## Food & Beverage

Mars Inc.  
McCormick & Co.  
PepsiCo

## Food & Facilities Management

Sodexo

## HealthCare

Northwell Health  
MassMutual  
MetLife  
New York Life

## Manufacturing

Micron Technology

## Non-Profit

AARP

## Professional Services

Accenture  
Ampcus Inc.  
EY  
Fairfax County EDA  
Marsh & McLennan  
PricewaterhouseCoopers (PwC)

## Real Estate & Management

Tishman Speyer  
Veris Residential

## Retail

Peapod Digital Labs

## Technology & Connectivity

Amazon  
AT&T  
IBM

## Transportation & Logistics

MWAA

## Travel & Hospitality

Marriott International  
Wyndham Hotels & Resorts

## Utilities

Con Edison  
Constellation  
DC Water  
Dominion Energy  
National Grid  
New York Power Authority  
Pepco, an Exelon Company  
PSEG  
SMECO  
Vistra Corp.  
Washington Gas  
WSSC Water

# Is Certification Right For You?



You should consider going through the certification process if:

- You would like your company to have access to more business opportunities and services
- You want to validate to corporations, government entities and other buying entities that you are, in fact, a woman-owned, controlled and managed company
- You would like access to programs that will provide you with knowledge and skills to develop your business
- You enjoy building relationships

When WBENC Certification may not be right for you:

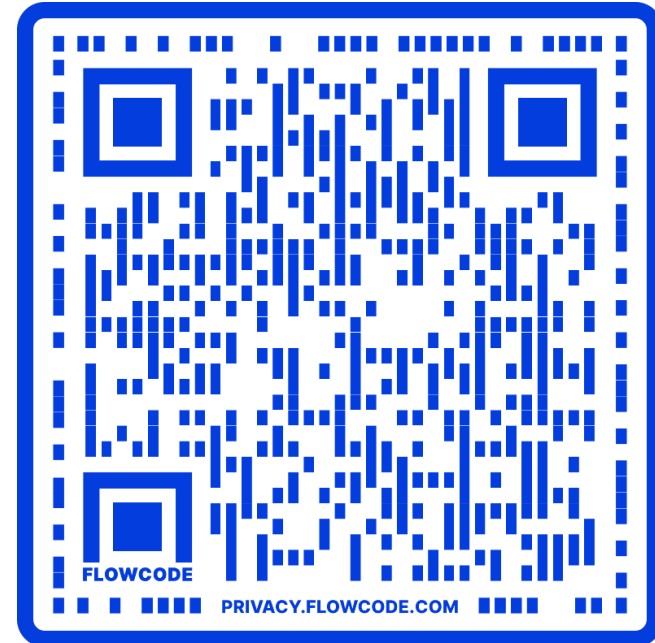
- You do not meet WBENC's Certification Standards
- You think certification will guarantee contracts
- You think certification will grant you or your company preferential treatment

Interested in WBENC certification or  
WBEC Greater DMV programming?

Scan the QR Code, submit your  
information and someone from our team  
will reach out to you.



Scan the QR Code to visit our event calendar.



A photograph of two women sitting and talking in a professional setting. The woman on the left is wearing a grey plaid blazer over a white turtleneck and is holding a notebook. The woman on the right is wearing a yellow and white striped long-sleeve shirt and a black headwrap, and is holding a tablet. In the background, other people are blurred, suggesting a busy office or meeting environment.

Visit Our Website: <https://www.wbecnydmv.org/>

---

For more information please contact: Vanessa Foster,  
Certification Manager

[dparker@wbecgreaterdmv.org](mailto:dparker@wbecgreaterdmv.org)



# Capital Region Minority Supplier Development Council

**Christine Bivens**

September 26, 2024



Capital Region  
Minority Supplier  
Development Council

# NMSDC Minority Business Enterprise Certification

*Presented by:*

**Errol Taylor**  
Director of MBE Services

**Christine Bivens**  
MCA, Program Manager

# Sharon R. Pinder

President & CEO

---





# Who We Are

---

## MISSION

To provide a direct link between corporate America and ethnic minority-owned businesses for the purposes of increasing procurement opportunities and making supply chains more diverse & innovative.



Capital Region  
Minority Supplier  
Development Council

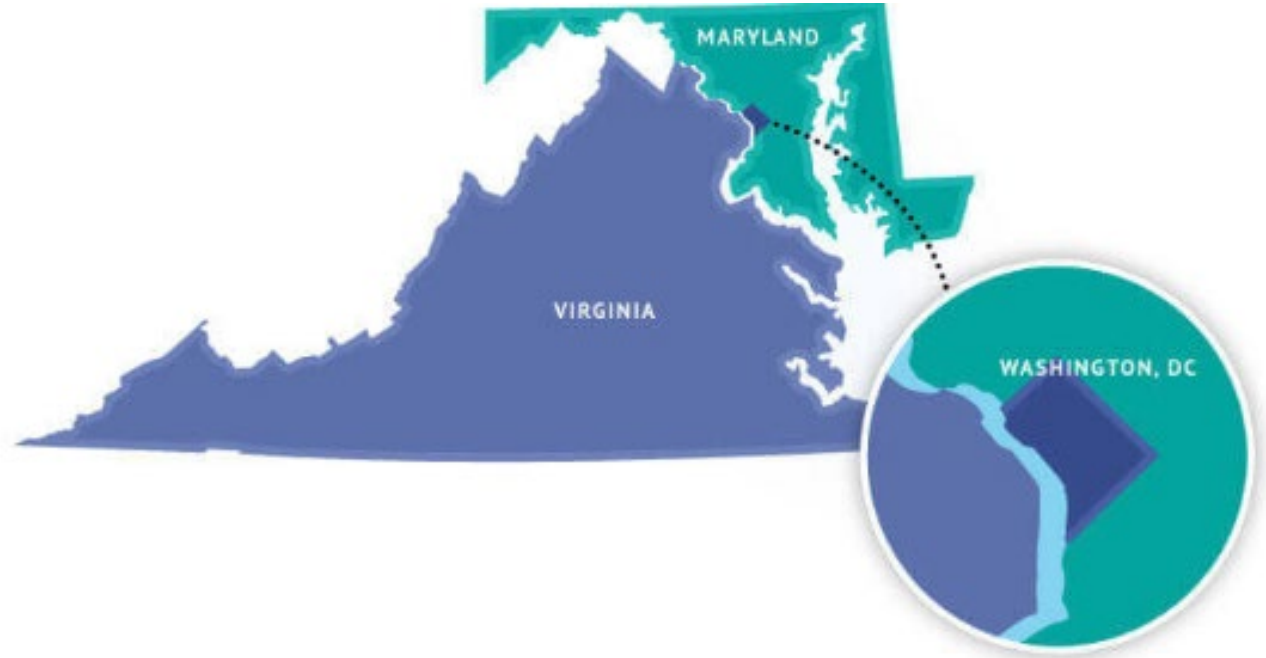
## HISTORY

# Brief Overview of CRMSDC

Established in **1972**

**NMSDC** National  
headquarters is in  
**New York**

Confidential & Proprietary content of  
CRMSDC/NMSDC



CRMSDC is **1 of 23** affiliate  
councils around the country

CRMSDC service area:  
**MD / DC / NOVA**

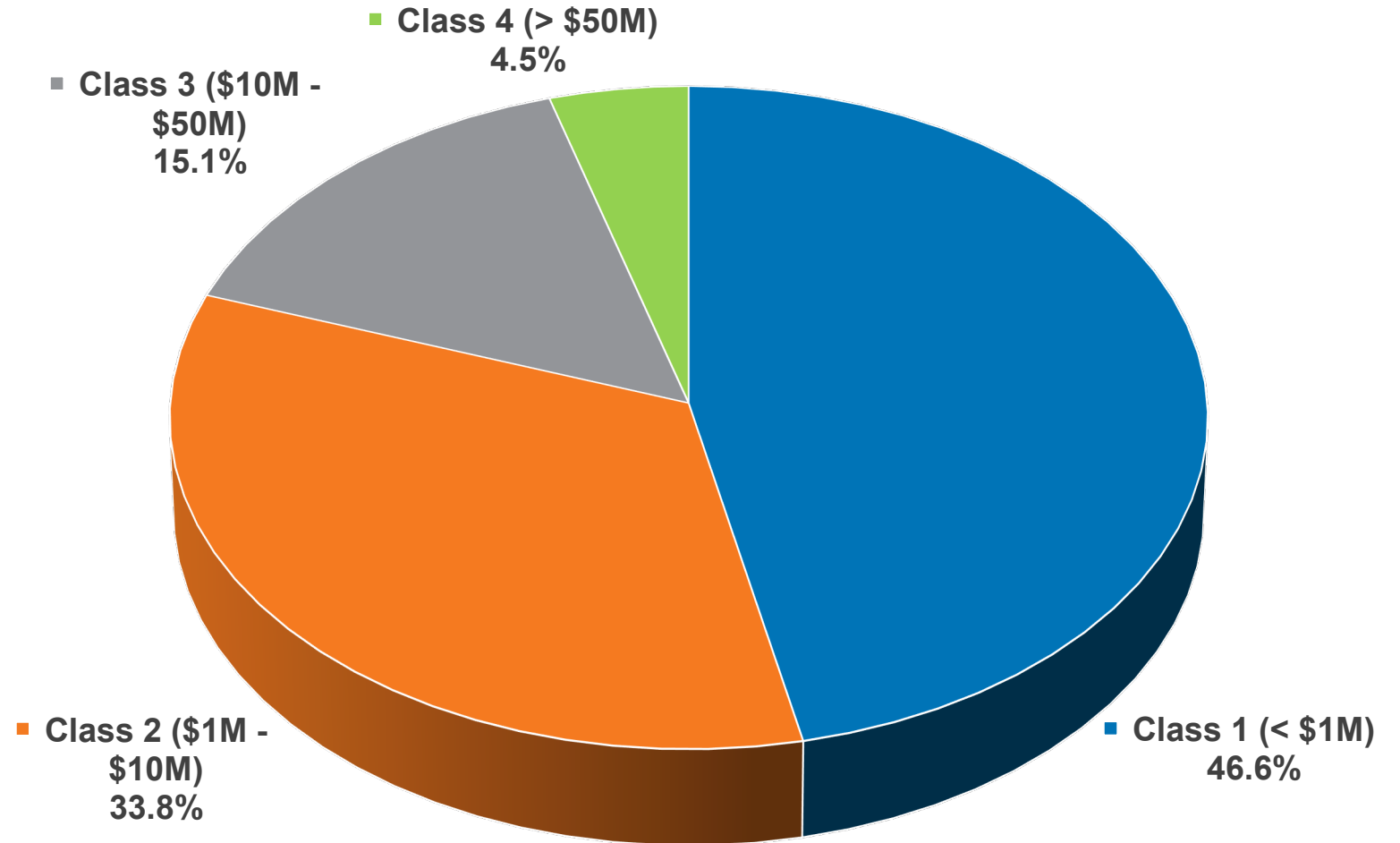
**Nationally**, over **1,700** corporations and over **17,000**  
certified Minority Business Enterprises (MBEs).

**Locally** over **80** corporations and **700** MBEs

# CRMSDC's Corporate Members



# CRMSDC MBEs by Annual Revenue



**53.4%**

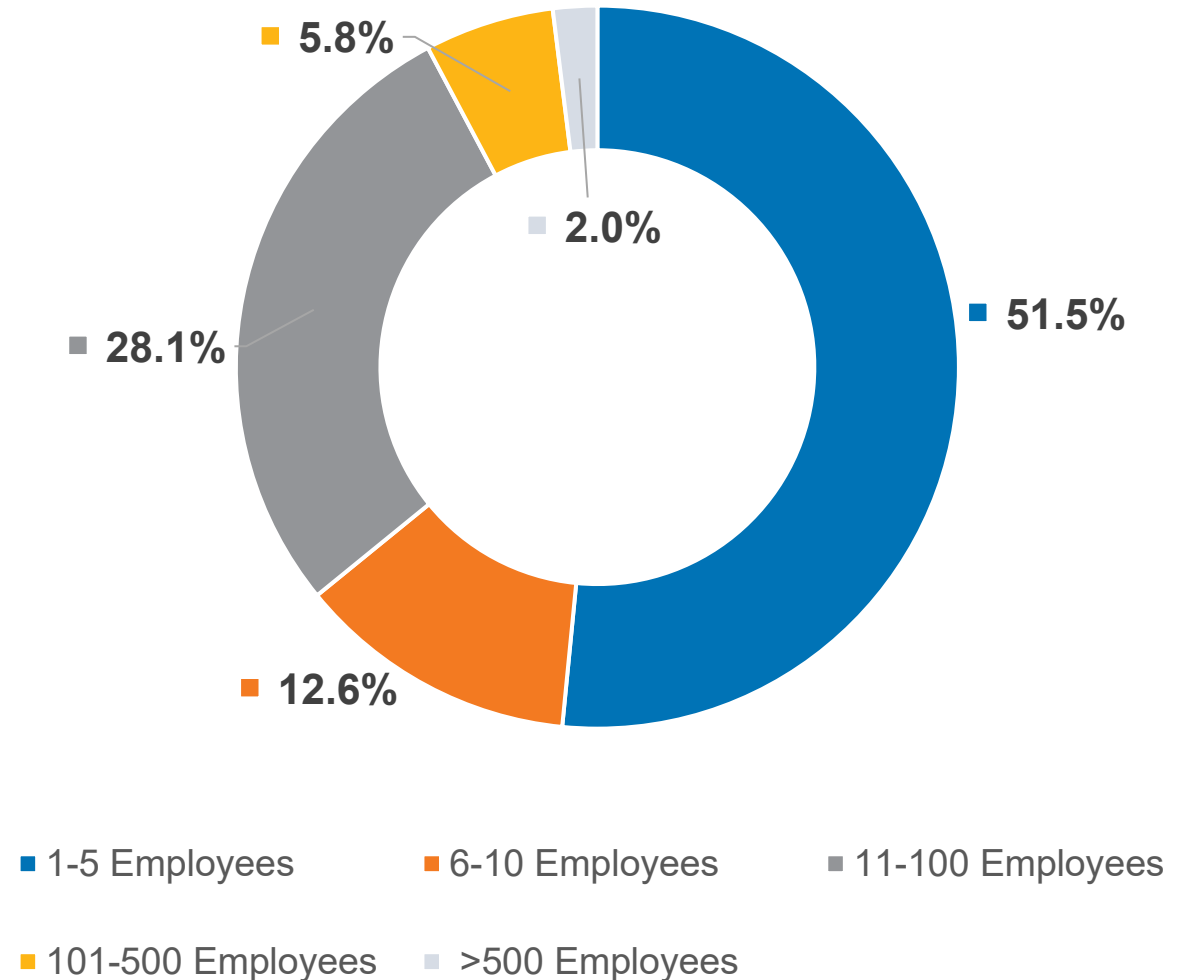
of CRMSDC MBEs have annual revenues over \$1 million

# CRMSDC MBEs by Employees

CRMSDC MBEs  
employ nearly  
**60,000**  
employees,  
of which over  
**39,000**  
are minorities

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CRMSDC/NMSDC

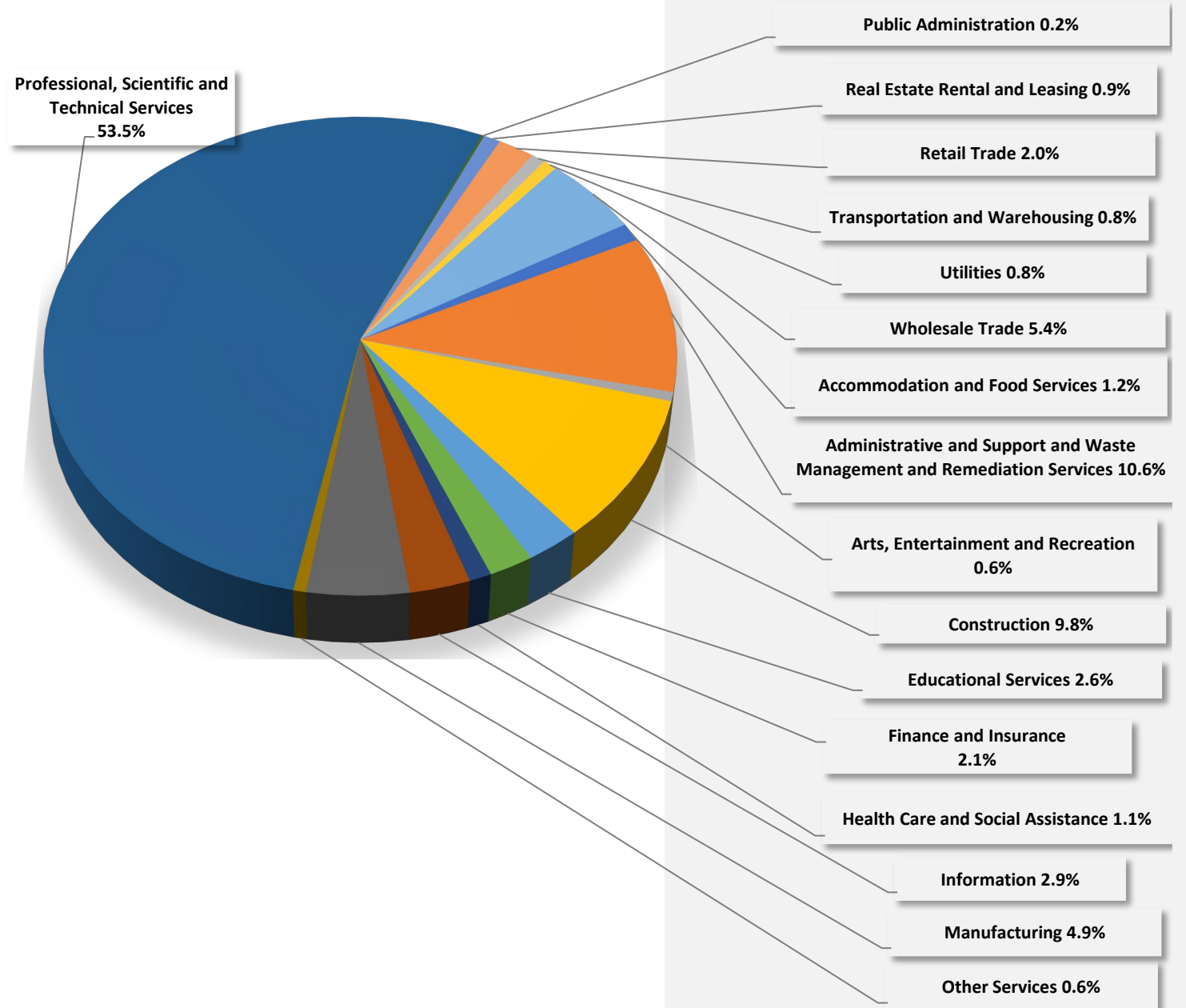
Number of Full-Time Employees



# CRMSDC MBEs by Industry

Confidential & Proprietary content of  
CRMSDC/NMSDC

## MBEs by Expanded Industry



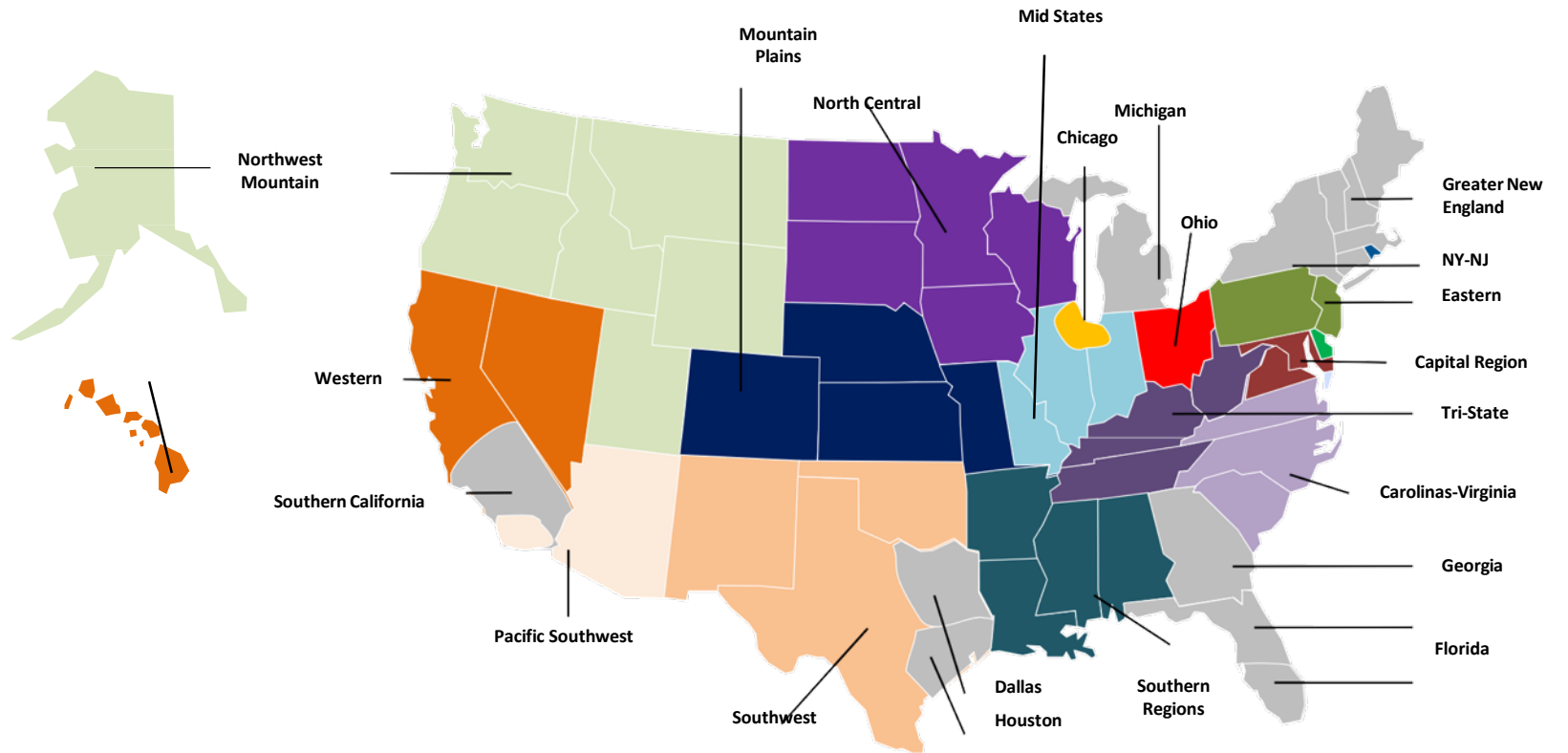
# NMSDC Affiliate Network

Confidential & Proprietary content of  
CRMSDC/NMSDC



National Minority Supplier  
Development Council

Advancing Business  
Connections that Count



Puerto Rico

Certify. Develop. Connect. Advocate.

# MBDA Business Center



**MBDA BUSINESS CENTER VIRGINIA**  
POWERED BY MINORITY BUSINESS DEVELOPMENT AGENCY

**50**  
Current

**41**  
Business Centers

**9**  
Specialty Centers





## OUR MISSION

### VIRGINIA MBDA BUSINESS CENTER

manages relationships and sources of deals by promoting the interests of MBEs; educating MBEs on the benefits of strategic growth alternatives (e.g., mergers, acquisitions, and/or joint ventures); and providing service referrals to MBEs of all sizes.

## ABOUT US

Our center is staffed with a group of seasoned business consultants that provide technical assistance and business development services to promote growth and global competitiveness of MBEs.



Business Development  
Assisting Clients to Increase Revenue  
Assisting in Securing Transactions  
Capital Building Assistance  
Management, Financial & Technology



## CONTACT US

**Tommy Marks** • Director  
**Claudia Barrera** • Senior Analyst

10300 Eaton Place  
Suite 440  
Fairfax, VA 22030

[info@mbda-virginia.com](mailto:info@mbda-virginia.com)  
**571.407.5096**  
[www.mbda-virginia.com](http://www.mbda-virginia.com)

# CRP Capital Readiness Program

Powered by the Minority Business Development Agency



CRMSDC's Capital Readiness proposal was successfully awarded \$3M over the next 4 years by the US Department of Commerce, MBDA.

CRMSDC will create an ecosystem to provide technical assistance to advance and improve capital readiness for socially & economically disadvantaged individuals (SEDI).

This initiative will be led by Sonya Bigelow-Smith & team who will collaborate with our strategic partners to include a host of HBCUs, MSI's and capital access providers across the region.



Capacity Building



Access to Capital



Access to Networks



Emerging Markets

Serving Small Business Across MD/DC/VA

# Benefits of Certification



Confidential & Proprietary content of  
CRMSDC/NMSDC

- **Gold Standard** Certification  
Recognized Nationally

- Access to National and Local Programs

- Networking Opportunities

- Experiential Connection Initiatives  
(Get on the Bus/Plane/ Train  
Business Tours)

- Business Procurement/Super  
Matchmaker Conference

- Annual Leaders & Legends  
Awards Ceremony

- NMSDC National Business  
Opportunity Expo

- Public Policy

- MBE Input Committee

- Seminars/Workshops

- Corporate Briefings

- Corporate Mini Fairs and  
Matchmakers

- MBE2MBE Networking Portal

- Virginia MBDA Business Center

- Capital Readiness Program

- Growth Initiative

- Corporate Plus®

- Business Consortium Fund

- Advanced Management  
Education Programs (Kellogg /  
Tuck)

- NMSDC Learning Center

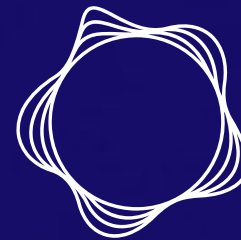
# FOUNDATIONS MBE ACADEMY

Foundations is a 6-month academy-type project for minority-owned suppliers which provided MBEs with the opportunity to gain knowledge and resources regarding the utility industry.

The curriculum covered topics on safety, industry forecasts/trends, marketing, non-traditional opportunities, business ethics, estimating/value assessments, contracts & negotiations and value propositions.



Powered by



exelon<sup>SM</sup>

**EMPOWERING MBEs  
in the Utility Industry**



CRMSDC'S ANNUAL

# GOLF CLASSIC

The Best Business Networking and Golf Experience  
*Where Corporations and Minority Suppliers Meet!*



Continental Breakfast



Golf Clinic



Golf Tournament



Putting Contest



Awards Luncheon



Prizes & more!

CRMSDC  
**Super MatchMaker Conference**  
 FEATURING THE **MBDA CAPITAL READINESS SUMMIT**



**THE MATCHMAKER EXPERIENCE**



Corporate Roundtables



One-On-One Meetings  
 (Post Conference)



Networking Opportunities



Hot Topic Discussions

**PLUS... SUPPLIER OF THE YEAR WINNERS, EXCITING GIVEAWAYS & MORE!**

2019




CRMSDC 38<sup>TH</sup> ANNUAL

**LEADERS** *Featuring*  
**& LEGENDS**  
AWARDS CEREMONY





# ANNUAL BUSINESS MEETING

## Toward the Post-Pandemic World



### HEADLINE NEWS

- "Ampcus receives Robert J. Brown Minority Business Enterprise of the Year at MEDWeek"**
- "Fannie Mae is leveraging technology to expand access to homeownership"** -Washington Post
- "Bank of America launches Business Advantage Unlimited Cash Rewards Cards for Entrepreneurs"** -CNBC
- "Exelon announces \$36 Million Equity Fund to Support Minority-Owned Business Growth"** -Yahoo Finance
- "Smithsonian Latino Center receives \$2 Million Gift from Wells Fargo"** -Benzinga
- "AT&T announces the opening of the first of more than 20 AT&T Connected Learning Centers to close the digital divide"** -CNBC
- "USPS outlines \$8B infrastructure investment in 2022 as sign of bright future"** -Federal News Network
- "New Freddie Mac initiative helps renters build credit"** -The Motley Fool

### BUSINESS DEVELOPMENT

#### 4 NEW SPONSORSHIPS



#### 2 NEW NATIONAL MEMBERS








**HOTCHAT**  
MINORITY BUSINESS CONNECTIONS

with **CRMSDC** 50<sup>th</sup> ANNIVERSARY **BUSINESS CENTERS** OF AMERICA OF COLOR

**Trailblazer**

HOST **SHARON R. PINDER** President & CEO | Capital Region MSDC

FEATURING **EMMIT J. MCHENRY** Founder, Chairman & CEO | Netcom Solutions International, Inc.

**HALL OF FAME**

**HOTCHAT**  
MINORITY BUSINESS CONNECTIONS

with **CRMSDC** 50<sup>th</sup> ANNIVERSARY **BUSINESS CENTERS** OF AMERICA OF COLOR

**Vanguard**

HOST **SHARON R. PINDER** President & CEO | Capital Region MSDC

FEATURING **ANTHONY ROBINSON & FRANKLIN LEE**  
Former President | MBELDEF Tydings & Rosenberg LLP / MBELDEF

**HALL OF FAME**



Watch the Full Episodes on YouTube

PLAY

@crmsdc

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Available Now at [www.crmsdcares.com](http://www.crmsdcares.com)





WASHINGTON  
BUSINESS JOURNAL

T H E L I S T

**LARGEST BUSINESS  
ADVOCACY GROUPS IN  
GREATER WASHINGTON**

---

Capital Region Minority Supplier Development Council

RANKED #10

---

**2024**

# RMSDC PUBLIC POLICY PROJECT DAY ON THE HILL

OCTOBER 26, 2023





**Capital Region**  
Minority Supplier  
Development Council

# NMSDC Application Requirements & Process

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# Applicant Criteria: Ethnicity

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## **ELIGIBLE ETHNICITIES:**

**Asian Pacific American/Asian Indian**

**Black (African-Americans)**

**Latino (Hispanic, Brazilian)**

**Native American**

## **INELIGIBLE ETHNICITIES:**

Caucasian/White male/female

Resident Immigrants (Green Card Holders)

Iberian Peninsula (Spain, Portugal)

Persian Gulf (Iraq, Saudi Arabia, etc.), North Africa, Iran

Europe

# Certification Process

---

1

**REQUEST LOGIN and complete prequalification questionnaire**

**Then complete application:**

- a. Submission of relevant documentation – upload documents
- b. Proof of ethnicity for all owners
- c. Business creation documents
- d. Financial information, debt instruments, documents
- e. Managerial & operational control documentation
- f. Certain tax records, documents

2

**(A) DESK AUDIT; (B) SITE VISIT**  
**CRMSDC (a) in-depth review of application is performed; (b) representative visits your headquarters for interview & tour**

# Certification Process

---

3

**CERTIFICATION COMMITTEE REVIEW**  
(monthly) – CRMSDC representative presents the application

4

**BOARD OF DIRECTORS APPROVAL**

5

**CRMSDC** representative sends notification and invoice for **ANNUAL FEE**

6

After payment of annual fee, **CRMSDC** representative sends **WELCOME LETTER** and certificate to owner

# Certification Application Tips

---

## Keep your initial user ID and password

- Log into your account to complete application.  
Save [relay@adaptone.com](mailto:relay@adaptone.com) to your safe senders list.

## Be Thorough, Save Often

- Click “Save” as you are completing sections and uploading documentation
- The owner should review the application before it is submitted and should keep the login credentials

## Be Timely

- Submit application and upload all required documentation

## Keep a copy of your application package and all attachments

- Documents may be requested during site visit

## Submit documentation in an organized manner



# Certification Application Process

---

## Current Fees

- \$350 application fee (all new certification applicants; non-refundable)
- \$350 - \$1200 annual certification fee after approval (based on annual revenue)

## Processing Time – approx. 90 days

## Expedited Processing

- 10 working days after application completed; \$1,200 (offered on an as able basis)

## Certifications are Annual (1 year) and Expire

## Renewal

- reminder emails from [relay@adaptone.com](mailto:relay@adaptone.com) are sent 90, 60 & 30 days prior to expiration



**Capital Region**  
Minority Supplier  
Development Council

# The Consortium

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## CRMSDC TEAM

Sharon R. Pinder  
President & CEO

Tommy Marks  
Vice President & COO

Christine Bivens, MCA  
Program Manager, MBE Services

Jolie Guerra  
Executive Assistant to the President

Joan Hairston  
Director, Corporate Services

Nicole Miles  
Manager, Marketing & Branding

LaToya Moore  
Project Coordinator

L. Errol Taylor  
Director, MBE Services

---

## VIRGINIA MBDA BUSINESS CENTER TEAM

Tommy Marks  
Director

Claudia Barrera  
Senior Analyst

Owen Jackson  
Business Consultant

Alice Williams  
Business Consultant

---

## CRMSDC CAPITAL READINESS PROGRAM TEAM

Sonya Bigelow-Smith  
Director

Amanda Beale  
Program Coordinator

# CRMSDC Certification Contacts

---

[www.crmsdc.org](http://www.crmsdc.org)

## **Sharon Pinder, President & CEO**

P.O. Box 1187 | 10901 Rhode Island Avenue  
Beltsville, MD 20705  
301.593.5860

### **Errol Taylor**

**Director, MBE Services**  
301.841.8150  
[Errol.Taylor@crmsdc.org](mailto:Errol.Taylor@crmsdc.org)

### **Christine Bivens, MCA**

**Program Manager, MBE Services**  
301.841.8145  
[Christine.Bivens@crmsdc.org](mailto:Christine.Bivens@crmsdc.org)

### **LaToya Moore**

**Project Coordinator**  
301.873.1989  
[LaToya.Moore@crmsdc.org](mailto:LaToya.Moore@crmsdc.org)

# THANK YOU!



**Capital Region**  
Minority Supplier  
Development Council

[www.crmsdc.org](http://www.crmsdc.org)



**MBDA**  
**BUSINESS CENTER**  
**VIRGINIA**  
POWERED BY MINORITY BUSINESS  
DEVELOPMENT AGENCY

[www.mbda-virginia.com](http://www.mbda-virginia.com)

**CRP** Capital  
Readiness  
Program

Powered by the Minority Business Development Agency

[www.crmsdc.org/crp](http://www.crmsdc.org/crp)



@crmsdc



@crmsdc



@crmsdc



crmsdc



/capital-region-minority-supplier-development-council-inc/



**City of Baltimore**  
**Christopher Lundy**

THE BALTIMORE CITY  
MINORITY AND  
WOMEN'S BUSINESS  
OPPORTUNITY OFFICE  
(MWBOO)  
CERTIFICATION  
OVERVIEW



## CITY CODE ARTICLE 5, SUBTITLE 28

- MWBOO oversees compliance with Subtitle 28 governing Minority Business Enterprises (MBE), Women's Business Enterprises (WBE), and Small Local Business Enterprises (SLBE). This subtitle is applicable to all City contracts or agreements providing fiscal assistance pursuant to Article 5, § 28-4.
- The program works to remedy past discrimination in the City's contracting process by prime contractors against minority and women's business enterprises.
- This has resulted in the significant underutilization of minority and women's business enterprises in contracts awarded by the City in the major contracting markets: construction, commodities, architectural, engineering, and professional services.

## MBE/WBE CONTRACT PARTICIPATION

- MBE/WBE participation is a top priority of the City. It is mandated by the City Code and is incorporated into every City contract.
- Certification allows you to participate on City contracts and have your work count towards the MBE/WBE goals on the contract.
- The City does not want to renew or extend contracts where there has not been compliance with the MBE/WBE contract participation goals.



## ANNUAL PARTICIPATION GOALS

MBE 27%

WBE 10%

- These goals are not universally applicable.
- Annual participation goals are aspirational goals that aid the City in its annual evaluation of the effectiveness of the Minority and Women's Business Enterprise Program.
- Goals or waivers remain applicable and typically are not changed during the contract term. To change or impose goals upon a contract it must be resolicited.
- Goals can be negotiated on a contract with an existing waiver via the contractor/vendor voluntarily entering into a Commitment to Comply with contract participation goals.

# M/WBE CERTIFICATION CLASSIFICATIONS

- A company can be certified as MBE, WBE, or both (M/WBE). You do not need to submit multiple applications if you qualify as M/WBE.
- However the participation of a MBE/WBE is limited to being designated as counting towards a single contract goal.
- When being used to achieve the participation goals on a contract, the MBE/WBE is not allowed to subcontract more than 10% of the dollar amount of services to be performed under the contract to another company.
- Please Note: City MWBOO certification is separate from State MDOT certification.

MBE/WBE  
CERTIFICATION  
APPLICATION  
CRITERIA

- The minority and/or women must own at least 51% of the company and have operational and managerial control
  - Be an independent, operating, small business
  - Have been in operation for at least 12 months before applying for certification
  - Have been minority or women-owned for at least 12 months before applying for certification
  - Have an operating office in the Baltimore City Market Area
- You can now complete the entire application and submit it via the website.
- If you have a pending renewal application you remain certified until a final determination has been made. Please contact MWBOO if you require an extension of your certification date.



BALTIMORE  
MARKET  
AREA  
DEFINED

The Baltimore Market Area includes the following areas:

- Baltimore City
- Baltimore County
- Anne Arundel County
- Carroll County
- Harford County
- Howard County
- Queen Anne's County

# COMMON APPLICATION MISTAKES

- Seeking certification prior to the business being in operation for one year.
- Failing to review your operating documents prior to submitting your application. Does it actually reflect your day to day operations and ownership of the business?
- Not maintaining an **active** operating office in the market area.
- Not providing all requested documents: notarized affidavit; prior two years of filed tax returns; all state & local licenses for the business; proof of minority &/or female status of each owner, director, and officer; proof of maintaining an active operating office in the market area; employee roster; & business organization agreements: articles of incorporation, partnership agreements, etc.
- Exceeding the SBA size standards.

## M/WBE APPLICATION TIMEFRAME

- The application is now in a fillable form on the website:  
<https://baltimorecity.diversitycompliance.com/>
- Training & Events are also listed on the site.
- Please allow between 90-120 days for processing of your application. Any missing documentation will delay this process!
- Once approved, certifications are valid for two years.
- Remember when being used to achieve the goals, you **MUST** be certified to provide the services being performed on the contract!
- Lastly but certainly not least, **CERTIFICATION IS NOT A GUARANTEE OF BUSINESS! YOU MUST MARKET YOUR OWN COMPANY!**

# POST CERTIFICATION

1

Seek out work on City contracts. Be sure to get pre-qualified by the Office of Boards & Commissions (OBC).

2

Read the MBE/WBE & Prime Contractor's Statement of Intent document closely.

3

All substitutions, additions, & changes in utilization must be submitted & approved by MWBOO.

4

Contact MWBOO if you need guidance.

## CONTACT INFORMATION

Baltimore City Minority and Women's Business Opportunity Office  
100 N. Holliday Street, Room 101, City Hall

MWBOO Website (Please click the "Contact MWBOO" link to submit questions) & FAQs:

<https://law.baltimorecity.gov/mwboo>

<https://law.baltimorecity.gov/mwboo-faq>





# Montgomery County Office of Procurement

**Michael Brown**



## Local Business Certifications

# Contract Compliance Local Business Programs

- Local Small Business Reserve Program (LSBRP)
- Local Business Preference Program (LBPP)
- Local Business Subcontracting Program (LBSP)

**Michael Brown, Local Business Program Manager**  
**240-777-9913**   [lsbrp@montgomerycountymd.gov](mailto:lsbrp@montgomerycountymd.gov)

# Local Small Business Reserve Program

Reserve certain solicitations only available for certified LSB to compete

What is “Local and Small”? -- Principal Place of Business in MC and size criteria:

<https://www.montgomerycountymd.gov/pro/dbrc/LSBRP.html#Qualify>

- Issue with “Brokers” – LSBRP prime should self perform 51% of the work
- In good standing with Maryland State Department of Assessments and Taxation (SDAT)  
<http://dat.maryland.gov/businesses/Documents/entitystatus.pdf> “Forfeited”
- Home Office? Check Permitting Requirements:  
<http://permittingservices.montgomerycountymd.gov/DPS/certificate/HomeOccupationRegistrationCertificate.aspx>

# Local Small Business Reserve Program

Sets a 25% goal for County's spending with Montgomery County based local small businesses (LSB).

In \$ Values	FY21	FY22	FY23	FY24
<b>Total Encumbrance to LSBRP</b>	\$129,860,381 27.2%	\$141,569,096 26.2%	\$305,080,539 31.3%	\$140,296,973 32.2%

LSBRP Annual Report

<https://montgomerycountymd.gov/PRO/report/index.html>

# Local Business Preference Program

- **Effective Date: 8/1/2020**                      **Legislation: Bill 25-19**
- **Scope:**
  - County Executive's Expedited Bill 25-19, Local Business Preference, was unanimously approved by the Council on June 23, 2020. Executive Regulations 13-20.
  - Press Release: [https://www2.montgomerycountymd.gov/mcgportalapps/Press\\_Detail.aspx?Item\\_ID=25497](https://www2.montgomerycountymd.gov/mcgportalapps/Press_Detail.aspx?Item_ID=25497)
  - 10 percent of total evaluation points will apply toward certified local businesses for RFPs; all RFPs are subject to the LBPP.
  - A 10 percent price preference with a ceiling of \$200,000 will apply toward certified local businesses for IFBs; awards by discount or line item are not subject to the LBPP.
  - LBPP language is not included in the LSBRP reserved solicitations as all offerors are local.

# Local Business Subcontracting Program

• **Effective Date: 1/1/2017**

**Legislation: Bill 61-14**

• **Scope:**

- Require prime contractors who have contracts that are over \$10 million to have 10% local (not local small) business sub-contractors
- Similar to the MFD program, the prime contract will submit a Local Subcontractor Performance Plan before a contract is executed.
- Local Prime Contractor counts as 100% fulfillment. No need to sub to local subs.

# Contract Compliance Local Business Programs

## Resources

- Solicitation Postings: [http://www6.montgomerycountymd.gov/content/DGS/pro/public\\_solicitations.asp](http://www6.montgomerycountymd.gov/content/DGS/pro/public_solicitations.asp)
- Vendor registration and vendor search: <http://www.montgomerycountymd.gov/VendorRegistration>
- Contract Search: <http://www.montgomerycountymd.gov/contractregister>
- Details on each compliance program: <http://www.montgomerycountymd.gov/DBRC>
- Solicitation Tracker: <https://www.montgomerycountymd.gov/pro/contract.html#Tracker>
- Contract Compliance Matrix: <https://www.montgomerycountymd.gov/pro/contract.html#vtMatrix>
- Building Construction Projects: <http://www.montgomerycountymd.gov/neighborhoodprojects>
- Procurement Annual Reports: <https://www.montgomerycountymd.gov/PRO/report/index.html>





# Questions?

Please raise your hand or  
approach the microphone in  
the center aisle.

The graphic features a large white circle centered on an orange background. A dashed yellow line follows the top-left curve of the white circle. A solid blue circle is positioned at the bottom-right edge of the white circle. The text is centered within the white circle.

# Networking Break

10:45 a.m. – 11:00 a.m.



# Upcoming Procurement Opportunities from Around the County

11:00 a.m. – 12:30 p.m.



# Montgomery County Office of Procurement

**Melissa Garner**

# Montgomery County Office of Procurement

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- **Formal Solicitations (>\$100K)**
  - IFBs – Invitations for Bids
  - RFPs - Request for Proposals
  - REOIs – Request for Expressions of Interest
- **Informal Solicitations (> \$10K, < \$100K)**

All reserved under the LSBRP

  - >\$50K all subject to MFD requirements
  - >\$50K services contracts subject to Wage Requirements Law
- **Direct Purchase (departments buy directly) (< \$10K)**

# Montgomery County Office of Procurement

- Visit our website for current solicitations:

[www.montgomerycountymd.gov/PRO/solicitations](http://www.montgomerycountymd.gov/PRO/solicitations)

- Visit our PROjections page to find projected upcoming solicitations:

[www.montgomerycountymd.gov/PRO/solicitations](http://www.montgomerycountymd.gov/PRO/solicitations)

# Montgomery County: Potential Upcoming Solicitations

Dept	Sol Type	Sol #	Description	Purchasing Category	Est Date of Issuance
Circuit Court	RFP	TBD	Judicial Center South Tower Audio/Video Systems for Courtrooms	Goods	Winter 2024/Early 2025
Circuit Court	RFP	TBD	Judicial Center North Tower Audio/Video Systems for Courtrooms	Goods	Late 2025
Community Engagement Cluster	RFP	TBD	Web Services Design and Hosting for Urban Districts Website	Professional Services	Winter 2024
Community Engagement Cluster	RFP	TBD	Landscaping Services Solicitation for Regional Service Centers	Services	Winter 2024
Community Engagement Cluster	RFP	TBD	Instructional Services for Citizenship Classes	Professional Services	Spring 2025
Community Engagement Cluster	RFP	TBD	Arts and Entertainment Event Planning and Management Services for Urban Districts	Professional Services	Spring 2025
Community Engagement Cluster	RFP	TBD	Holiday Installation, Purchasing and Storage for Regional Service Centers	Services	Spring 2025
Dept of General Services	RFP	TBD	MEP A/E Services for Various County Facilities	Professional Services/Construction	Early 2025
Dept of General Services	RFP	TBD	Holiday Park Net Zero project	Construction	Early 2025
Dept of General Services	RFP	1170565	Lighting Services	Professional Services	Early 2025
Dept of General Services	RFP	TBD	ADA Consultant JOC	Construction	Spring 2025
Dept of General Services	RFP	TBD	County Office Supplies	Goods	Spring 2025
Dept of General Services	IFB	1162622	Commercial Tire Services	Goods	Early 2025

# Montgomery County: Potential Upcoming Solicitations

Dept	Sol Type	Sol #	Description	Purchasing Category	Est Date of Issuance
Dept of General Services	RFP		Electrical Controls	Professional Services/Goods	Winter 2024
Dept of General Services	IFB	TBD	Portable FireExtinguisher	Professional Services/Gods	Winter 2024
Dept of General Services	IFB	TBD	Plumbing Parts and Supply	Goods	Early 2025
Dept of General Services	RFP	TBD	Fleet cards Financial Systems	Professional Services	Early 2025
Dept of General Services	RFP	TBD	Bus Solicitation (Electric & Hydrogen buses)	Goods	Spring 2025
Dept of General Services	IFB	TBD	Compressors, Parts services & Systems	Goods	Early 2025
Dept of General Services	RFP	TBD	Electric Vehicle Charging Stations	Goods	Spring 2025
Dept of General Services	RFP	1152630	Off the Lot New Vehicles & Equipment	Goods	Spring 2025
Dept of General Services	IFB	117602	Inspection, Testing & Maintenance and Parts of Above Ground &	Professional Services	Spring 2025
Dept of General Services	RFP	1162631	Construction Equipment & Related Trailers Equipment Acquisition and Parts & Services	Goods	Spring 2025
Dept of General Services	IFB	TBD	Aftermarket Radiators	Goods	Early 2025
Dept of General Services	RFP	TBD	Diversion Center	Construction	Spring 2025
Dept of General Services	RFP	TBD	HVAC and Electrical Upgrade Rockville FS#3	Construction	Spring 2025
Dept of General Services	RFP	TBD	MCCF Refresh	Construction	Spring 2025
Dept of Transportation	IFB	1173759	Traffic Control Devices & Hardware	Goods	Bid Opening 9/23/24
Dept of Transportation	IFB	1174910	Furnishing and Installing Pavement Markings	Services	Bid Opening 10/23/24



# Montgomery County: Potential Upcoming Solicitations

Dept	Sol Type	Sol #	Description	Purchasing Category	Est Date of Issuance
Dept of Transportation	IFB	TBD	Blank and Finished Traffic Sign Panels	Goods	Winter 2024
Dept of Transportation	IFB	TBD	Traffic Sign Posts	Goods	Spring 2024
Dept of Transportation	Open	1165336	Road Equipment Services	Services	On-Going
Dept of Transportation	IFB	1165522	Removal and Replacement of Concrete Curb and Sidewalk Countywide	Construction	Winter 2024/Early 2025
Dept of Transportation	IFB	1169253	Tree Maintenance and Removal Services	Services	Summer 2025
Dept of Transportation	IFB	1165626	Stone, Riprap, and Backfill Materials	Goods	Winter 2024/Early 2025
Dept of Transportation	IFB	1169254	Premixed Concrete Delivered	Goods	Winter 2024/Early 2025
Dept of Transportation	RFP	1171248	Construction Contract Administration Inspection and Testing Services Basic Ordering Agreement	Professional Services	Fall/Winter 2024
Dept of Transportation	IFB	1166237	Rehabilitation of Brighton Dam Road Bridge No. M-0229 Over Brighton Dam - The project provides for the superstructure repairs of the existing 602-foot long 15-span prestressed concrete beam bridge over Brighton Dam of Triadelphia Reservoir.	Construction	Winter 2024/Spring 2025
Dept of Transportation	IFB	TBD	Dennis Avenue Bridge - The project provides for the replacement of the existing 30 feet long signal span bridge over Sligo Creek tributary with an 80-foot overall span three-cell precast concrete arch culvert.	Construction	Spring 2025

# Montgomery County: Potential Upcoming Solicitations

Dept	Sol Type	Sol #	Description	Purchasing Category	Est Date of Issuance
Dept of Transportation	IFB	TBD	Redland Road Bridge - The project provides for the design for the bridge replacement of the existing concrete bridge over Mill Creek.	Construction	Summer 2025
Dept of Transportation	IFB	TBD	MD 355 Clarksburg Bike Path - This project designs and constructs a new 10-foot shared use bike path along eastern side of MD-355 from Snowden Farm Parkway to a point 830 feet north of MD-121. A 5-foot sidewalk will be constructed from the shared-use path southward to Stringtown Road	Construction	Summer 2025
Dept of Transportation	IFB	TBD	Fenton Street Bikeway - The Fenton Street Bikeway will be a two-way separated bike lane on the west side of Fenton Street from Cameron Street to King Street.	Construction	Spring 2025/Summer 2025
Dept of Transportation	IFB	TBD	Boyds Transit Center - This project provides the site remediation followed by design and construction for a new bus loop and parking lot on the former Anderson property at the Boyds MARC station.	Construction	Spring 2025/Summer 2025
Dept of Transportation	IFB	TBD	Dale Drive Shared Use Path - This project provides for the design and construction of a new eight-foot wide shared use path approximately 1 mile of length along the north side of Dale Drive from Georgia Avenue (MD 97) to Colesville Road (US 29). The project also provides intersection safety improvements within the project limits.	Construction	Summer 2025/Fall 2025

# Montgomery County: Potential Upcoming Solicitations

Dept	Sol Type	Sol #	Description	Purchasing Category	Est Date of Issuance
Dept of Transportation	IFB	TBD	Garrett Park Road Bridge over Rock Creek - The project provides for the replacement of the existing 3-span (43'-72'-43') bridge over Rock Creek	Construction	Summer 2025/Fall 2025
Dept of Transportation	IFB	TBD	Silver Spring Secure Bike Parking Facility - The project will provide for the design and construction of a secure bike parking facility in the base of Garage 55.	Construction	Summer 2025
Dept of Transportation	IFB	1175774	FURNISHING OF BLANK AND FINISHED ALUMINUM BUS STOP SIGNS.	Goods	Fall 2024
Dept of Transportation	RFP	1171530	On Demand Ride Sharing Transit Technology Service	Professional service	2025
Dept of Finance	RFP	TBD	Returned Check Management System	Professional Services	Summer 2025
Dept of Finance	RFP	TBD	Accounts Payable Forensic Software and Related Services	Professional Services	Summer 2025
Dept of Finance	RFP	TBD	Safety Data Sheets	Professional Services	Summer 2025
Health and Human Services	RFP	TBD	Early Care and Education Shared Services Alliance (Shared Services Hub for Child Care Providers)	Professional Services	2025
Health and Human Services	RFP	1165434	Level 1 Substance Use Disorder Treatment Services for adolescents and their families	Professional Services	Fall 2024
Health and Human Services	RFP	TBD	Up County High School Wellness Centers	Professional Services	2025
Health and Human Services	RFP	TBD	Homeless Outreach	Professional Services	Winter 2024/Early 2025
Health and Human Services	RFP	TBD	Progress Place Private Living Quarters	Professional Services	Winter 2024/Early 2025
Health and Human Services	RFP	TBD	Women's Adult-Only Emergency Shelter	Professional Services	Winter 2024/Early 2025
Health and Human Services	RFP	TBD	Primary Care for Homeless Services	Professional Services	Winter 2024/Early 2025
Health and Human Services	RFP	TBD	Men's Adult- Only Emergency Shelter	Professional Services	Winter 2024/Early 2025

# Montgomery County: Potential Upcoming Solicitations

Dept	Sol Type	Sol #	Description	Purchasing Category	Est Date of Issuance
Health and Human Services	RFP	TBD	Medical Respite	Professional Services	2025
Health and Human Services	RFP	TBD	Community Mental Health Services for Latino Residents	Professional Services	Winter 2024/Early 2025
Health and Human Services	RFP	TBD	Home Sharing Program	Professional Services	2025
Health and Human Services	RFP	TBD	Hotel and Transportation Booking Services	Services	2025
Health and Human Services	RFP	TBD	Bridge to Wellness	Professional Services	2025
Health and Human Services	RFP	TBD	Therapeutic Mentoring and Care Management. (formerly School and Community Youth Services)	Professional Services	2025
Health and Human Services	RFP	TBD	Community Development Financial Institution (CDFI)	Professional Services	2025
Health and Human Services	RFP	1175469	Event Management Services	Professional Services	2025
Health and Human Services	RFP	TBD	Rapid Rehousing for Transition-Aged Youth Families	Professional Services	2025
Health and Human Services	RFP	TBD	Representative Payee Services for Elderly and Disabled Adults	Professional Services	2025
Health and Human Services	RFP	1175531	Friendly Visitation	Professional Services	2025
Health and Human Services	RFP	TBD	Medical Supplies and Durable Medical Equipment	Goods	2025
Health and Human Services	RFP	1163314	Home Delivered Meals for Residents with Life-Threatening Illness	Services	Closes 9/30/24
Health and Human Services	RFP	1167761	Language Translation and Interpretation Services	Professional Services	2025
Health and Human Services	RFP	TBD	Family Reunification Services	Professional Services	2025

# Montgomery County: Potential Upcoming Solicitations

Dept	Sol Type	Sol #	Description	Purchasing Category	Est Date of Issuance
Health and Human Services	RFP	TBD	Newcomers	Professional Services	2025
Health and Human Services	RFP	TBD	Service Consolidation Hubs	Professional Services	2025
Health and Human Services	RFP	TBD	Community Portal (IT for all service areas)	Professional Services	2025
Health and Human Services	RFP	1163638	Substance Use Prevention and HRI	Professional Services	Winter 2024/Early 2025
Health and Human Services	RFP	1165434	The Avery Road Combined Care	Professional Services	Closing 10/11/24
Health and Human Services	RFP	1165951	Betty Ann Krahnke Shelter	Professional Services	Closing 10/25/24
Health and Human Services	RFP	1174987	Electronic Medical Records	Professional Services	2025
Dept of Recreation	IFB	1172325	Screen-Printed Apparel	Goods	Winter 2024
Dept of Recreation	IFB	1172331	Athletic Facility Maintenance and Repair	Services	Winter 2024
Dept of Recreation	IFB	TBD	Portable Restroom Rentals	Goods	Winter 2024
Dept of Recreation	Informal	TBD	Aquatic Staff Audits	Services	Early 2025
Dept of Recreation	IFB	TBD	Dry Chemicals for Swimming Pools	Goods	Early 2025
Dept of Recreation	IFB	TBD	Colorado Time Systems Repair, Replacement and Purchase	Goods/Services	Early 2025
Dept of Recreation	Informal	TBD	Safe Purchase, Installation, and Removal	Goods/Services	Spring 2025
Dept of Recreation	Informal	TBD	Sound for Recreation Events	Professional Services	Spring 2025

# Montgomery County: Potential Upcoming Solicitations

Dept	Sol Type	Sol #	Description	Purchasing Category	Est Date of Issuance
Dept of Recreation	RFP	TBD	Diving Program Management Services	Services	Summer 2025
Dept of Recreation	RFP	TBD	Custodial Services For Swimming Pools	Services	Summer 2025
Dept of Recreation	Open	1029633	Recreation Instructor Services	Services	On-Going
Dept of Recreation	Open	1163448	Catering/Food Services	Goods/Services	On-Going
Dept of Recreation	Open	1129963	Recreation Officiating Services	Services	On-Going
Dept of Recreation	Open	1129964	Recreation Coach Bus Transportation Services	Services	On-Going
Dept of Recreation	Open	1148878	Photography and Videography Services	Profesional Services	On-Going
Office of Animal Services	RFP	1174497	Maintenance & Repair Services for Animal Care-Related Commercial Kitchen Equipment	Services	Spring 2025
Office of Animal Services	Open	TBD	Behaviorist	Profesional Services	2025
Office of Animal Services	Open	TBD	Emergency Boarding	Services	2025
Dept of Technical Enterprise Business Solutions	RFP	1099915	IT Commodities 2	Goods/Services	Fall 2024
Dept of Technical Enterprise Business Solutions	RFP	1164846	Active Ethernet, PON, Cable Design and Installation	Goods/ Professional Services	Fall 2024
Dept of Technical Enterprise Business Solutions	RFP	1172738	Broadband Network Infrastructure Services	Goods/ Professional Services	Closing 9/26/24
Dept of Technical Enterprise Business Solutions	RFP	1169510	Wireless Comm. Engineering Support (Tower Coordinator)	Professional Services	Fall 2024

# Montgomery County: Potential Upcoming Solicitations

Dept	Sol Type	Sol #	Description	Purchasing Category	Est Date of Issuance
Dept of Technical Enterprise Business Solutions	RFP	1175599	Calibration of Radio Equipment	Goods/ Professional Services	Fall 2024
Dept of Technical Enterprise Business Solutions	RFP	TBD	PEG Channel Marketing Services	Goods/ Professional Services	Fall 2025
Police Dept	RFP	1135793	Language Interpretation	Professional Services	Fall 2024
Police Dept	RFP	1171603	Multi-Agency Uniform Apparel Dry Cleaning, Laundry, Tailoring and Alteration	Services	Summer 2025
Police Dept	RFP	1174417	Comprehensive Routine Vet Services for Police Canines (Group A), Comprehensive Emergency Vet Services for Police Canines (Group B)	Services	Summer 2025
Police Dept	RFP	1175289	Customized Police Evidence Control Materials (Bags, Boxes, etc.)	Goods	Summer 2025
Police Dept	RFP	1157593	Promotional Exam Process for POL, DOCR, SO.	Services	Early 2025
Police Dept	Informal	1171966	Heated Motorcycle Gear	Goods	Winter 2024
Police Dept	Informal	1175607	Comprehensive Vet Dental Services for Police Canines (Group A), Comprehensive Specialty Vet Services (Group B)	Services	2/1/2025
Police Dept	Informal	TBD	Canine Kenneling	Services	1/25/2025

# Montgomery County: Potential Upcoming Solicitations

Dept	Sol Type	Sol #	Description	Purchasing Category	Est Date of Issuance
MCFRS	IFB	TBD	Commercial Appliance Repair/Replacement/Service for Fire Stations	Goods and Services	Fall 2024
MCFRS	Informal	TBD	Repair to Sigtronics Headsets	Services	Fall 2024
MCFRS	Informal	TBD	Purchase/Repair/Maintenance for Inflatable Rescue Boats	Goods and Services	Fall 2024
MCFRS	Informal	TBD	Repair/Replacement/Service for Air Compressors for Fire Stations and	Goods and Services	Fall 2024
MCFRS/DGS	IFB	TBD	Tires (Fire Apparatus & Light/Medium-Duty Vehicles	Goods	Fall 2024
MCFRS/DGS	IFB	TBD	Automotive Fluids	Goods	Fall 2024
MCFRS	IFB	TBD	Batteries, Starters & Alternators	Goods	Spring 2025
MCFRS	Informal	TBD	Aerial & Ground Ladder Testing	Services	Fall 2024
MCFRS	Informal	TBD	Fire Extinguishers-Inspection, Testing, Maintenance, Repair Services	Goods and Services	Spring 2025
MCFRS	Informal	TBD	Fire Hose Repair Services	Services	Spring 2025
MCFRS	TBD	TBD	Telephone Repairs to Legacy PBX Systems	Services and Good	Winter 2024/2025





**Montgomery College**

**George Varghese**



# Office of Procurement

Patrick Johnson, Director of Procurement

[Patrick.johnson@montgomerycollege.edu](mailto:Patrick.johnson@montgomerycollege.edu)

# Procurement-related Resources

Procurement website:

<https://info.montgomerycollege.edu/offices/procurement/index.html>

The following information is available at website:

- ▶ Upcoming bid opportunities
- ▶ Existing contract listing
- ▶ Purchasing agent contact information
- ▶ Procurement Process guide

# Upcoming Bid Opportunities

Description	Issue Date:
Marketing Services for Bio-Trac Program	Sept 2024
Geese Management Services	Sept - Oct 2024
College-wide Supplementary Snow Removal	Oct 2024
Job Order Contracting Services	Oct - Dec 2024
Job-Order Electrical Services	Oct - Dec 2024
Job-Roofing Services	Oct - Dec 2024
Computer-aided Dispatch System & Reporting Software	Jan - 2025
College-wide Grounds Maintenance/Landscaping Services	Jan - 2025
External Auditing & Tax Services	Jan - Feb 2025
Job-Order Paving Services	Jan - Feb 2025
A/V Hardware & Services	Feb - Mar 2025
Temporary Staffing Services	Mar - April 2025



**Montgomery County  
Public Schools  
Stephanie Dorah**

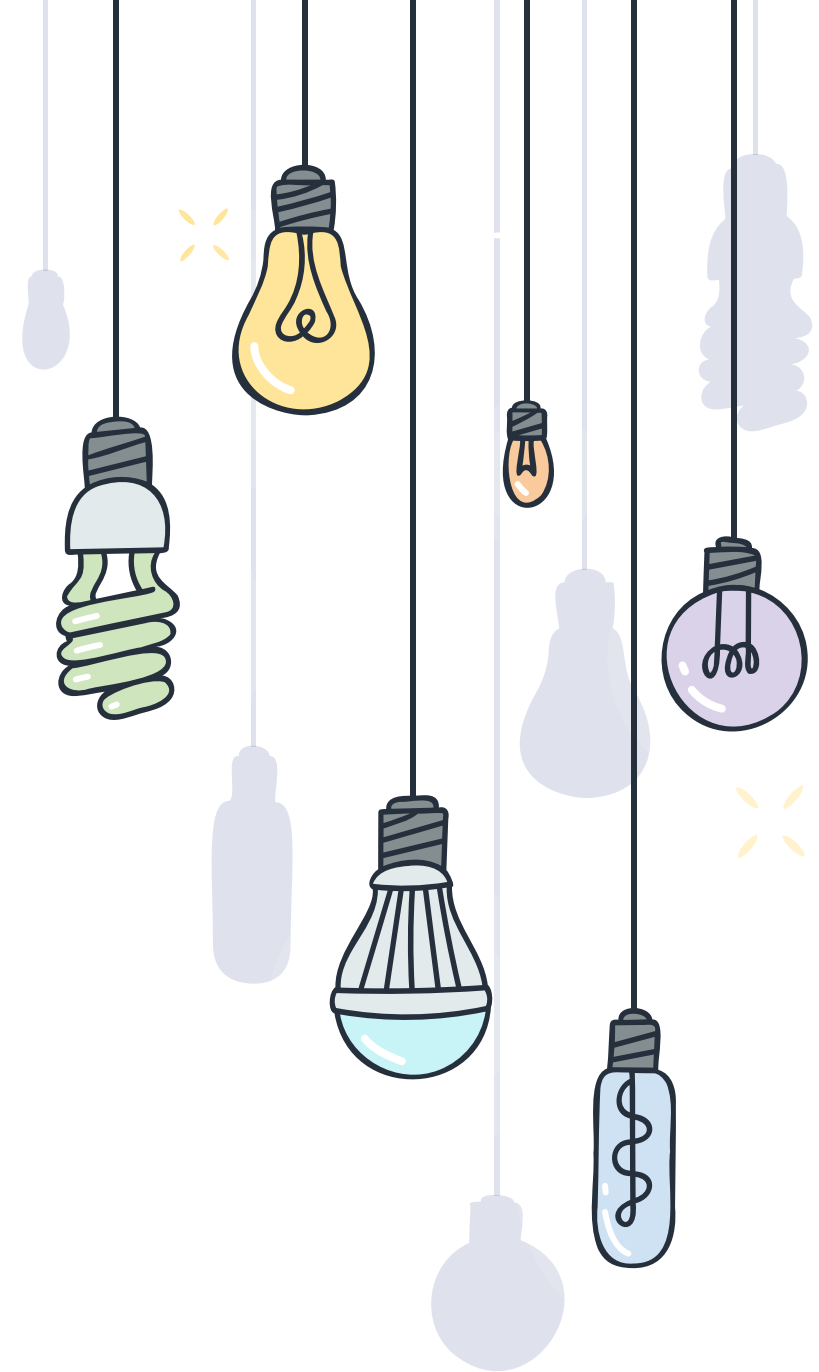
# DIVISION OF PROCUREMENT

Montgomery County Public  
Schools



# DIVISION OF PROCUREMENT

- + MCPS Procurement is dedicated to ensuring that—
  - o high-quality goods and services are purchased in a timely manner, at a reasonable cost;
  - o all purchasing actions are enacted in a fair and impartial manner, with no appearance of impropriety;
  - o all qualified vendors have access to MCPS business;
  - o offerors are not excluded arbitrarily or capriciously;
  - o specifications reflect the procurement needs of the purchasing body rather than a particular vendor; and
  - o the maximum feasible degree of competition is achieved



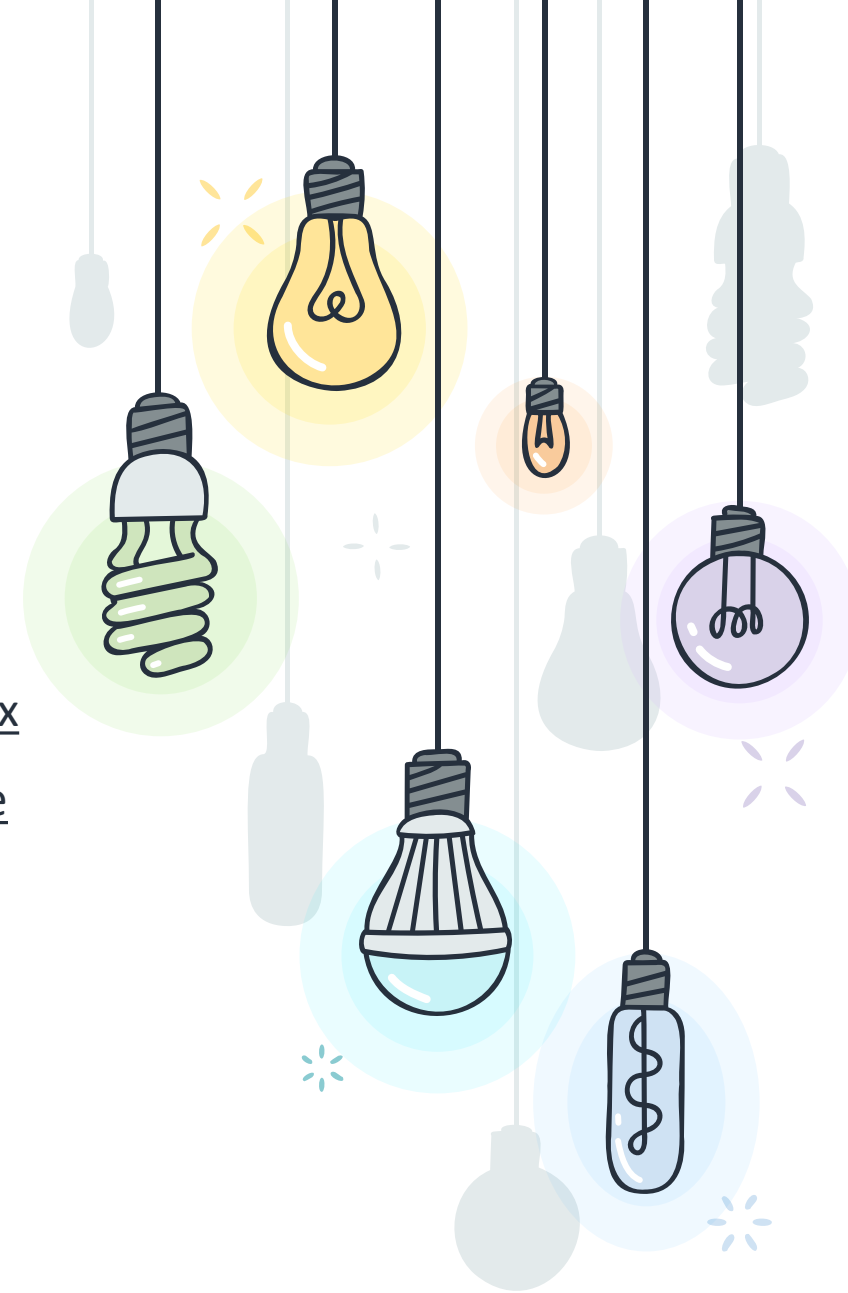
## \* SOLICITATIONS - WORKING WITH MCPS

### + MCPS Procurement websites

- o <https://procurement.montgomeryschoolsmd.org/home/Bids>
- o <https://ww2.montgomeryschoolsmd.org/calendar/mcpsbids.aspx>
- o <https://www2.montgomeryschoolsmd.org/departments/procurement/supplier-portal/>

### + eMMA - eMaryland Marketplace Advantage

- o All of our solicitations are posted to eMMA
- o Vendor registration is encouraged for notification







# VENDOR RESPONSES

Ways to work with MCPS:

- + Register with eMMA
- + Register with MCPS Supplier Portal
- + RFP and Bid responses are required to be hard copy submissions
- + We are working toward electronic submissions, supplier portal registration is the first step

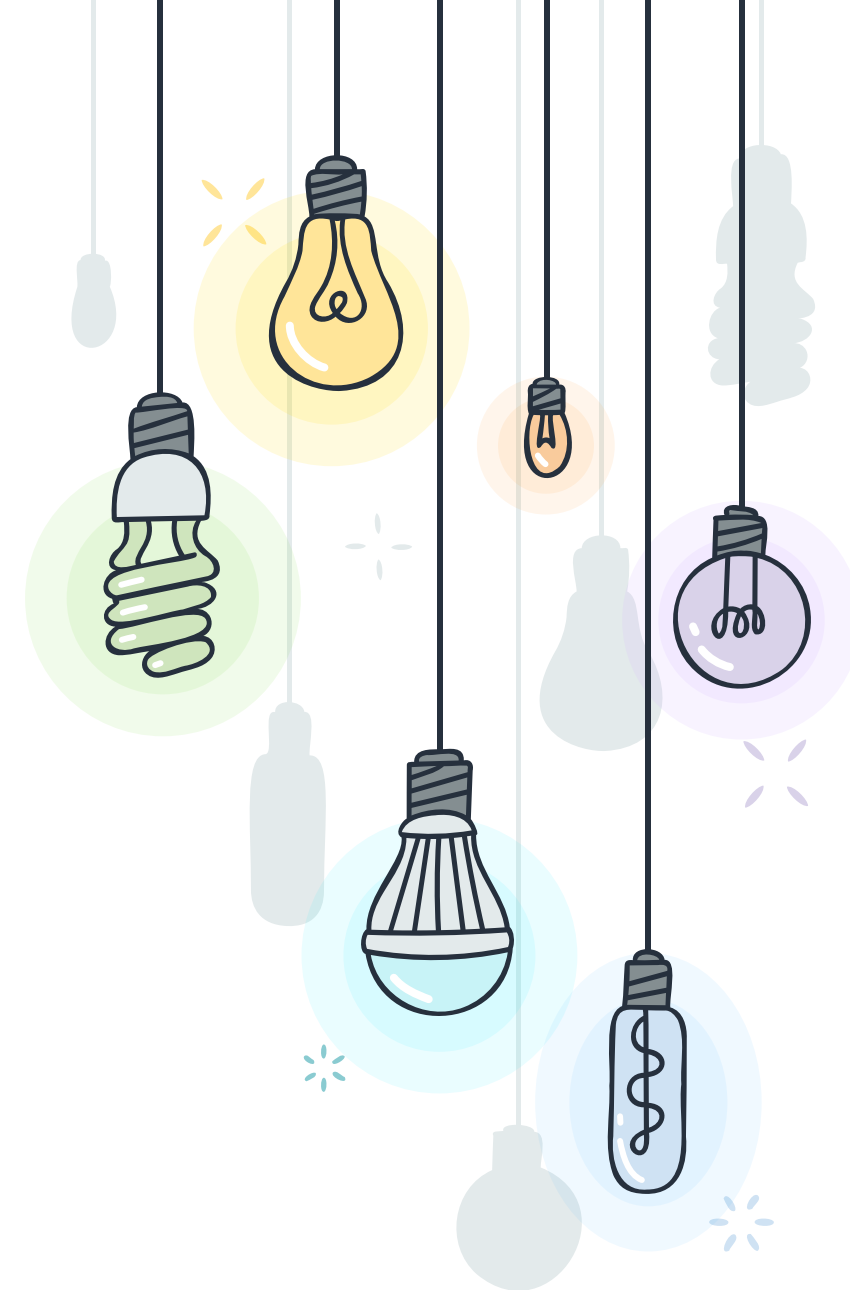
# VENDOR CALENDAR



Registering for eMMA so you, as a vendor, can receive the notifications and checking the MCPS Procurement website is the best way to keep up with our open solicitations.

The vendor calendar also shows what is currently open for the month.

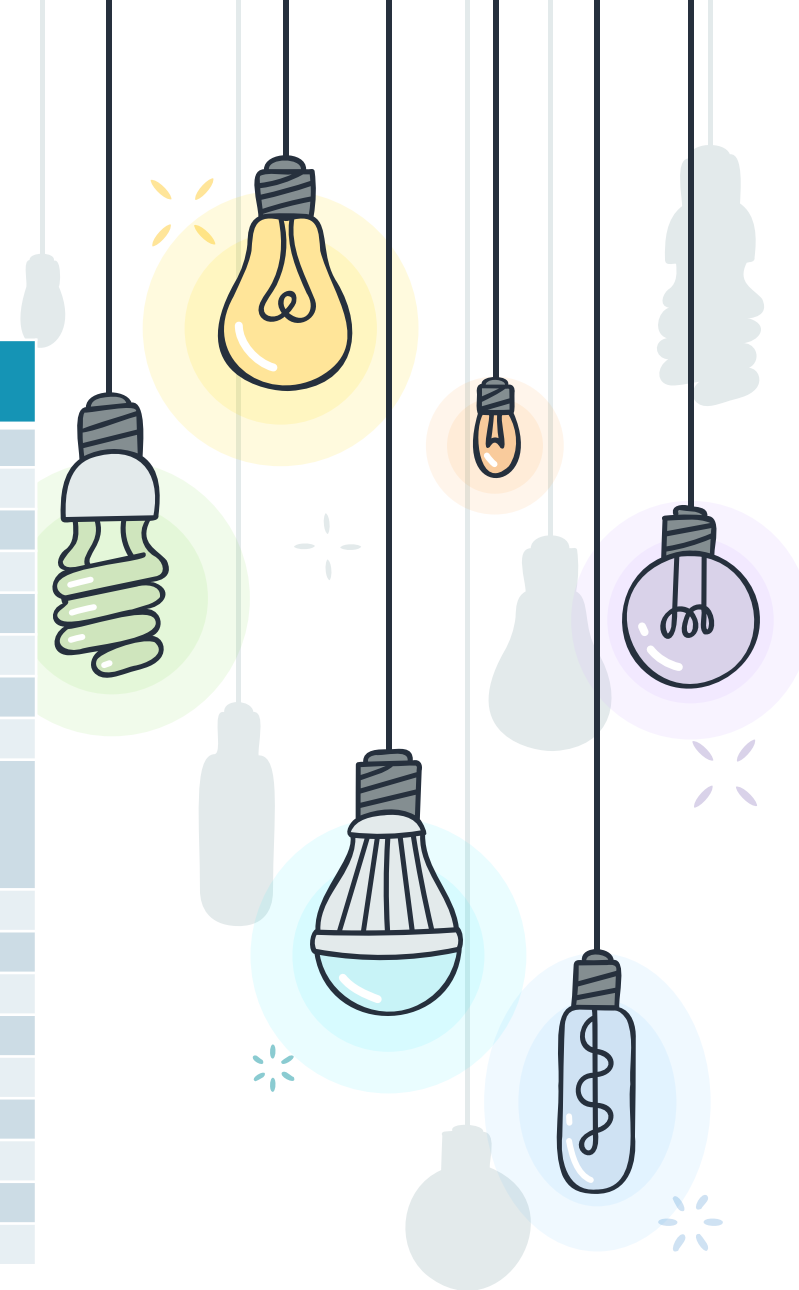
August 2024		September 2024			October 2024	
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	2	3	4	5	6	7
8	9	10 <a href="#">4202.4.15</a> 04:00 PM	11	12	13	14
15	16	17 <a href="#">INVITATION FOR BID # 4091.10, ART AND SCHOOL PAPERS SH</a> 02:00 PM	18	19 <a href="#">9776.1 GENERATOR AND ELECTRICAL EQUIPMENT REPLACEMENT AT SLIGO CREEK ES - SD</a> 02:00 PM	20	21
22	23	24	25 <a href="#">9773.1 ELEVATOR MODERNIZATION AT GREENCASTLE ES AND WALT WHITMAN HS - SD</a> 02:00 PM	26	27	28
29	30					



# UPCOMING SOLICITATIONS



Bid/RFP#	Title	Estimated Release
4005.9	Woodwind and Brass Instrument Repairs	March 2025
4047.10	Flooring Materials	November 2024
4097.7	Science Equipment Repair Services	October 2025
4127.6	Recycling Services	June 2025
7004.16	Audio and Visual Equipment and Supplies	
7060.4	Towing transport and Recovery of Vehicles and Buses	August 2025
7066.8	Vehicle Maintenance, Repair and Inspection	July 2025
7076.8	Auto Shop Equipment	May 2025
7141.6	Telecommunications and Network Wiring Installation and Integration, and Broadband Cable Network and Installation of Internal and External IP Surveillance Cameras	
7149.6	Tires, Mounting & Balancing	June 2025
7195.5	Computer Supplies	
9013.11	Industrial & Tech Ed Hand Tools	September 2025
9114.14	Canned Fruits and Vegetables	November ??
9142.2	Large Commercial Kitchen Equipment	April 2025
9397.8	Fire Alarm, Sprinkler Sytems Inspections/Testing, Service and Repairs	February 2025
9463.2	Commercial Kitchen Equipment and Repair	March 2025
9730.2	Roofing Maintenance Programs at Various Facilities with Vegetative Roofs	March 2025
ERate	Wifi Hotspots	On the Street





**City of Rockville**

**Jessica Lewis**



# Doing Business with the City of Rockville

Presented by:

Jessica Lewis, CPPO, CPPB, MBA

Director of Procurement



# Overview

- The **mission** of the Procurement Division is to provide support to the City by performing the procurement function and materials management operation in a customer-focused, strategic, ethical and transparent manner while ensuring opportunities to our diverse business community and complying with applicable governing laws and policies.
- The **ideal capabilities of our vendors** include fair and reasonable price, quality of product/service, strong customer service and ethics/integrity. Likewise, the City pledges integrity and open and fair competition with our vendors.
- The **City buys** all types of products and services: from commodities to construction to various professional services (IT related, consulting in multiple areas: planning, public information, recreation & parks, public works).



# City of Rockville: Upcoming Solicitations

Contract Title	Solicitation Method	Estimated Solicitation Date
Residential Rehabilitation/Repairs to Single Family Homes	Request for Quotes /Informal	On-Going
Architectural and Engineering Services (Multiple Award)	Request for Proposals/Formal	10/2024
Occupational Medical and Urgent Care Services	Request for Proposals/Informal	11/2024
Temporary Labor Services	Invitation for Bids/Formal	11/2024
Fleet and Monroe Streets Shared-use Patch Design	Request for Proposals/Formal	12/2024
Dog Waste Removal	Invitation for Bids/Formal	2/2025
Bus Stop Improvement Equipment	Invitation for Bids/Formal	3/2025
Emergency Operations Center / AV Solution	Invitation for Bids/Formal	4/2025

The above list is a sampling of upcoming solicitations. A complete listing can be found at: <https://www.rockvillemd.gov/231/Procurement> and includes Procurement contact information.  
Note: The estimated solicitation dates may be subject to change



# Resources

- The City's Upcoming solicitations/forecast can be found on our website at: <https://www.rockvillemd.gov/231/Procurement>
- The City utilizes a Collaboration portal where all bids/proposals are submitted electronically. Instructions and information may be found on our website at: <https://www.rockvillemd.gov/bids.aspx>
- The City also posts its solicitations on eMaryland Marketplace (eMMA): <https://emma.maryland.gov/page.aspx/en/usr/login?ReturnUrl=%2fpage.aspx%2fen%2fbuy%2fhomepage>





# Contact Information

- Provided is the link to Procurement on the City's website:  
<https://www.rockvillemd.gov/231/Procurement>
- Please contact us, we look forward to talking with you:
  - Jessica Lewis, CPPO, CPPB, MBA, Director of Procurement  
240-314-8432  
[jjlewis@rockvillemd.gov](mailto:jjlewis@rockvillemd.gov)
  - Jonathan Pierson, CPM, Assistant Director of Procurement  
240-314-8433  
[jpierson@rockvillemd.gov](mailto:jpierson@rockvillemd.gov)
  - Pat Ryan, CPPB, MBA, Principal Buyer – email/call for technical one on one assistance  
240-314-8434  
[pryan@rockvillemd.gov](mailto:pryan@rockvillemd.gov)
  - Thomas Ellison, CPPB, Principal Buyer  
240-314-8436  
[tellison@rockvillemd.gov](mailto:tellison@rockvillemd.gov)
  - Regina Washington, Senior Buyer  
240-314-8431  
[rwashington@rockvillemd.gov](mailto:rwashington@rockvillemd.gov)
  - Christos Bazekis, Buyer  
240-314-8446  
[cbazekis@rockvillemd.gov](mailto:cbazekis@rockvillemd.gov)



**WSSC Water**  
**Angela Gaskins**



# Procurement at WSSC

**Angela Gaskins, Senior Procurement Specialist**

**September 26, 2024**

# WSSC WATER AT A GLANCE

 **106 years** of no drinking water quality violations, ever.



**8th**

Largest water utility in the United States



**1.9M**

Residents served



**162 MGD**

Water provided each day



**1000 Sq. Miles**

Size of WSSC Water's Service Area



**1,700+**

Members of Team H<sub>2</sub>O deliver on our mission



**\$114.9B**

WSSC Water supports the economic output of Prince George's and Montgomery counties



**\$1.8B**

FY2025 Operating & Capital Budget



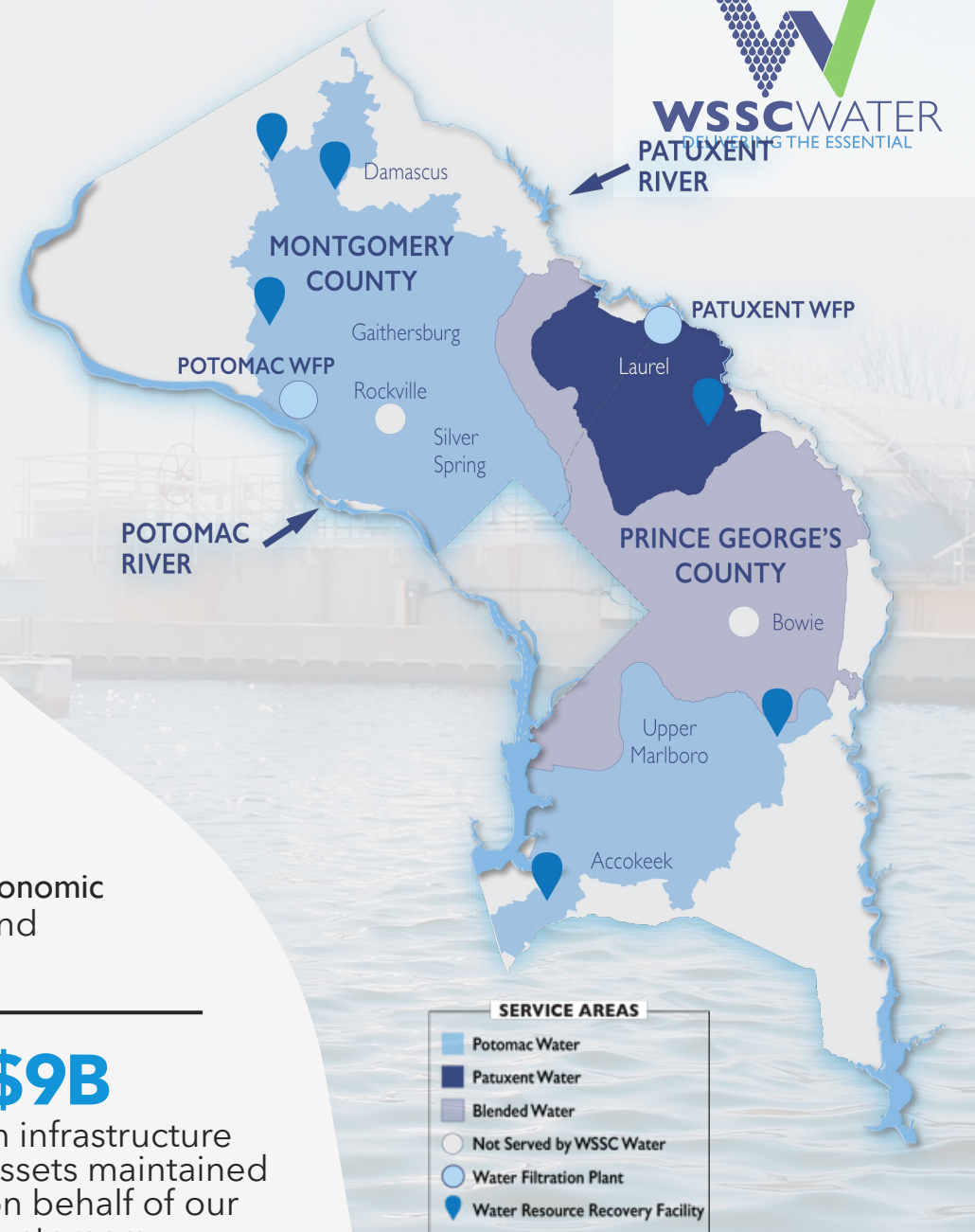
**\$5.9B**

6-Year Capital Improvements Program



**\$9B**

In infrastructure assets maintained on behalf of our customers



# What Do We Buy

The following list provides examples of the goods and services that Procurement purchases on behalf of the End-Using Departments in support of our clean water mission.

<b>GOODS</b>	<b>SERVICES</b>
Chemicals	Construction Services
Office Supplies	Water & Wastewater Asset Assessments
Pipes, Valves, and Fittings	Facility Maintenance and Rehab
IT Equipment	IT Consulting Services
Vehicles	A&E Consulting Services
Various Meters	CCTV and Inspection Services
Laboratory Supplies	Temporary Field Personnel
MRO Goods	Cleaning & Restoration

# How We Buy

The dollar values below represent thresholds at which goods or services are procured via P-Cards, small purchases and solicitations.

Name	Threshold (\$)	Basis of Award	Examples
Micro/Purchase Card	<\$5,000	N/A	<ul style="list-style-type: none"> <li>• Books</li> <li>• Training Materials</li> </ul>
Small Purchases	\$5,001 - \$100,000	Lowest Price	<ul style="list-style-type: none"> <li>• Small Tools &amp; Equipment</li> <li>• Small Repair Services</li> </ul>
Invitation for Bid (IFB)	>\$100,000	Technical Acceptance followed by Lowest Price	<ul style="list-style-type: none"> <li>• Water Main Replacement</li> <li>• Hauling Services</li> </ul>
Multi-Step (IFB)	>\$100,000	Lowest Price	<ul style="list-style-type: none"> <li>• Audio Visual Services</li> <li>• Cabling Services</li> </ul>
Request For Proposal (RFP)	>\$100,000	Most Advantageous	<ul style="list-style-type: none"> <li>• Consulting Services</li> <li>• Electrical Upgrades</li> </ul>


# Tips to Succeed in the Solicitation Process



## Pay Attention to Detail

- Understand solicitation requirements
- Provide all required documentation
- Follow all response formatting requirements

## Spend Your Time Wisely

- Check to make sure you meet the minimum requirements
  - Ask questions early
  - Do not make assumptions about the solicitation
  - Submit completed response on time
- 



## Put Effort Into Your Response

- Tailor responses to the specific RFP requirements
- Clearly and concisely address each evaluation criteria
- Emphasize competitive strengths and company's strengths
- Proofread before final submission

# FAQs to the WSSC Water Bid Process



Question	Answer
How do I get on WSSC Water's bid list for contract opportunities?	To receive e-mail notifications on contract opportunities, suppliers must register in the WSSC Water Supplier Portal identifying their (NAICS) for the commodity and services they wish to receive notifications.
How do I meet primes?	<ol style="list-style-type: none"><li>1. Attend network meetings/sessions</li><li>2. View registered suppliers on wsscwater.com</li><li>3. Ask for sign-in sheets from pre-proposal conferences</li></ol>
How do I know if there is a pre-proposal conference?	There are 2 ways to know: <ol style="list-style-type: none"><li>1. From the posted abstract on wsscwater.com</li><li>2. On the solicitation itself in the Supplier Portal</li></ol>
Can I request a debriefing for an IFB? RFP?	You may request a debriefing a Request for Proposal.



# Upcoming Solicitations

The following is a list of some of the proposed solicitations through December 2024. A complete list may be obtained by visiting <https://www.wsscwater.com/contracts>.

## FY2025, Q1

Solicitation Description	Service Type	Potential Solicitation Type	*Estimated Posting Date (FY is July 1 – June 30)	Current Status	Department	NAICS Code	Estimated Contract Value	Contract Length
Environmental Engineering Services BOA	A&E	RFP	FY25, Q1	Planning	Engineering & Construction	237990	\$3 Million - \$5 Million	5 Years
Cabin Branch Watermain Replacement	Construction	IFB	FY25, Q1	Planning	Engineering & Construction	237110	\$5 Million - \$10 Million	670 Days
Haverford Drive Watermain Replacement	Construction	IFB	FY25, Q1	Planning	Engineering & Construction	237110	\$3 Million - \$5 Million	376 Days
Western Branch WRRF SS6 Decommission and New Warehouse	Construction	IFB	FY25, Q1	Planning	Engineering & Construction	237110	\$3 Million - \$5 Million	2 Years

## FY 25, Q2

Solicitation Description	Service Type	Potential Solicitation Type	*Estimated Posting Date (FY is July 1 – June 30)	Current Status	Department	NAICS Code	Estimated Contract Value	Contract Length
Temporary Personnel Services for Development Services Division	A&E	RFP	FY25, Q2	Planning	Engineering & Construction	561320	\$500,000 - \$1 Million	5 Years
Commercial Landscaping and Restoration Services	Goods & Services	RFP	FY25, Q2	Planning	Engineering & Construction	237990	\$1 Million - \$5 Million	5 Years
Area Water Sewer House Connection Construction	Construction	IFB	FY25, Q2	Planning	Engineering & Construction	237110	\$1 Million - \$5 Million	4 Years
Andrews Elevated Water Tank Rehabilitation	Construction	IFB	FY25, Q2	Planning	Engineering & Construction	236220	\$8 Million - \$9 Million	540 Days

# View Solicitations And Bid Statuses

Links for proposed solicitations, abstracts of current bids, and award statuses are on the following webpage: <https://www.wsscwater.com/contracts>.

The screenshot shows a web browser window with the URL [www.wsscwater.com/contracts](https://www.wsscwater.com/contracts). The browser's address bar and tabs are visible at the top. The website's header includes the WSSC Water logo on the left, a language selection dropdown, and navigation links for NEWS, PUBLIC NOTICES, CAREERS, EMPLOYEE PORTAL, SIGN UP / LOG IN, WHO WE ARE, WHAT WE DO, GET INVOLVED, WORK WITH US, and CUSTOMER SERVICE. A search icon is located on the right side of the header. Below the header, a breadcrumb trail reads: [Home](#) » [Work With Us](#) » [Procurement](#) » Solicitation Information. The main heading is "Solicitation Information" in large white text on a dark blue background. Below the heading, a sub-heading reads "Learn more about solicitations at WSSC Water."

*Vendors large and small have many opportunities to do business with WSSC Water. Here is an overview how the WSSC Water Procurement Office solicits new business.*

# How To View And Download Solicitations

To be eligible to bid on WSSC Water solicitations, prospective vendors must register in our Supplier Portal System. However, registration is not required to view and download solicitations. Simply click on the solicitation number.

## WSSC Water Solicitations

### Search

Solicitation #

\* Status

Sort By:

Title

Note: Title search is case insensitive

\* Type

Note: Click on the solicitation # to view / download the solicitation

Solicitation #	Type ▲	Status ▲	Title ▲	Open Date ▲	Close Date ▲
48334,2	RFI	Active	Request for Information (RFI) for Rehabilitation and Rebuilding Services for Equ	28-Jun-2024	20-Sep-2024
48333,2	RFI	Active	Request for Information (RFI) for Equestrian Center Management Services	28-Jun-2024	20-Sep-2024
48381	Auction	Active	Fire Sprinkler Services	12-Aug-2024	23-Sep-2024
48410,1	Auction	Active	48410: Cherry Hill Road Water Main Replacement	02-Sep-2024	24-Sep-2024
48232,1	Auction	Active	IFB 48232 - UST and AST Inspection, Testing, and Maintenance Services	10-Sep-2024	26-Sep-2024
48315,3	Auction	Active	IFB 48315 Meter Accessories (Meter Gaskets)	19-Sep-2024	26-Sep-2024
48394	RFQ	Active	Calculation of Miscellaneous Fees	16-Sep-2024	01-Oct-2024
48384	RFQ	Active	Video-Based Vibration Monitoring	16-Sep-2024	01-Oct-2024
48412,1	Auction	Active	Meadowood Drive Water Main Replacement	10-Sep-2024	08-Oct-2024
48433	Auction	Active	White Oak Water Main Replacement	13-Sep-2024	10-Oct-2024
48376	RFQ	Active	Commissioner's Auditorium and Conf. Room Audio & Visual Design & Installation	16-Sep-2024	11-Oct-2024
48426	RFQ	Active	Leland Street 54" Large Sized Valve Vault Replacement	13-Sep-2024	15-Oct-2024
48422	Auction	Active	Goucher Drive Water Main Replacement	13-Sep-2024	15-Oct-2024
48419	Auction	Active	Roofing Repairs	16-Sep-2024	15-Oct-2024
48435	Auction	Active	Bock Road Transmission Water Main Replacement	19-Sep-2024	17-Oct-2024


# WSSC Water's Bidding Process

The following is an overview of the process to submit bids/proposals for solicitations.



# Upcoming Events


Please scan the QR Code below to view information about upcoming and past outreach events.



**Parkway Water Resource Recovery Facility (WRRF) Electrical Upgrades Design-Build**

WSSC Water  
14501 Sweitzer Lane  
Laurel, MD 20707

Learn about the upcoming solicitations at WSSC Water.



Thursday, October 10, 2024 10:00 AM to 11:30 AM Auditorium



**SCAN ME**



# Maryland National Capital Park and Planning Commission

**Diona Guy**



# Supplier Diversity and Inclusion

The office of Supplier Diversity and Inclusion strategically prioritizes advocating for diverse, small, and local businesses. We aim to broaden access to contracting opportunities, cultivate a sustainable supplier database, and oversee compliance and performance on M-NCPPC contracts.

SDI is committed to fostering an inclusive culture that is representative of the communities in which we work and live. We operate with purpose and intention to serve our diverse and emerging businesses.

SDI recognizes the value in strengthening connections with the small businesses that drive our procurement; specifically supporting those that are owned by historically under-represented groups, including minorities, women, disabled, small and local, Veteran, LGBTQIA+, racially and economically disadvantaged companies.

We strive to engage, encourage, and educate suppliers in How to Do Business with M-NCPPC!



Upcoming  
Procurement  
Opportunities



# RFP P45-107\_SPLEX Janitorial Services



## Project Description:

Maryland-National Capital Park and Planning Commission (“M-NCPPC” or “Commission”) is soliciting proposals from qualified janitorial service providers for building cleaning services at Sports and Learning Complex (“SPLEX”) located in Prince George’s County, Maryland at 8001 Sheriff Road, Landover, Maryland 20785. The selected janitorial service provider (“Contractor”) shall provide all management, supervision, personnel, materials, tools, transportation, and equipment necessary for the effective and timely accomplishment of the required services.

Release Project Date:  
September 6, 2024

Pre-Proposal Meeting (Non-Mandatory):  
September 20, 2024

Question Submission Deadline:  
September 26, 2024, 4:00pm

Question Response Deadline:  
October 3, 2024, 4:00pm

Proposal Submission Deadline:  
October 8, 2024, 3:00pm

Contractor Selection Date:  
November 15, 2024

# B45-109: Supply and Delivery of Various Athletic Field Materials



## Project Description:

The Maryland-National Capital Park and Planning Commission (M-NCPPC or Commission) is soliciting bids for the supply and delivery of various athletic field materials. Materials covered in this bid include aerator tines, fertilizers, pesticides, plant growth regulators, athletic field marking chalk/paint, hydro mulch, tarp pins, tree bark protectors, irrigation bags, compost, infield mixes, various soil conditioners and miscellaneous athletic field and landscaping supplies.

Release Project Date:  
September 11, 2024

Pre-Proposal Meeting (Non-Mandatory):  
October 3, 2024, 10:00am

Question Submission Deadline:  
October 4, 2024, 4:00pm

Question Response Deadline:  
October 14, 2024, 4:00pm

Proposal Submission Deadline:  
October 18, 2024, 12:00pm

Contractor Selection Date:  
November 18, 2024

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What's New  
with SDI?



## Announcements

### SDI Business Initiatives:

- Small & Local Business Preference Program- Coming soon 2025!
- Diverse and Emerging (MFD) Business Program- Coming soon 2025!
- Diversity Management System (DMS) Diverse Supplier & Contract Compliance Management Portal- Coming soon 2025!
- Disparity Study- Coming soon 2025!

## Outreach

### Social Media

LinkedIn: <https://www.linkedin.com/in/osdi>

Instagram: [https://instagram.com/mncppc\\_osdi](https://instagram.com/mncppc_osdi)

Online Vendor Sessions: **Will resume January 2025!**

<https://outlook.office365.com/book/MNCPPCSupplierDiversityInclusion@mncppc.org/>

# Resources

- SDI Website

<https://www.mncppc.org/sdi/>

- OpenGov

<https://procurement.opengov.com/portal/mncppc>

- Procurement Registration Portal

<https://mncppcprod-lm01.cloud.infor.com:1442/lmscm/SourcingSupplier/html/SourcingSupplier?csk.SupplierGroup=100&csk.CHP=LMPROC>

- Contact: [OSDI@mncppc.org](mailto:OSDI@mncppc.org)



**WMATA**  
**Jontae Rice**

# Doing Business with Metro

## Office of Procurement & Materials

Jontae M. Rice  
Category Manager





# Who We Are (6 Procurement Teams)

- **Wondem Asres**– Executive Services
- **Robert Jones**- Construction
- **Jim Knighton** – Bus
- **Irene Mathis** – Information Technology (IT)
- **Jontae Rice** – Facilities/Maintenance
- **Fred Voellm** – Rail



## Who We Are and What We Do

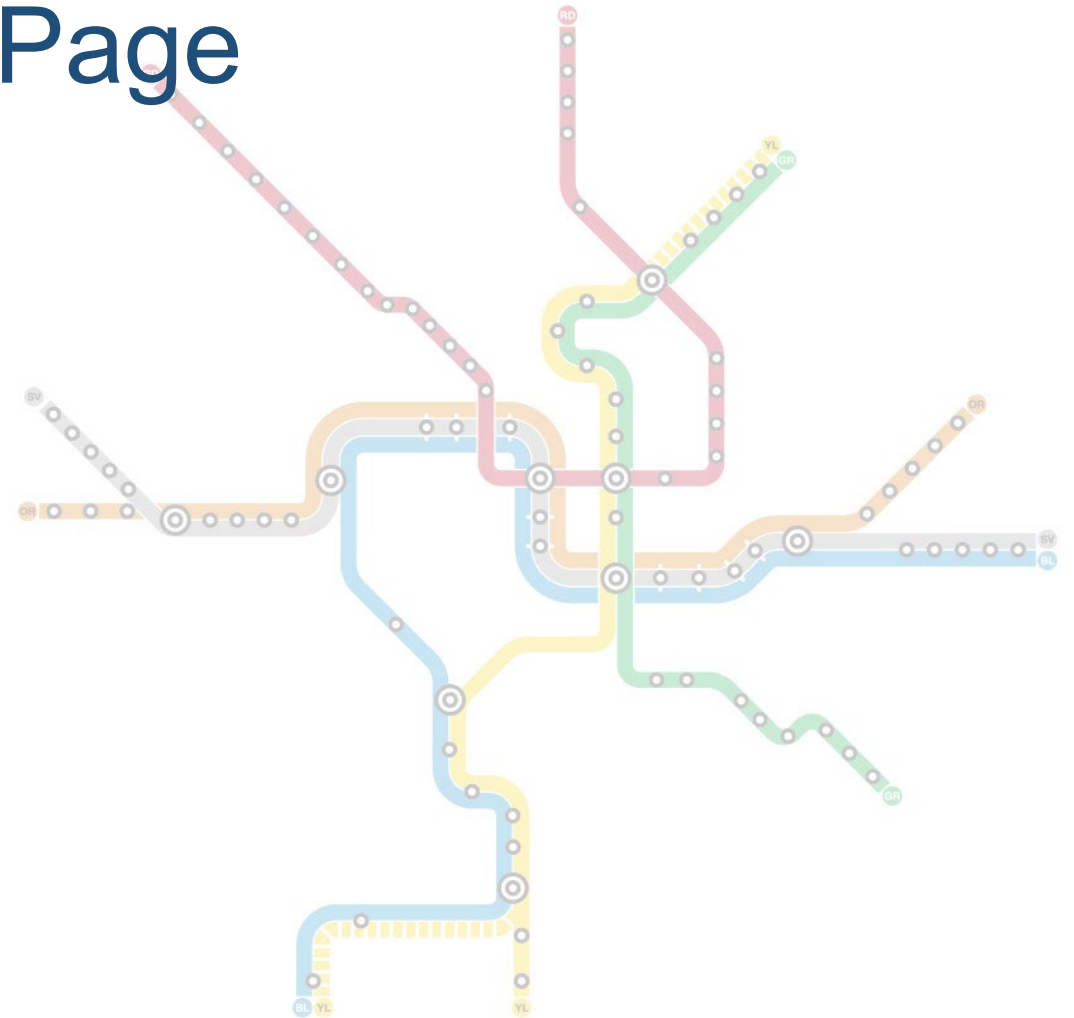
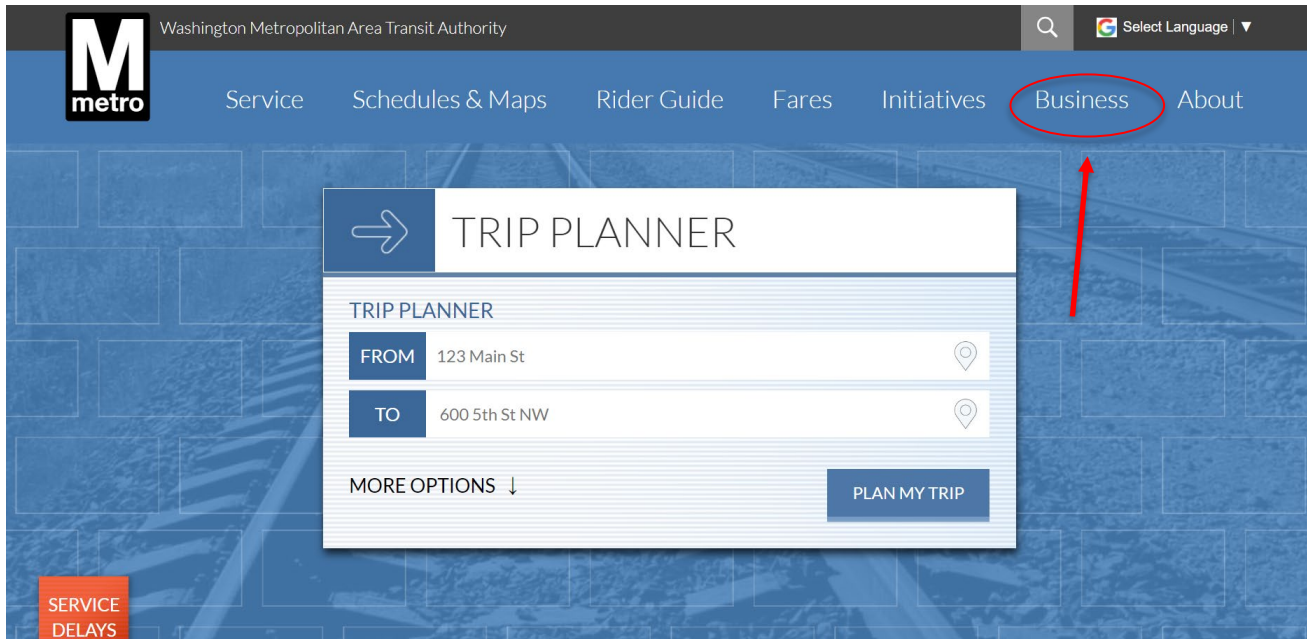
- Transit provider for the National Capital Region, providing safe, clean and reliable service to both residents and visitors.
  - Third largest rail transit system
  - Sixth largest bus network
  - Fifth largest paratransit service
- We keep METRO moving – by providing expert, professional acquisition services in support of the transportation service needs of customers across the jurisdictions serviced by Metro, while maintaining compliance with federal and local agency procurement laws and regulations.

# How To Do Business with Us

- All Procurements are solicited through our Supplier Portal on our METRO website ([www.WMATA.com](http://www.WMATA.com)).
- Vendors must be registered as a bidder to bid for items or projects.
- All bids, quotes and proposals must be submitted electronically.
- Updated W9's are required to be fully setup as a vendor for any award to be issued.



# Accessing the Procurement Page



# Accessing the Procurement Page

The screenshot shows the Washington Metropolitan Area Transit Authority website. The top navigation bar includes the Metro logo, the text 'Washington Metropolitan Area Transit Authority', a search icon, and a 'Select Language' dropdown. Below this is a secondary navigation bar with links for 'Service', 'Schedules & Maps', 'Rider Guide', 'Fares', 'Initiatives', 'Business', and 'About'. A dropdown menu for 'Business' is open, showing 'Open Business options'. The main content area features a list of business-related links: 'SmartBenefits®', 'Advertising Opportunities', 'Customer Deals & Discounts', 'Adjacent Construction Program', 'Procurement & Contracting', 'Small Business Programs Office', and 'Real Estate & TOD'. The 'Procurement & Contracting' link is circled in red, and a red arrow points to it from the left. To the right of this list is a piggy bank icon with a dollar sign, followed by the text 'Save \$\$\$ with SmartBenefits®' and a 'READ MORE' link. The background of the page features a stylized, colorful transit map on the right side.

# Accessing the Procurement Page

Washington Metropolitan Area Transit Authority

Service Schedules & Maps Rider Guide Fares Initiatives Business About

Home | Business | Procurement | Procurement and Contracting

## PROCUREMENT AND CONTRACTING

[WMATA Procurement Opportunities](#)

[WMATA Supplier Portal](#)

[Automated Vendor Invoicing](#)

[Vendor Resources](#)

[Surplus Property](#)

### Procurement and Contracting

[Moving Business to the Future: Metro's Virtual Conference](#)

The Office of Procurement and Material is dedicated to providing quality goods and services to support Metro's mission in a professional and ethical manner while striving to exceed customer expectations.

Before bidding on procurements being sourced by Metro, all vendors must register in the Vendor Registration System.

- To create a profile, use our [New Vendor Registration System](#).
- To review and/or update your password, business telephone number, point of contact, or email address please follow this link: [Vendor Registration Update](#).

# Accessing the Supplier Portal



WMATA Supplier Portal

Capital Project Opportunities  
Newsletter

Automated Vendor Invoicing

Vendor Resources

Surplus Property





Business Forms

Debarments & Suspensions

Before bidding on procurements being sourced by Metro, all vendors must register in the Vendor Registration System.

- To create a profile, use our [New Vendor Registration System](#).
- To review and/or update your password, business telephone number, point of contact, or email address please follow this link: [Vendor Registration Update](#).
- Sign up for the [Procurement Opportunities Quarterly Newsletter](#).

## Important Manuals and Documents:

-  [Federal Terms and Conditions](#)
-  [Standard Terms and Conditions](#)
-  [Standard Non-Federal IT Terms and Conditions](#)
-  [Non-Federal Representation and Certifications](#)

# Responding to Solicitations

- Be sure to read RFQ, IFB, RFP solicitations thoroughly for all requirements.
- Be sure to read the instructions to ensure your proposal is responsive, RFP's have three parts.
- Check for any DBE or MBE requirements.
- Pricing must be ALL Inclusive (shipping, etc.).
- Be sure to submit your bid/proposal before the solicitation closing date and time.
- Issues with the WMATA supplier portal should be directed to [PRMT\\_SupplierSupport@wmata.com](mailto:PRMT_SupplierSupport@wmata.com)





# Responsiveness and Responsibility

- To be considered for award, a bid must be responsive, and the bidder must be responsible. Bids may be rejected if they are found to be non-responsive or the bidder is found to be non-responsible.
- A bid is responsive if it conforms in all material aspects to the requirements of the solicitation by the scheduled time of submission and does not require further discussions with the bidder.
- A bidder is responsible if the contractor possesses the ability to perform successfully under the terms and conditions of the proposed procurement.



# Responsiveness and Responsibility Continued...

- Responsiveness – Did you provide proof of everything we requested at the scheduled time?
- Responsibility – On paper, does your company appear to be responsible?



# Tips for Success!

## Responding to Requests for Proposals (RFPs) Successfully

### Proposal Format Instructions/Requirements –

- ✓ PRICE SCHEDULE – **VOLUME I**
- ✓ TECHNICAL PROPOSAL – **VOLUME II**
- ✓ SUBMITTAL REQUIREMENTS IN EVALUATION CRITERIA – **VOLUME III**
- ✓ SOLICITATION, OFFER & AWARD FORM (must be signed) – **VOLUME III**
- ✓ REPRESENTATIONS AND CERTIFICATIONS (must be signed) – **VOLUME III**
- ✓ PRE-AWARD EVALUATION DATA (must be signed) – **VOLUME III**
- ✓ ACKNOWLEDGMENT OF AMENDMENTS (must be signed, if any) – **VOLUME III**
- ✓ PROOF OF INSURANCE ELIGIBILITY – **VOLUME III**
- ✓ APPENDIX B (if applicable) – **VOLUME III**




# Open Procurements as of 9.24.24

Solicitation ID	Solicitation Method▲	Solicitation Name	End Date▲
WMATA-0000010129		CTEM Gear Lockers	09/25/2024 12:00 PM EDT
WMATA-0000010092	IFB	ACCS Fuel Card Provisioning Services	10/30/2024 02:00 PM EDT
WMATA-0000010006	IFB	115 RE Rail- bound Manganese Steel Alternate De	10/11/2024 04:00 PM EDT
WMATA-0000010073	IFB	Advance Notice: Sewer Ejector Replacement (PhaseA)	10/11/2024 02:00 PM EDT
WMATA-0000010053	IFB	Sewer Ejector Replacement - 10 Locations (Phase A)	10/11/2024 02:00 PM EDT
WMATA-0000010031	IFB	Egress Shaft Distributed Antenna System Buildout	10/01/2024 03:00 PM EDT
WMATA-0000010125	RFI	RFI-End of the Line Bus Terminal Interior Cleaning	10/23/2024 02:00 PM EDT
WMATA-0000010061	RFP	General Architectural and Engineering Consultant	10/31/2024 02:00 PM EDT
WMATA-0000010116	RFP	Bridge & Culvert Inspection Services	10/17/2024 02:00 PM EDT
WMATA-0000010088	RFP	Consultant Support for Cloud Based TSP	10/16/2024 02:00 PM EDT
WMATA-0000010021	RFP	External Auditor Services FYs 2025-2029	10/16/2024 02:00 PM EDT

# Open Procurements Continued

WMATA-0000010013	RFP	O&M Support of ERP Applications	10/14/2024 02:00 PM EDT
WMATA-0000009970	RFP	Multi-Year Procurement for Web Technology Apps	10/14/2024 02:00 PM EDT
WMATA-0000010036	RFP	Four (4) Commercial Grade Inspection & Mapping Dro	10/04/2024 05:00 PM EDT
WMATA-0000009894	RFP	CCMNT23198 - 6K HVAC OVERHAUL	10/04/2024 05:00 PM EDT
WMATA-0000010007	RFP	Enterprise Energy Monitoring Software (SaaS	10/04/2024 04:00 PM EDT
WMATA-0000010071	RFP	Enterprise - Wide Video System	10/02/2024 05:00 PM EDT
WMATA-0000010099	RFP	Adv Notice Bus Shelter Replace Prg MFG and Compo.	09/30/2024 12:58 PM EDT
WMATA-0000010114	RFP	CIT01255029_AVAYA E911 Emergency Location	09/27/2024 12:00 PM EDT
WMATA-0000010014	RFP	Multi-Year New Procurement for Enterprise Tools an	09/25/2024 02:00 PM EDT
WMATA-0000010115	RFQ	Battery Chargers	09/30/2024 04:00 PM EDT

# Procurement Opportunities Newsletter

 Washington Metropolitan Area Transit Authority 🔍 Select Language ▼

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SUBSCRIBE TO

## Procurement Opportunities Newsletter



Subscribe to our New Quarterly Newsletter

The Washington Metropolitan Area Transit Authority (WMATA/Metro) is excited to share the third release of the new Procurement Opportunities Quarterly Newsletter in September 2022.

The Quarterly Newsletter will provide information on prospective procurement opportunities, upcoming engagement events, and guidelines for working with Metro. The newsletter will help consultants, contractors, manufacturers, and suppliers, as well as the public, gain visibility into the procurement pipeline for architectural, engineering and professional services, and construction projects.

All consultants, contractors, manufacturers, and suppliers, as well other interested recipients are encouraged to sign-up to receive Metro's Procurement Opportunities Quarterly Newsletter. The newsletter will be delivered electronically. To ensure that you receive our newsletters, please add the email address [MetroProcurementOutreach@wmata.com](mailto:MetroProcurementOutreach@wmata.com) to your contacts. Your email address will not be used for any purpose other than delivering these newsletter issues and related procurement outreach information, in keeping with Metro's [privacy policy](#).

Please register to receive Procurement Opportunities Quarterly Newsletter:

\* **Email**

\* **First Name**



# For More Information on WMATA's Small Business Programs Office, Visit Our Website:



Learn How to Get Certified, Access Available Procurements and Register for Upcoming Outreaches.

# Contact WMATA's Small Business Programs Office:



[SBPOHotline@WMATA.com](mailto:SBPOHotline@WMATA.com)





# Questions?

Please raise your hand or  
approach the microphone in  
the center aisle.



Office of  
**Procurement**  
MONTGOMERY COUNTY, MD

# Thank you for attending!

Please complete the survey via QR Code on  
your program.