



# Scaling Smart

A Guide to Montgomery County Contracts



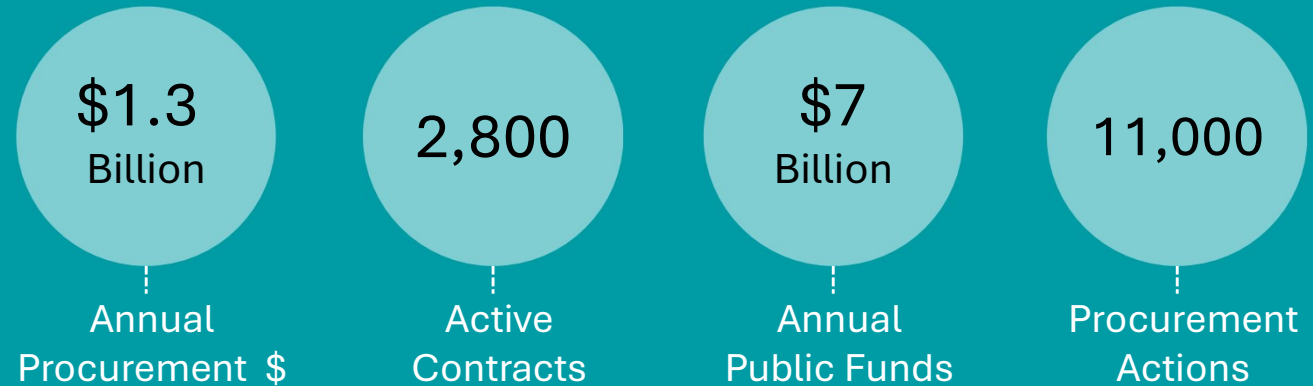
## Core Values

- **Efficiency**
- **Collaboration**
- **Empathy**
- **Transparency**

## Our Mission

The Office of Procurement obtains goods, services and construction for the County Government using a wide variety of purchasing methods and procedures. The Office of Procurement strives to maximize value and competition for Montgomery County residents, while maintaining integrity, transparency and legal requirements. The procurement process includes checks and balances and is comprised of multiple participants.

[www.montgomerycountymd.gov/procurement](http://www.montgomerycountymd.gov/procurement)



# County Budget and Spending

OMB: [www.montgomerycountymd.gov/OMB](http://www.montgomerycountymd.gov/OMB)



# Procurement and Solicitation Types

- **Formal Solicitations (>\$100K)**
  - Invitation for Bids (IFB)
  - Request for Proposals (RFP)
- **Informal Solicitations (< \$100K, > \$10K )**
  - Follows a streamlined procurement process
  - Reserved under the LSBRP
- **Direct Purchase (< \$10K)**  
Departments procure directly
- **Open Solicitations**  
Fixed pricing, “open until filled”

## Purchasing Categories

- Goods
- Professional Services
- Non-professional Services
- Construction

## Other Procurement Types

- Bridge Contract
- Non-competitive Contract
- Public Entity Procurement
- Cooperative Procurement
- Emergency Procurement

# County Procurement Solicitations

<https://www.montgomerycountymd.gov/PRO/solicitations/index.html>

<b>IFB #</b> <b>1178674</b>	<b>Local Small Business Tree Maintenance and Stump Grinding Services</b> <b>This solicitation is hosted on BidNet*</b> [Amendment #1 has been issued] Reserved for the Local Small Business Reserve Program <b>Pre-Bid Meeting:</b> ( May 30 2025 11:00AM ) Microsoft Teams Meeting (See Solicitation for Details)	<b>View Scope</b>	Jun 18 2025 11:00AM
<b>IFB #</b> <b>1183048</b>	<b>Time and Material Custom Millwork</b> <b>This solicitation is hosted on BidNet*</b> <b>Pre-Bid Meeting:</b> ( May 29 2025 10:00AM ) Microsoft Teams Meeting (See Solicitation for Details)	<b>View Scope</b>	Jun 18 2025 11:00AM
<b>IFB #</b> <b>1176694</b>	<b>Parking Garage No. 35 Ramp Replacement</b> <b>This solicitation is hosted on BidNet*</b> [Amendments #1 and #2 have been issued] <b>Pre-Bid Meeting:</b> ( May 28 2025 11:00AM ) In person at 100 Edison Park Dr. (Lobby Level Conference Room), Gaithersburg, MD 20878. Please make sure to arrive 15 minutes early to have time to pass through security.	<b>View Scope</b>	Jun 23 2025 11:00AM
<b>RFP #</b> <b>1181475</b>	<b>Multi-Agency Uniform Apparel Dry Cleaning, Laundry, Tailoring and Alteration Services</b> <b>This solicitation is hosted on BidNet*</b> <b>Pre-Submission Conference:</b> ( Jun 4 2025 10:00AM ) Microsoft Teams Meeting (See Solicitation for Details)	<b>View Scope</b>	Jun 23 2025 2:00PM

<b>RFP #</b> <b>1180039</b>	<b>Circuit Court South Tower Audio/Video Evidence Display System Modernization</b> <b>This solicitation is hosted on BidNet*</b> Reserved for the Local Small Business Reserve Program <b>Pre-Submission Conference:</b> ( Jun 4 2025 1:00PM ) Microsoft Teams Meeting (See Solicitation for Details)	<b>View Scope</b>	Jun 24 2025 3:00PM
<b>IFB #</b> <b>1182901</b>	<b>OEM Lock and Doors Hardware</b> <b>This solicitation is hosted on BidNet*</b>	<b>View Scope</b>	Jul 2 2025 11:00AM
<b>RFP #</b> <b>1174557</b>	<b>Food Products and Related Supplies</b> <b>This solicitation is hosted on BidNet*</b> <b>Pre-Submission Conference:</b> ( Jun 16 2025 11:00AM ) Microsoft Teams Meeting (See Solicitation for Details)	<b>View Scope</b>	Jul 3 2025 2:00PM
<b>RFP #</b> <b>1181406</b>	<b>Integrated Point of Sale/Vehicle Scale Software, &amp; Accounts Receivable System</b> <b>This solicitation is hosted on BidNet*</b> <b>Pre-Submission Conference:</b> ( Jul 1 2025 1:00PM ) Microsoft Teams Meeting (See Solicitation for Details)	<b>View Scope</b>	Jul 14 2025 3:00PM

# County Procurement Projections

<https://www.montgomerycountymd.gov/PRO/solicitations/projections.html>

Department	Solicitation Description	LSBRP	MFD Participation Goals	Estimated Date of Issuance	Commodity Code
Community Engagement Cluster	Landscape Management Services for Urban Districts and Parking Management Districts	Yes			
Community Engagement Cluster	Web Services - Design, Migration, Maintenance for Urban Districts	Yes	25%		
Department of Correction & Rehabilitation	Food Products and Related Supplies	No	10%	Spring 2025	8,508,441,003
Department of Emergency Management & Homeland Security	Emergency Management Planning and Support	No			
Department of General Services	Task Order Contract (TOC) for Roofing and Building Envelope Contractor Services	No	22%	Spring 2025	14560, 90638
Department of General Services	Fleet Payment Solutions and Related Services	No	24%		
Department of Health & Human Svcs	Level III.1 Clinically Managed Low Intensity Residential Treatment Services	No	25%	Winter 2025	952-21
Department of Health & Human Svcs	Avery Road, Level III.I	No	25%	Spring 2025	952-21
Department of Health & Human Svcs	Medical Supplies and Durable Medical Equipment	No	10%	Spring 2025	95285
Department of Recreation	Portable Toilet Rentals	No	24%	Spring 2025	15570, 971-82, 934-84
Department of Recreation	Aquatic Apparel and Accessories	No			
Department of Recreation	Fireworks Display	No			
Department of Transportation	Community Solar Infrastructure on Rooftop Level of MCDOT Parking Facilities	No	22%	Winter 2025	290-82
Department of Transportation	Rehabilitation of Brighton Dam Road Bridge No. M-0029 Over Brighton Dam	No	22%	Spring 2025	
Department of Transportation	Tree Maintenance and Removal Services	No	24%	Spring 2025	968-88,988-88,020-04,020-90
Department of Transportation	Local Small Business Tree Maintenance and Stump Grinding Services	Yes		Spring 2025	
Department of Transportation	Blank and Finished Traffic Sign Panels	No	10%	Spring 2025	801-09, 49, 96
Police	Routine Veterinary Services for Police Canines	No	25%	Spring 2025	96186
Police	Multi-Agency Uniform Apparel Dry Cleaning, Laundry, Tailoring and Alteration	No			

# Headlines

## Local Small Businesses

01

Added “Veteran Business Preference”

Spent \$130.5 million to LSBRP contractors, at 32.2%.

## MFD Businesses

02

Continue to hit high trend on FY24 MFD awards of 23.5% at \$248 million

## Proposed Tech Enhancement

03

Proposed e-Procurement Solution

## New Contractors

04

48% Contracts Awarded to 1st Time Vendors in FY24





# **Contract Compliance Programs**

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

- **Minority, Female and Disabled (MFD) Business Program**
  - **Local Small Business Reserve Program (LSBRP)+(VPBB)**
  - **Local Business Preference Program (LBPP)**
  - **Local Business Subcontracting Program (LBSP)**
  - **Wage Requirements (Living Wage) Law (WRL)**
  - **Prevailing Wage Law (PWL)**
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# Prevailing Wage Law

- **Effective Date:** 7/1/2009, amended on 7/4/2022.
- **Scope:** It requires that the prevailing wage as calculated by the State of Maryland be paid to workers on County financed construction contracts that exceed \$250,000 in value. It applies to the general contractor and all of its sub-contractors.
- **Definition change:** Construction means the process of building, altering, repairing, improving, rehabbing, resurfacing, pavement milling or demolishing any structure or building, or other improvements of any kind to any real property, including routine operation, repair, and mechanical systems service contract for maintenance of existing structures, buildings, or real property.
- **The prevailing wage rate: (MD state)**  
<https://dllr.state.md.us/PrevWage/PWRequestRates.aspx>
- **Liquidated Damages: (will be deducted from the Retainage)**
  - \$10 per person per day for late submission of payroll
  - \$20 per person per day for misclassification

# Outreach – [www.montgomerycountymd.gov/PRO](http://www.montgomerycountymd.gov/PRO)

- Monthly Open House (Online 3<sup>rd</sup> Wednesday Monthly)
- Procurement Fair: November 2025
- Host or participate in over 50 events annually
- Weekly newsletters



Business Opportunities Newsletter

## Active Local Small Business Reserve (LSBRP) Solicitations

**Web Services - Design, Migration, Maintenance for Urban Districts**  
[Amendments #1, #2 and #3 have been issued]  
[RFP # 1177272](#)

**Custodial Services for Swimming Pools**  
[RFP # 1178508](#)

**Local Small Business Tree Maintenance and Stump Grinding Services**  
**Pre-Bid Meeting:** ( May 30 2025 11:00AM )  
Microsoft Teams Meeting (See Solicitation for Details)  
[IFB # 1178674](#)

**Circuit Court South Tower Audio/Video Evidence Display System Modernization**  
**Pre-Submission Conference:** ( Jun 4 2025 1:00PM )  
Microsoft Teams Meeting (See Solicitation for Details)  
[RFP # 1180039](#)

**Telecommunication and Technology Expense Audit and Management Software Service and Support**  
Informal [1182320](#)

**OVERHEAD CRANE AND HOIST – ANNUAL MAINTENANCE, INSPECTION, TESTING, PARTS AND REPAIR SERVICE**  
Informal [1182110](#)

[Visit our website for the most updated due dates.](#)  
Information is subject to change. The website has the most updated information.

Remember to check our website for Open Solicitations!

Montgomery County certified local businesses may receive price preference or points.

# Procurement Website Highlights

- DBRC programs <https://www.montgomerycountymd.gov/PRO/DBRC/index.html>
- Solicitation List <https://www.montgomerycountymd.gov/PRO/solicitations/index.html>
- Contract search [https://data.montgomerycountymd.gov/Government/Contracts/vmu2-pnrc/about\\_data](https://data.montgomerycountymd.gov/Government/Contracts/vmu2-pnrc/about_data)
- Vendor Resources – projection, videos, events  
<https://www.montgomerycountymd.gov/PRO/vendor-resources/index.html>
- Vendor Registration <https://www.montgomerycountymd.gov/VendorRegistration>
- Contact us page <https://www.montgomerycountymd.gov/PRO/contact.html>
- Solicitation Tracker <https://www.montgomerycountymd.gov/PRO/>

# Thank you for attending

## Chief Procurement Officer / Director

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## Operations Division Chief

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