

Virtual Procurement Fair: Dec. 15, 2021				
Question and Answer Document				
Question	Answer	Agency/Dept.	Notes/Website Links	Contact
Good morning! Thank you for organizing this. Will a recording of the event be available afterward?	Yes, we are recording and will post on our website after the event.			
Good morning, can you tell us what the challenges were in procuring contracts during 2021, and how you plan on encouraging more MC County small businesses, especially the SBE, DBE, MBE consulting companies.	Good morning! please visit our website and consider using our Vendor Innovation Portal to introduce your company to the County Depts. Vendor Innovation Portal (VIP) Murali, Please leave us your email address. We have many preference programs for local, small and minority owned businesses. Our program manager(s) will follow up with you after the event to address your question.(Murali Kalavapudi (Envirosys Technologies, LLC) (Unverified) asked "Good morning, can you tell us what the challenges were in procuring contracts during 2021, and how you plan on encouraging more MC County small businesses, especially the SBE, DBE, MBE consulting companies.")	PRO	https://www.montgomerycountymd.gov/PRO/vendor-resources/vip.html	
How does a business become registered in Montgomery County's Local Small Business Reserve Program?	Please visit our website to learn more about the Local Small Business Reserve Program (LSBRP) and to register.	PRO	https://www.montgomerycountymd.gov/PRO/DBRC/lisbrp.html	
Who in our county really wants to help students to learn online more effectively (with higher engagement and success rate)?	The County's Public School System has their own procurement office.	MCPS	https://www.montgomeryschoolsmd.org/departments/procurement/staff.aspx	
How does a MDOT certified woman owned business become certified in Montgomery County?	The County accepts the MDOT WBE certificate. Please register in www.mcipcc.net, our vendor registration system. During the registration, please check the checkbox that you are an MDOT certified MBE, and upload your certificate.(How does a MDOT certified woman owned business become certified in Montgomery County)	PRO	www.mcipcc.net	
How do we reach out to you to improve the process?	This is Grace Denno, I am the Division Chief of the Contract Compliance Program Division in Procurement. my email address is Grace.Denno@montgomerycountymd.gov. Please also leave me your contact information. I will follow up with you to discuss after this event.	PRO		
I would also like more information as a SBE/MBE/VSOB	Please visit our website to learn morning about our Compliance Programs.	PRO	https://www.montgomerycountymd.gov/PRO/DBRC/index.html	Al Boss
trevon@orangemg.com Jake what was that email again?	Jake.Weissmann@montgomerycountymd.gov			
I am a small business currently working as an Independent Contractor through Montgomery County teaching yoga. I am here to learn how to expand my business within the county. Will this presentation help me find this out?	You may want to reach out to Allison Cohen in the Department of Recreation to learn more about possible opportunities.	PRO		Allison Cohen
I am a small business currently working as an Independent Contractor through Montgomery County teaching yoga. I am here to learn how to expand my business within the county. Will this presentation help me find this out?	You may also wish to visit our website and consider using our Vendor Innovation Portal to introduce your company to the County Depts. Vendor Innovation Portal (VIP)	PRO	https://www.montgomerycountymd.gov/PRO/vendor-resources/vip.html	
XTT Life, LLC, is an MBE maintenance preventative provider for eco-friendly products for fleets of vehicles. Who could we meet with to share the cost & saving analysis some of the different cities we are working with?	You may also wish to visit our website and consider using our Vendor Innovation Portal to introduce your company to the County Depts. Vendor Innovation Portal (VIP)	PRO	https://www.montgomerycountymd.gov/PRO/vendor-resources/vip.html	
DGN LLC dba Innovative Energy Saver	danny@innovativeenergysaver.com			
How to solicit for a local delivery service? Similar to Door dash	we have a vendor registration system where you can search for all vendors that are registered with the County.	PRO	www.mcipcc.net	
Good morning, thank you for putting this event together, will these questions also be posted along with the presentation?	selected question will be posted	PRO		
Do other agencies that have IT organizations use MCCATS and LCATS to procure IT products and services?	the second panel (10-11am) will have the agency panelists. they can answer this question.	PRO		
to register for MCCATS, which site do we use? office of procurement or central vendor registration system?	Procurement uses the Vendor Registration System www.mcipcc.net for vendor registration. Please register as a vendor first, then you will have to respond to the MCCATS solicitation to participate	PRO	www.mcipcc.net	
I have a logistics and warehousing small business based in Prince George's County. Do you work with small businesses outside of MOOC? If so, are you in need of additional warehousing for the MOOC DLC?	If our solicitation is not reserved under the Local Small Business Reserve Program, then all businesses are welcome to compete in our procurements. Please look for DLC's contracts/solicitations from our contract search and solicitation page:	PRO	https://montgomerycountymd.gov/PRO/solicitations/index.html	
My company offers program and project management services specifically for IT. Who would I contact for opportunities?	The County's technology Department is TEBS. To view current contracts in place and who the contract administrator is, please view our contract log here	PRO	https://data.montgomerycountymd.gov/Government/Contracts/vmu2-smrc/data	
Good morning. Thanks for a great event. We are a LSBRP and offer IT Certification Training (CyberSecurity, Cloud, etc). Who do we need to meet at the County to introduce our services. Thanks.	Thank you! please visit our website and consider using our Vendor Innovation Portal to introduce your company to the County Depts. Vendor Innovation Portal (VIP)	PRO	https://www.montgomerycountymd.gov/PRO/vendor-resources/vip.html	
What are COTS? (please say the acronyms once)	Commercial off the shelf	PRO		
Does the Procurement Office provide the FY2022 Procurement Bidding Forecast?	Yes, we update the PROjections (forecast) information as they come in from the County's using depts.	PRO	https://www.montgomerycountymd.gov/PRO/solicitations/projections.html	
The IT Commodities Contract expired in 2019 and has been extended 3 times, and from the presentation it doesn't sound like a high priority. It's had the same 7 vendors since 2014. Is there any chance for other companies to get engaged on this in the interim?	The IT Commodities Contract is a very high priority for TEBS. However, the decision was made to prioritize LCATS and MCCATS first in order to provide more opportunities to local small businesses. It is a priority for TEBS to re-compete IT Commodities in 2022.	TEBS		
How does TEBS handle cyber security? I don't believe I saw anything on that.	TEBS has a dedicated Cyber-Security Team. This team makes use of hardware and software solutions as well as soliciting contractors as the needs arise. There was a brief discussion of Security in the Q&A. TEBS does not want to go into detail publicly about our Security infrastructure for obvious reasons.	TEBS		
Is the TEBS Desktop Computer Modernization contract going to be a multi-award contract?	No. TEBS is seeking one vendor to support DCM. Vendors are free to make arrangements with subcontractors, but the County wants one prime contractor responsible. This RFP is also a priority for 2022.	TEBS		

240-777-6865

Does MoCo grandfather in Maryland CATS contract holders? Also does the county procure IT Security Compliance Services?	No, incumbent vendors are given no preference when TEBS re-competes MCCATS and LCATS contracts. In the recent LCATS re-competition, there were 3 incumbent LSBRP vendors and 9 new LSBRP vendors that were awarded contracts. The TEBS Cyber-Security Team determines the need for IT Security Compliance Services. We have solicited services in the areas of system architecture and compliance.	TEBS		
Good morning Sandra, I have a question about the bullet 2 and 3 for the 2022 procurements would they be set-aside for LSBRP?	I believe you are asking about IT Commodities and DCM solicitations planned in 2022. They are not set-aside for LSBRP vendors. However, LSBRP vendors will receive an additional 10% score in the Evaluation Criteria for both solicitations.	TEBS		
Can you elaborate on the cable and media production services mentioned?	The County Cable Office solicits many video and television production services in support of the County Council and local PEG Channels. This includes closed captioning services, marketing services, programming and production services, playback automation services, video storage (SAN), etc.	TEBS		
If there are innovative solutions from a vendor not on the CATS vehicles is there a way for these to be considered?	TEBS is a very innovative department. We keep up with industry trends and procure additional consultative services when needed. It would be inappropriate for a government entity to directly engage with one company non-competitively without engaging with every company who advertises a unique, innovative solution.	TEBS		
Does the LSBRP and LCATS extends to other counties around MC?	The LSBRP program is run by the Montgomery County Office of Procurement. The LCATS contract series is an IT Professional Services series of contracts only available to LSBRP vendors.	TEBS		
Looking for Vending Machine opportunities, who would I contact?	This is managed by the Department of General Services.			Richard Taylor at Richard.Taylor@montgomerycountymd.gov
Do you have a graphics that shows a quarterly distribution of the contract opportunities in Technology for 2022?	no	TEBS		
It sounds like the MCCATS and LCATS programs cross a very wide array of professional services? Are legal work classed together with IT professionals, and, if so, are the 8 participants all IT, all legal, or something else?	MCCATS and LCATS are IT Professional Services contracts. They are not used to procure legal services or other services not related to IT.	TEBS		
How many IT Commodities and Desktop Computer RFPs & RFQs come out LSBRP?	These RFPs are not set-aside for LSBRP vendors. However, LSBRP vendors will receive an additional 10% score in the Evaluation Criteria for both solicitations.	TEBS		
What IT opportunities are there for new upcoming small businesses without prior past performance.	please provide your email address and I will have someone reach out to you with response	TEBS		
What are the current simplified acquisition thresholds and how does the county approach unsolicited bids?	The County's thresholds include the following and our "simplified" probably relates to the direct threshold: Direct Threshold (delegated to using departments): \$10K or below for department's total goods/services needs for a purchase. Informal Threshold: Above \$10K and below \$100K Formal Threshold: \$100K and above	PRO		
Where can we find the list of incumbents for MCCATS?		PRO	https://data.montgomerycountymd.gov/Government/Contracts/vmu2-gnrc/data	
Hello, I thank you for holding these events to help small businesses. We run a laundry service, is this event the right event for a business such as ours? Thank you!	Direct Threshold (delegated to using departments): \$10K or below for department's total goods/services needs for a purchase.	PRO		Penny Karakaya@montgomerycountymd.gov
How can a vendor propose a new unique solution? Can a vendor submit an unsolicited proposal or, do you have a process that must be followed?		PRO	https://www.montgomerycountymd.gov/PRO/vendor-resources/vip.html	
How does County employees keep their IT Certifications up to date and where do they go for training? Thanks.	The County's Office of Human Resources office offers training for County employees			
Does the LSBRP and LCATS extends to other counties around MC?	The LSBRP is a reserve program that is only for businesses that have principal place of business in Montgomery County			
If there are innovative solutions from a vendor not on the CATS vehicles is there a way for these to be considered?	Introduce your business to the County through the Vendor Innovation Portal:		https://montgomerycountymd.gov/PRO/vendor-resources/vip.html	
How long would you have to wait if you were a former retired county employee to bid on contracts?	Please reach out to the County's Ethics Dept for information		https://www.montgomerycountymd.gov/ethics/	
this current panel might have some information for you.(Dennis (Lavado Laundry Services) (Unverified) asked "Hello, I thank you for holding these events to help small businesses. We run a laundry service, is this event the right event for a business such as ours? Thank you!	The County has a current contract for Multi-Agency Dry Cleaning, Laundry, Uniform Tailoring and Alteration			Penny Karakaya@montgomerycountymd.gov
What is the best agency to contact to obtain trucking sub contracts	Thank you for joining us today. Please submit your information to the Vendor Innovation Portal. There is a section that allows you to upload your capabilities statement or any other documents. And "trucking" services are historically needed by the County's Dept of Transportation Services.		https://montgomerycountymd.gov/PRO/vendor-resources/vip.html	
How often do you these procurement fairs?	We offer Open House events once a month and procurement fairs once a year.		https://www.montgomerycountymd.gov/pro	

How does MoCo ensure that small businesses are involved by prime contactors?	As part of the County Executive's efforts to assist local small businesses to recover from the COVID-19 recession, the Director of Procurement will require all informal solicitations to be reserved under the Local Small Business Reserve Program (LSBRP), starting on April 1st, 2021. The Local Small Business Reserve Program (LSBRP) ensures that County departments award 25 percent (with specified exceptions) of their procurements for goods, services and construction to registered and certified local, small businesses. The program assists County departments in identifying solicitations appropriate for LSBRP competition and allows local, small vendors (including non-profits) an opportunity to compete with businesses of similar size and resources for County contracts. Montgomery County-based retailers, construction and trades companies, wholesalers, service firms, and non-profit organizations are encouraged to participate. DBRC staff meet regularly with County department and agency staff to identify LSBRP procurement opportunities. Please additional LSBRP information on our website		https://www.montgomerycountymd.gov/PRO/DBRC/lshr.html	michael.brown@montgomerycountymd.gov
any real estate opportunities ?	The County has a Real Estate Division within the County's Dept of General Services		https://www.montgomerycountymd.gov/DGS/OBE/Home.html	
Will WSSC solicit water mitigation/restoration services in the upcoming years? Also, how often is this service solicited?	WSSC solicits contracts for a variety of mitigation and restoration services. Depending upon the type of contract/service and when it was last advertised, determines the frequency. In general most WSSC contracts have a base term of three (3) years with one (1) two year option term.	WSSC		
XTT Life, LLC, is an MBE maintenance preventative provider for eco-friendly products for fleets of vehicles. Who could we meet with to share the cost & saving analysis some of the different cities we are working with?	The County's Dept. of General Services handles the County's fleet as well as parts, supplies, commodities, etc. You can visit their website for contact information. https://www.montgomerycountymd.gov/DGS-FMS/ContactFleet.html You can also reach out to Sunil Pandya the Contract mgr in DGS sunil.pandya@montgomerycountymd.gov			
Hello, Buddy from Melan Property Management Are there property management opportunities for county? Multifamily or commercial? What is the total amount budgeted for property management for the county? How would I find this number, I did not find this info on the contracts page.	The County has a current contract for Real Estate Advisory Services that is task order based and may include property management services. The County will be issuing a replacement RFP slated for some time this year. Current contract is #1029333. Solicitation opportunity will be advertised on our website and on eMMA.	PRO	https://www.montgomerycountymd.gov/PRO/solicitations/formal_solicitations.html	
For MCPS: Regarding fresh produce, do you buy from local farm aggregators? If not, is this an area of interest? What are the certification requirements, e.g. Organic, GAP?	Our current produce contract is with Lancaster Foods and they do source from local farms for particular items. All requirements can be found in our RFP document: http://procurement.montgomeryschoolsmd.org/Home/Award_Record/1625	MCPS	http://procurement.montgomeryschoolsmd.org/Home/Award_Record/1625	
Good morning! Question for Montgomery County Schools. Is there any way to showcase Montgomery County Schools our products even if they are not being requested via procurement ?	We do not have a method to showcase a product. You may reach out to the buyer of the commodity or service you provide and if there is an interest from a using department, you will be contact by procurement.	MCPS		
MC Schools: How you procure AE/Construction Projects?	These projects are source through our Division of Design and Construction	MCPS	https://www.montgomeryschoolsmd.org/departments/facilities/construction/	
Does Montgomery County College and Montgomery County Public Schools have staffing contracts?	No, we have our own staffing department.	MCPS		
Does Montgomery County College and Montgomery County Public Schools have staffing contracts?	Yes, we have one contract (#519-024) in place, which expires on 6/30/2025	MC		
does Montgomery College have a need for clinical services such as mental health therapeutic services? Can a vendor apply as an informal solicitation?		MC		
I'd like to discuss the possibility of Montgomery County putting out a similar IFB bid for the fuel tank maintenance contract that was done in Prince George's County, who could I speak with?	Please reach out to the County's Dept of General Services for additional information on this topic/procurement.		https://www.montgomerycountymd.gov/DGS-FMS/SeniorManagement.html	
For WSSC: Do you have an employee cafe where you need to purchase fresh vegetables? Are you open to buying fresh produce from a local food aggregator?		WSSC		
	MCPS Commodity List	MCPS	https://www.montgomeryschoolsmd.org/uploadedFiles/departments/procurement/Procurement%20Staff%20Assignments%2011_7_19.pdf	
For MC and MCPS do you contract with professional i.e. social workers to do independent work, per diem? Or does they need to offer specific programs for students? edavis@butler-davis.com		MCPS and MC		
Do you contract with professional i.e. social workers to do independent work, per diem?	MCPS has a contract for Social Work Services through our Special Education office. Contract 4911.1 Social Work Services.	MCPS		
Can a vendor apply as an informal solicitation?	No, if we are procuring under an informal solicitation, MCPS will obtain quotes for the good or service when needed.	MCPS		
Can I ask which projects are focused for design/engineering services that might be coming in the next couple years? npark@msinfo.com	Upcoming projects are included in our Facilities master plan. I will request a copy and forward.	MC		
Grace, Could you please ask if there are property management opportunities for the college? Thanks Byrdy I Margarita@maspanadas.com . For both the college and the public schools. What is the procurement process for prepared food items? Do you have a program to diversify meals? Thank you!!!	Not currently Our food services division procures all food items through a competitive bid process.	MCPS	https://www.montgomeryschoolsmd.org/departments/food-and-nutrition/	
Margarita@maspanadas.com. For both the college and the public schools. What is the procurement process for prepared food items? Do you have a program to diversify meals? Thank you!!!	MC currently has a food, vending, and beverage management services contract in place, and food offering has to appeal the College's student population.	MC		

Can I ask which projects are focused for design/engineering services that might be coming in the next couple years?	For MCPS please review the Division of Design and Construction webpage as they procure there services for design build projects through capital funding	MCPS	https://www.montgomeryschoolsmd.org/departments/facilities/construction/	
Is there a link to put in a bid for the gown laundering services with DHHS?	The solicitation is still in draft form and has not been issued as of yet.	HHS		
Regarding the psychiatric services solicitation, I'm unclear about what is needed. Is the department looking for therapists or psychiatrists to provide psychiatric services? Also, can the vendor provide services as a subcontractor to a prime? wsmalik@knkresources.com (202.375.0745) Waheed Malik	The County seeks qualified applicants who are licensed and certified by the State of Maryland to provide psychiatric services. Interested parties are encouraged to submit an application along with other required materials as soon as the Open is approved for posting. HHS will be seeking applications from experienced and qualified psychiatrists and psychiatric professionals to provide a variety of psychiatric services for adults, seniors, children, and adolescents ("Clients") at various County facilities as assigned by the County. Required services include direct psychiatric services to clients including psychiatric assessment and evaluation of clients, and consultation to County program clinical staff. This is a new Open Solicitation that will replace previously approved Open Solicitation #1038578, Psychiatric Services. All applicants meeting the minimum qualifications listed in the Minimum Requirements of Applicants document of the Open Solicitation will be eligible to receive a contract to provide the services described in the Open Solicitation.	HHS		
I see an IFB currently with procurement waiting for award, but I do not recall seeing it on EMMA. I am an avid follower of EMMA.	HHS will be seeking applications from experienced and qualified psychiatrists and psychiatric professionals to provide a variety of psychiatric services for adults, seniors, children, and adolescents ("Clients") at various County facilities as assigned by the County. Required services include direct psychiatric services to clients including psychiatric assessment and evaluation of clients, and consultation to County program clinical staff.			
If HHS accepts a RFP from a vendor, does HHS contact that vendor individually to let that vendor know that their request has been accepted?	This is a new Open Solicitation that will replace previously approved Open Solicitation #1038578, Psychiatric Services.			
"Time Period Expected"? When it will come out or for that FY?	All applicants meeting the minimum qualifications listed in the Minimum Requirements of Applicants document of the Open Solicitation will be eligible to receive a contract to provide the services described in the Open Solicitation.			
Question for Montgomery County and for City of Rockville - Are there any upcoming procurements involving the digital conversion of paper to electronic forms and documents at the County, Montgomery College or City of Rockville or the implementation of a new Electronic Document or Electronic Records Management System?	In early 2020, the City of Rockville's Planning and Development Services department contracted with government entity South Central Planning & Development Commission for an electronic permitting system. This represents the only electronic records system the City has recently completed or has forecasted at this time. That being said, City of Rockville needs can change. The City welcomes the opportunity to learn more about your company, The Records Pro. Please reach out to the City's MFD-V Coordinator, Pat Ryan (pryan@rockvillemd.gov or 240-314-8434) to make sure your company is properly registered on various portals (eMaryland Marketplace and the Central Vendor Registration System) to ensure timely receipt of solicitations.	Rockville		pryan@rockvillemd.gov or 240-314-8434
What IT opportunities are there for new upcoming small businesses without prior past performance.	That being said, City of Rockville needs can change. The City welcomes the opportunity to learn more about your company, The Records Pro.	TEBS		
How can we find out more about some of this future solicitations	Please reach out to the City's MFD-V Coordinator, Pat Ryan (pryan@rockvillemd.gov or 240-314-8434) to make sure your company is properly registered on various portals (eMaryland Marketplace and the Central Vendor Registration System) to ensure timely receipt of solicitations		https://www.montgomerycountymd.gov/PRO/solicitations/projections.html	
I'm wondering how we can determine when to expect that RFPs will be posted. Does the "time expected" in your chart refer to the year that the services will be for or when the RFP will be posted?	The time expected which we stated on our chart, was meant to indicate the HHS program's expectation for a start date for the new contracts. Unfortunately, HHS has no control over how soon the RFPs will be posted.	HHS		
I wanted to know of contracting opportunities for a organic natural cookie company. If there aren't listed opportunities could you please provide recommended suggested strategies (If you could also include info about single source opportunities I would appreciate it as well).	Please provide your contact information and we will respond after this event.(Yusef Battle (Unverified) asked "I wanted to know of contracting opportunities for a organic natural cookie company. If there aren't listed opportunities could you please provide recommended suggested strategies			
Do you manage hospitals and their procurement?	No, we do not.	HHS		