

# Procurement Opportunities with the State Highway Administration

Jada Wright, Director

Office of Procurement & Contract Management



**Maryland Business Opportunities  
& Entrepreneurial Training Summit**



**MDOT**  
MARYLAND DEPARTMENT  
OF TRANSPORTATION

**UNIVERSITY SYSTEM  
of MARYLAND**



# Types of Procurements

## ■ Construction

- Bridge
  - Cleaning and painting
  - Rehabilitation / replacement
- Roadway
  - Patching + resurfacing
  - Lighting installation + maintenance
  - Drainage improvements

## ■ Construction Related Services

- Lab Testing – Materials / Inspection

## ■ Maintenance / Repairs

- Bridge/roadway: sweeping, litter pickup,

brush and tree cutting, mowing

- Building: HVAC installation / maintenance, plumbing, electrical, overhead door, elevator, etc.

## ■ Landscaping

- Tree and shrub planting
- Environmental mitigation
- Herbicide application

## ■ Architectural + Engineering Services

- Construction management and inspection
- Traffic design and engineering
- Environmental permitting
- Surveying

- Landscape architecture
- Geotechnical exploration

## ■ Professional Services

- Real estate support, ex. property appraisals, title research
- Highway operations technicians
- Media and marketing

## ■ Emergency Road Services

- Snow removal, brine application and towing services through special legislative carve-out, Nov 1 – Apr 30

*\*\*\*Commodities are purchased through the Department of General Services Office of State Procurement (DGS OSP). IT goods and services are purchased under Department of Information Technology (DoIT) statewide contracts.\*\*\**



# How to Do Business with SHA



## Register for eMaryland Marketplace Advantage (eMMA)!

Required by COMAR Title 21 for contract award

Visit <https://emma.maryland.gov> to get started

Get help through Vendor Quick Reference Guides:  
<https://procurement.maryland.gov/emma-grgs/New>



## Register for Bid Express (BidX)!

Used for construction, roads maintenance, and wetland mitigation projects

Visit <https://www.bidx.com/maryland/main> to get started

Bid documents free to view/download

Nominal subscription fee and one-time Digital ID fee to bid



## Know Your Commodity Codes!

eMMA uses United Nations Standard Products and Services Code (UNSPSC) codes, used for SBR certification

MDOT's MBE/DBE/ACDBE/SBE certification process and database uses North American Industry Classification System (NAICS) codes

Procurement officers directly solicit vendors using both resources



# Prime Contracting for Small Businesses

## Small Business Reserve (SBR) (State-funded)

- State goal of 15%
- Applies to **all procurements \$500k and under** (unless waived by the Office of State Procurement)
- Most recent SBR awards (*approved at 9/20/23 Board of Public Works meeting*):
  - Management of the Crain Memorial Welcome Center in Charles County; 5260851426SB (designated)
  - Highway Maintenance Contract Support at Various Locations in Caroline, Cecil, Kent, Queen Anne's, and Talbot Counties (District 2); 432PLF1424SB (designated)
  - Highway Maintenance Contract Support at Various Locations in Baltimore and Harford Counties (District 4); 549D41426 (non-designated)

## Small Business Enterprise (SBE) (Federally Eligible)

- Department goal of 3%
- Targets: District A/E contracts
- Most recent SBE award (approved at 9/20/23 Board of Public Works meeting):
  - Survey & Engineering Services - SBE, District 7 (Carroll, Frederick, & Howard Counties); BCS 2022-02



# Open Solicitations on eMMA

<u>eMMA ID</u>	<u>Solicitation Title</u>	<u>Type of Work</u>	<u>Due / Close Date</u>	<u>Solicitation Type</u>
BPM039773	CHVPORT24 Pest Control Services at Various Churchville Facilities in Harford County	Pest control	09/28/2023	Request for Information & Pricing
BPM039526	479D51426-Installation of Thermoplastic Pavement Markings at Various Locations in Anne Arundel, Calvert, Charles, and St. Mary's Counties	Pavement marking service	09/28/2023	Public Notice
BPM039525	4291721427-Brush and Tree Trimming and Stump Removal at Various Locations in Queen Anne's County	Tree trimming services	09/28/2023	Public Notice
BPM039524	499D71425 Providing Maintenance of Traffic at Various Locations in Carroll, Frederick, and Howard Counties	Traffic control	09/28/2023	Public Notice
BPM039523	4261241426 Application of Herbicide Solutions at Various Locations in the Churchville Shop Area in Harford County	Herbicide services	09/28/2023	Public Notice
BPM039931	D1SW52823 - Roadway lighting / electrical services for MDOT District 1 (So / Wo counties)	Roadway or highway lighting	09/29/2023	Request for Quote
BPM039694	J02P4600011 - Motorola XPR3500E	Two-way radios	10/03/2023	PORFP
BPM039919	On-Call Roadside Litter Pickup for Zoning 4 – MD 4, MD 2, MD 258, and MD 256 – MDOT SHA Annapolis Maintenance Shop	Highway lawn maintenance services	10/04/2023	Request for Quote
BPM039918	ANN23LPUL3 On-Call Roadside Litter Pickup for Zoning 3 – US 50/I 595, MD 468, and MD 2 – MDOT SHA Annapolis Maintenance Shop	Highway lawn maintenance services	10/04/2023	Request for Quote
BPM039914	SOM23PAV2 Milling and Paving Projects in the Owings Mills Shop Area in Baltimore County	Highway and road paving service	10/05/2023	Request for Information & Pricing
BPM039817	WIOVHDRS23 - Overhead Door Repair and Maintenance - MDOT SHA Wicomico	Garage doors and operators	10/05/2023	Request for Quote
BPM039923	WIHMOW1023 - Roadside Litter, Handmowing and Trimming in Wicomico County for MDOT/SHA	Mowing services	10/06/2023	Request for Quote
BPM039411	BCS 2023-12 Traffic Engineering Services, District 3	Engineering and Research and Technology Based Services	10/06/2023	RFP: Triple Envelope Proposal
BPM039900	CEDOOR26	Building and facility maintenance and repair services	10/10/2023	Request for Quote
BPM039418	AA2775229 - Glen Burnie Maintenance Facility - HVAC Renovation Facilities Improvement	Building and Facility Construction and Maintenance Services	10/12/2023	Public Notice
BPM039743	4263H41426-Application of Herbicide Solutions at Various Locations in the Hereford Shop Area in Baltimore County	Herbicide services	10/12/2023	Public Notice
BPM039742	5490671425SB Highway Maintenance Contract Support at Various Locations in Carroll County	Temporary personnel services	10/12/2023	Public Notice
BPM039884	440D61426 Miscellaneous Drainage Structure Repairs at Various Locations in Allegany, Garrett, and Washington Counties	Drainage services	10/19/2023	Public Notice
BPM039745	FR7625180 - Cleaning and Painting of Existing Bridges in Frederick County	Heavy construction services	10/19/2023	Public Notice
BPM039459	Winter Equipment for State Highway Administration - Project Info	Snow removal services	11/01/2023	Public Notice

Construction Ad Schedule (updated weekly): <https://www.roads.maryland.gov/mdotsha/pages/ContractAdSchedule.aspx?pageid=24>

Upcoming A/E Advertisements (updated quarterly): <https://www.roads.maryland.gov/mdotsha/pages/Index.aspx?PagelD=21>



# Contact Information

## **Small Business Reserve (SBR) Liaison**

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Deputy Director, Procurement Support & Services Division  
Office of Procurement and Contract Management  
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## **Small Business Enterprise (SBE) Liaison**

Steven Moss  
Manager, D/MBE Programs  
Manager, Business Development  
Office of Equal Opportunity  
(410) 545-0317  
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## **A/E, Professional Services, & General Procurement Questions**

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Director, Office of Procurement & Contract Management (OPCM)  
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(410) 545-0330

## **Construction + Roads Maintenance**

Stephen Bucy, P.E.  
Director, Office of Construction (OOC)  
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(443) 572-5235

## **District-Specific Contracts\* (inc. snow contracting)**

Florenciannette "Flo" Jordan  
Chief District Financial Officer  
Office of the Chief Engineer  
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