



Maryland Annual Business Opportunities & Entrepreneurial Training Summit

Maryland State Department of Education

Presented By | Office of Procurement and Contract Management

Introduction

The Maryland State Department of Education:

- Dedicated to supporting a world-class educational system that prepares all students for college and career success in the 21st century.
- With excellent stewardship from our divisions, we oversee state and federal programs that support the needs of a diverse population—students, teachers, principals, and other educators –throughout Maryland.
- FY 23 MSDE have awarded over 96 million dollars in contracts
- During the same timeframe
 - 15 million to Small businesses
 - 60 million to minority business
 - 20 thousand to VSBE firms
- We are always hiring

Strategic Plan

The Maryland State Board of Education and Maryland State Department of Education announced a multiyear Strategic Plan that was released in three phases leading up to June 2023.

The Strategic Plan anchors the vision, mission, values, priorities, enablers, goals, and flagship programs, initiatives, and strategies to realize the Blueprint for Maryland’s Future promise of an excellent and equitable education for every student.

<https://strategicplan.marylandpublicschools.org/>

At the Maryland State Department of Education, we are a dedicated team of educators, specialists, and administrators joined together by a single vision: to be a system of world-class schools where students acquire the knowledge and skills necessary for success in college, career, and life.

Our Mission and Vision

Our mission is to ensure a rigorous and world-class educational experience for every Maryland student, in every neighborhood, that prepares each to be college and career ready, through strategic direction and leadership; policy making and resource allocation; and engagement and advocacy.

We envision Maryland as a system of world-class schools where students acquire the knowledge and skills necessary for success in college, career, and life.

Blueprint for Maryland's Future

The Blueprint for Maryland's Future was passed by the Maryland General Assembly in 2021 to transform public education in the state into a world-class education system.

The Blueprint will increase education funding by \$3.8 billion each year over the next 10 years, enrich student experiences and accelerate student outcomes, as well as improve the quality of education for all children in Maryland, especially those who have been historically underserved.

<https://blueprint.marylandpublicschools.org/>

The Blueprint Five Pillars

5 BLUEPRINT PILLARS

The Blueprint encompasses five pillars, each including key initiatives aimed at transforming the quality of education in Maryland, and narrowing and closing opportunity and achievement gaps.



EARLY CHILDHOOD EDUCATION

- Support more families to access no cost, high-quality Pre-K
- Scale the impact of Patty & Judy Centers
- Expand family options through public/private Pre-K Partnerships



HIGH-QUALITY & DIVERSE TEACHERS & LEADERS

- Increasing starting salary to minimum \$60,000
- New career ladder and incentives for National Board Certified Teachers up to \$17,000
- Raising expectations for teacher preparation and induction



COLLEGE & CAREER READINESS

- New college and career readiness standard by 10th grade
- Aligned curriculum resources and assessments
- College and career readiness and support pathways
- Expanded career and technical education system



MORE RESOURCES FOR STUDENT SUCCESS

- Community Schools and School-based Health Centers expansion
- Concentration of Poverty grants
- Targeted supports for historically underserved students



GOVERNANCE & ACCOUNTABILITY

- Expert Review Teams
- Accountability and Implementation Board
- Local education agency Implementation Plans
- Maryland State Department of Education monitoring and technical assistance

What Do We Procure?

MSDE is implementing systems, structures and operations outlined in our strategic plan for the successful implementation of Blueprint for Maryland’s Future
Large and small procurement opportunities exist in various office and/or divisions across MSDE

IT Services

- It Supplies & Equipment
- Software development
- Project Management
- Testing

Consultation Services

- Psychometric
- Mental health
- Educational
- Legislative
- Financial & Grants Monitoring
- Auditing
- Communications

Services

- Vending Services
- Catering
- Temporary Staffing

Facilities Maintenance

- Janitorial Elevator services
- Pest Services
- Show Removal
- Elevator

Specialty Services

- Home Modification
- Vehicle Modification
- Statewide Assessments & Testing

Current Procurement Opportunities

Contract Name	Designation	Procurement Officer	Procurement Officer Email
Food is Safe (FISH)	30% MBE 10% VSBE	Frank M. Conaway III	frank.conaway1@maryland.gov
Content Development for Math and ELA (Grades 3/8, ELA 10, ALG I & II, Geometry, MISA Science 5, 8 and Life Science 8 and Gov't	TBD	Jenna Meinl	Jenna.Meinl1@maryland.gov
IT Staffing Services for Accessibly	SBR	Jenna Meinl	Jenna.Meinl1@maryland.gov
MCAP Content Development English, Math, Science & Social Studies	10% MBE Goal	Jenna Meinl	Jenna.Meinl1@maryland.gov
Legal Services for DORS	SBR	Adrain Pulliam-Smith	adrain.pulliam-smith@maryland.gov
Maryland School Mental Health Program	TBD	Edna Williams-Wicker	edna.williams-wicker@maryland.gov
Snow Removal for DORS	SBR	Yesenia Jarrett	yesenia.jarrett@maryland.gov
Parent Portal IT- Services	10% MBE Goal	kenyatta.decosta	kenyatta.decosta@maryland.gov
Administration, Scoring, and Reporting (ASR) for Grades 3-8 Math, ELA, Science 5 & , and Social Studies 8	TBD	Jenna Meinl	Jenna.Meinl1@maryland.gov
Kindergarten Readiness Assessment (KRA)	TBD	Jenna Meinl	Jenna.Meinl1@maryland.gov
Long-term Pest control for DORS	SBR	Aaron Peterson	aaron.peterson@maryland.gov

Standard & Pipeline Purchases

All solicitations are advertised on eMaryland Marketplace

Description	Est total	Terms
<ul style="list-style-type: none"> Vehicle Modification Division of Rehabilitation Services (DORS) 	\$10,000 to \$20,000	2-3 years
<ul style="list-style-type: none"> Home Modification Division of Rehabilitation Services (DORS) 	\$10,000 to \$20,000	2-3 years
<ul style="list-style-type: none"> Carpet Cleaning 	\$1,000 to \$5,000	2-3 years
<ul style="list-style-type: none"> Pest Management 	\$1,000 to \$50,000	4-5 years
<ul style="list-style-type: none"> Printing Services 	\$1,000 to \$20,000	1-2 years
<ul style="list-style-type: none"> Snow removal 	\$10,000 to \$50,000	1-2 years
<ul style="list-style-type: none"> Elevator services 	\$1,000 to \$5,000	3-4 years
<ul style="list-style-type: none"> Call Center - IT 	\$100,000 to \$500,000	1-2 years
<ul style="list-style-type: none"> Food for School Grant 	\$100,000 to \$500,000	2-3 years
<ul style="list-style-type: none"> Food for School - Menu 	\$50,000 to \$200,000	3-5 years
<ul style="list-style-type: none"> Annual Conferences 	\$50,000 to \$300,000	Annual
<ul style="list-style-type: none"> Caterers 	\$5,000 to \$10,000	as needed
<ul style="list-style-type: none"> Courier Services 	\$5,000 to \$10,000	2-3 years

Maryland State Department of Education Office of Procurement and Contract Management

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