

MDOT MARYLAND DEPARTMENT OF TRANSPORTATION
MOTOR VEHICLE ADMINISTRATION



Caring



Responsive



Committed

BUSINESS OPPORTUNITIES & ENTREPRENURIAL TRAINING SUMMIT



Governor's Minority & Small Business Outreach Summit

Hosted by:



Partner:



MDOT Mission

The Maryland Department of Transportation (MDOT) is a customer-driven leader that delivers safe, sustainable, intelligent, exceptional and inclusive transportation solutions in order to connect our customers to life's opportunities.



**Governor's Minority & Small
Business Outreach Summit**

The Maryland Department of Transportation Motor Vehicle Administration (MDOT MVA) Mission:

The MDOT MVA shall provide exemplary driver and vehicle services that promote Maryland's mobility and safety while enhancing process and product security.

Maryland Department of Transportation
Motor Vehicle Administration
Office of Procurement and Contracts
6601 Ritchie Highway, N.E.
Glen Burnie, MD 21062



**Governor's Minority & Small
Business Outreach Summit**

MDOT MVA Focus Areas

MDOT MVA is focused on the following key areas which reflect our premier customer service culture with respect to our products and services offered to the residents of Maryland.

SAFETY

- Promote the safety and security of Maryland residents with the products and services MDOT MVA provides.
- Reduce fatalities and severe injuries on Maryland roads.
- Ensure that MDOT MVA offices are safe and inviting to customers and staff.

SECURITY

- Ensure all products, processes and services provided by MDOT MVA meet the highest level of security standards and are updated on a regular basis.
- Safeguard all data and the integrity of personal and confidential information provided by MDOT MVA customers.



**Governor's Minority & Small
Business Outreach Summit**

Hosted by:



Partner:



MDOT MVA Focus Areas cont'd

INNOVATION

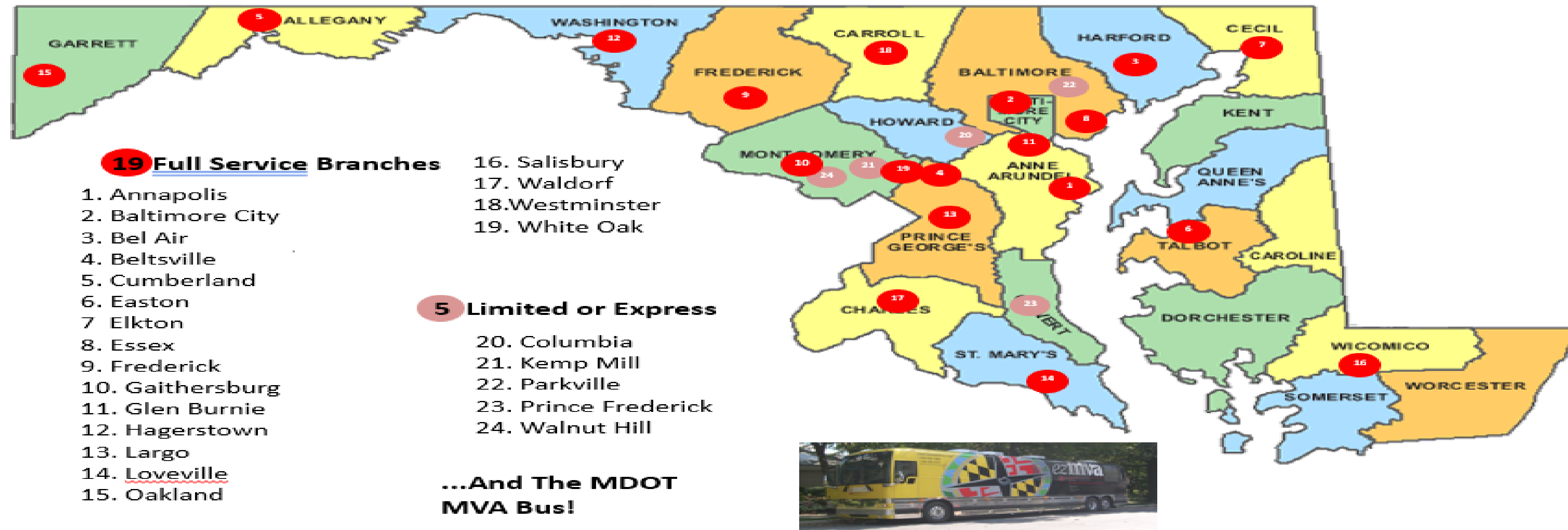
- Deploy technology and processes that enable customers to interact with MDOT MVA how, when and where they want.
- Use innovative technology that is current, right for the job, adaptive, and free of obstacles.
- Provide clear, concise, consistent, and responsive communication.

PARTNERSHIP

- Offer customer access to a variety of secure and convenient government products and services through MDOT MVA branch offices, web, and kiosk.
- Foster and maintain connections/partnerships with other organizations that add value and provide convenience and opportunities for MDOT MVA customers.
- Establish strong and effective partnerships to help achieve zero fatalities on our roadways.



MVA Branch Offices



Types of Procurement Opportunities at MDOT MVA

- Architectural & Engineering
- Construction & Construction Related Services
- Commodities, Supplies, and Equipment
- Information Technology Services
- Information Technology Equipment & Supplies
- Maintenance
- Services



FY 23 MDOT MVA Awarded Contracts/Purchase Orders

• 11 – Construction	\$16,107,209
• 36 – Maintenance	\$ 2,654,030
• 5 – Services	\$25,869,642
• 15 – Supplies & Equipment	\$ 480,038
• 15 – Information Technology Services/Software	\$37,524,742
• 21 – Information Technology Equipment & Supplies	\$ 3,357,818
• 2,529 – Corporate Credit Card Purchases	\$ 1,022,041
• 150 – Direct Vouchers	<u>\$ 763,629</u>

Total Number: 2,782

Total Dollar Value: \$87,779,149



**Governor's Minority & Small
Business Outreach Summit**

eMaryland Marketplace Advantage - eMMA

eMaryland Marketplace Advantage (eMMA) launched in July 2019. eMMA is the online procurement system that provides registered vendors with easy access to State procurement information and automated notification of new procurement opportunities.

eMMA allows vendors the ability to:

- ❖ Complete the self-certification to become a certified Small Business;
- ❖ Register to become a certified Veteran Small Business Enterprise (VSBE) Business;
- ❖ Receive automated notifications of bid opportunities based on your firm's eMMA set-up;
- ❖ Search for contracting opportunities;
- ❖ Submit bids electronically (when applicable); and,
- ❖ Obtain bid results online.

Registration is free! Please register at

<https://emma.maryland.gov/page.aspx/en/usr/login?ReturnUrl=%2fpage.aspx%2fen%2fbuy%2fhomepage>

Questions: emma.helpdesk@maryland.gov



**Governor's Minority & Small
Business Outreach Summit**

Small Business Reserve (SBR) Procurements

Solicitations designated as “SBR only” allows small businesses to compete solely against other small businesses and can only be awarded to a certified SBR vendor.

FY 2023 Small Business Reserve SBR:

❖ Total Credit Card Payments to SBR Contractors:	\$ 202,751
❖ Total Paid to SBR Contractors Under a Designated SBR Procurement	\$ 5,486,359
❖ Total Paid to SBR Contractors under a Non-Designated SBR Procurement	\$ 3,324,208
❖ Total Awards to SBR Contracts and payments (excluding Credit Card)	63
❖ Percentage of all SBR payments	27.10%



**Governor's Minority & Small
Business Outreach Summit**

Veteran Small Business Enterprise (VSBE) – FY23

Veteran Owned Businesses can register on eMMA to become certified VSBE Firms.

FY2023 VSBE

❖ Total Prime VSBE Credit Card Awards	8 @ \$ 28,338
❖ Total Prime VSBE Contract Awards:	5 @ \$ 138,728

Percentage VSBE Participation: 1.07%

Total VSBE Prime Awards: 5 Total VSBE Dollar Award Amount: \$174,976



**Governor's Minority & Small
Business Outreach Summit**

Minority Business Enterprise (MBE)

The Maryland Department of Transportation's Minority Business Office handles the MBE program and certifications. Please visit their website at the link below for additional assistance and information.

www.mdot.maryland.gov/tso/pages/index.aspx?pageid=90



Governor's Minority & Small Business Outreach Summit

Minority Business Enterprise (MBE)

FY2023 MBE:

❖ Total Credit Card Payments to MBE Contractors:	57 @	\$302,703
❖ MBE Prime Contractor Awards for Construction	1 Contract @	\$190,609
❖ MBE Prime Contractor Awards for Services	2 Contracts @	\$200,235
❖ MBE Prime Contractor Awards for Maintenance Contracts	12 Contracts @	\$519,923
❖ MBE Prime Contractor Awards for IT Services/Software	4 Contracts @	\$1,030,447
❖ MBE Prime Contractor Awards for IT Supplies & Equipment	1 Contracts @	\$ 6,510
❖ MBE Prime Contractor Awards for Direct Vouches (DV)	35 @	\$ 89,945

Total MBE Prime Awards: 112

Total Dollar Value: \$2,340,373



**Governor's Minority & Small
Business Outreach Summit**

FY 2024 – Procurement Forecast

Statewide Small Procurement (<\$50,000)

- Many MBE, SBR, and VSBE Opportunities
- Procurement Method – Competitive Bid – COMAR Title 21.05.07 (other methods only when applicable)
- Types of work, supplies and/or services may include:
 - Janitorial Services
 - Landscaping Services
 - Misc. Plumbing and Electrical Services
 - Apparel

*values may vary and be >\$50,000 depending on location, specifications, etc.



**Governor's Minority & Small
Business Outreach Summit**

FY 2024 – Procurement Forecast

Statewide Procurement (>\$50,000)

- Many MBE, SBR and VSBE Opportunities - Types of work, supplies and/or services may include:
 - Maintenance:
 - Janitorial Services (various locations)
 - Landscaping Services (various locations)
 - Security Alarm Monitoring Services
 - Currency Counter Service
 - Power Distribution Systems



FY 2024 – Procurement Forecast

Statewide Procurement (>\$50,000) - continued

- Construction:
 - Branch Roof Replacements
 - Bathroom Remodel
 - Branch Remodel
 - Fire Control System Upgrade
 - Information Technology – Equipment & Supplies:
 - Innovation and Security
 - Branch TVs
 - Hardware
 - Internet Kiosks
 - License Subscriptions to replace HR and AP modules



FY 2024 – Procurement Forecast

Statewide Procurement (>\$50,000) - continued

- Information Technology Services/Software:
 - ManageEngine ADManage & ADAudit Plus Professional Edition and Annual Subscription
 - Opex Edit, Transform and Monitor
 - Business Intelligence Software and Support
 - Omnichannel System to record and track customer interactions



**Governor's Minority & Small
Business Outreach Summit**

FY2024 – Information Technology Procurement Methods

Include:

- Master Contracting
 - Hardware, Software Maintenance and Support
- CATS+ Master Contracting
 - Software Engineering Services
 - Please visit the following to learn more about Master Contracting and how to become a Master Contractor: <https://doit.Maryland.gov/contracts/Pages/How-to-Get-a-Contract.aspx>



**Governor's Minority & Small
Business Outreach Summit**

MVA Division of Procurement and Contract Management

- Mallela Ralliford, Director – 410-468-7252
- mralliford@mdot.Maryland.gov
- Michele Kelly, Socioeconomic Manager – 410-424-3784
- mkelly9@mdot.maryland.gov
- MDOT MVA website: www.mva.maryland.gov



**Governor's Minority & Small
Business Outreach Summit**