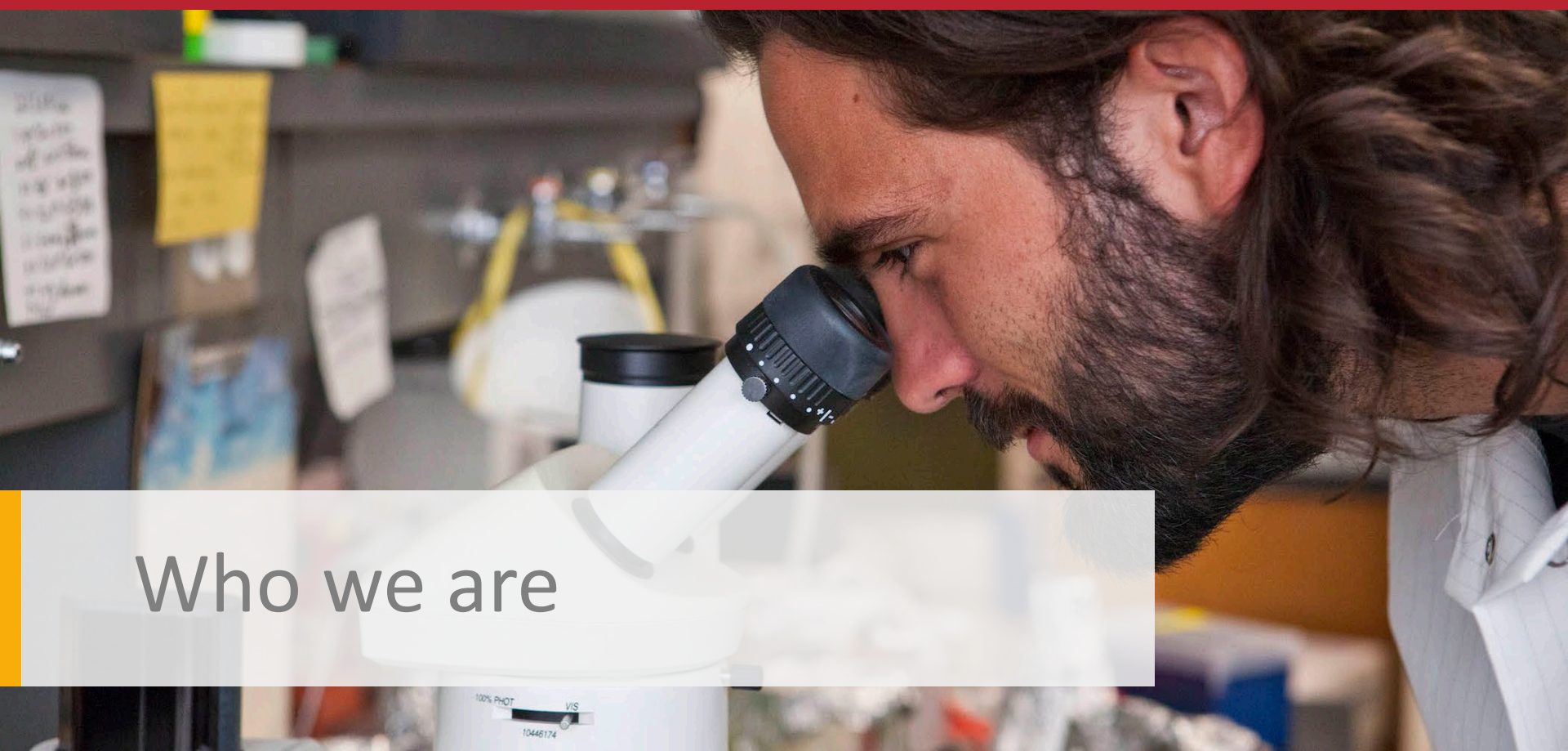




Governor's Business and Entrepreneurial Summit

November 19, 2024





Who we are

The University System of Maryland (USM) is a public corporation comprising 12 Maryland institutions of higher education and three regional higher education centers.



USM Institutions

- University of Maryland, Baltimore
- University of Maryland, College Park
- Bowie State University
- Towson University
- University of Maryland, Eastern Shore
- Frostburg State University
- Coppin State University
- Salisbury University
- University of Baltimore
- University of Maryland, Global Campus
- University of Maryland, Baltimore County
- University of Maryland Center for Environmental Science
- University System of Maryland at Hagerstown
- Universities at Shady Grove
- University System of Maryland, Southern Maryland

USM Regional Service Centers

The University System of Maryland has two designated Regional Service Centers for Capital Improvement procurement, University of Maryland College Park and University of Maryland Baltimore.

UMD College Park

- UMD (Flagship)
- Bowie State University
- Frostburg State University
- UM Eastern Shore
- Salisbury University
- UMCES (4 locations)
- UM Global Campus
- USM (USG & SMHEC)

UMB Baltimore

- Coppin State University
- Towson University
- University of Baltimore
- University of Maryland Baltimore
- University of Maryland Baltimore County

Mission

- *The mission of the University System of Maryland is to improve the quality of life for the people of Maryland by providing a comprehensive range of high quality, accessible, and affordable educational opportunities; engaging in research and scholarship that expand the boundaries of current knowledge; and providing knowledge-based programs and services that are responsive to the needs of the citizens of the state and the nation.*

Procurement

- The University System of Maryland procurements are governed by the USM Procurement Policies and Procedures that were adopted by the Board of Regents and approved by the Board of Public Works in 2000.
- USM updated and revised the Procurement Policies and Procedures in 2016 as well as the Uniform Terms and Conditions in 2017.
- USM recently updated its procurement policies that were approved by the Maryland Board of Public Works on August 28, 2024
- USM is exempt from all provisions of Division II of the State Finance and Procurement Article except for the following provisions:
 - Section 11-205: Collusion
 - Section 11-205.1: Falsification, concealment, etc. of material facts
 - Section 13-219: Required non-discrimination clauses
 - Section 13-225: Retainage
 - Title 14, Subtitle 3: Minority Business Participation
 - Title 15, Subtitle 1: Procurement Contract Administration
 - Section 15-226: Timing of payments, notice upon nonpayment, disputes, appeals
 - Title 16: Suspension and Debarment of Contractors

Procurement

- In addition, USM policies and procedures require, to the maximum extent practicable, the purchase of supplies and services in accordance with Title 14, subtitle 1: preference providers. More specifically, Section 14-102 (a) requires “a State or State aided or controlled entity” to buy supplies and services from:
 - Maryland Correctional Enterprises (MCE)
 - Blind Industries and Services of Maryland (BISM)
 - Community Service Providers through the Maryland Works Program for disabled individuals.
- There is also a statutory requirement under 14-103, 4 (c) that requires a prime contractor that provides housekeeping or janitorial services to purchase janitorial products from BISM to the extent practicable.

Procurement Opportunities

- USM and its institutions are required to advertise solicitations on EMaryland Marketplace Advantage (EMMA)
- Most institutions also maintain their own procurement websites where they publicize procurement opportunities
- Small and minority owned firms are encouraged to attend all pre-bid\proposal conferences
- All firms should register with EMaryland Marketplace Advantage in order to find out about procurement opportunities through the Department of General Services
- Firms that are eligible should register as certified Small Business Enterprises in order to take advantage of solicitations that are designated as Small Business Reserve through the Department of General Services
- Firms that are eligible should become certified as a Minority Business Enterprise (MBE) through the Maryland Department of Transportation

Upcoming Procurement Opportunities

- To find a list of upcoming procurement opportunities from all USM Institutions for Fiscal Year 2024, please visit the following link to the USM Procurement Home Page:
- <http://www.usmd.edu/usm/procurement/>

MEEC

Maryland Education Enterprise Consortium

MEEC provides its members with opportunities to purchase hardware and software as well as technology relevant services in an efficient manner and at an outstanding value. MEEC membership is open to Public and Private K-20 Institutions, Public Libraries and Federal Institutions in the State of Maryland.



200+ MEMBER INSTITUTIONS

ALL 24 MD K12 PUBLIC SCHOOL SYSTEMS
ALL USM UNIVERSITIES, COLLEGES & REGIONAL CENTERS
ALL MD COMMUNITY COLLEGES
PRIVATE K12, PRIVATE & FEDERAL HIGHER EDUCATION INSTITUTIONS



MEEC REPRESENTS 1,250,000+ STUDENTS
228,000+ FTE FACULTY and STAFF



\$100,000,000+ SPENT ANNUALLY ON MEEC AGREEMENTS
= MILLIONS IN SAVINGS FOR MD EDUCATION

MEEC

Agreements

100 VENDORS, 15 AGREEMENTS, 20 MULTI-AWARD VENDORS

SOFTWARE

- Adobe
- Apple
- Google
- Learning Management Systems(LMS)
- Lecture Capture
- McGraw Hill/ALEKS
- Microsoft

HARDWARE

- Hardware
- Audio Visual

SERVICES

- IT Security Services and Solutions
- Audio Visual
- InCommon
- IT Professional Consulting Services
- Microsoft Unified Enterprise Support
- On Line Exam Proctoring Services

MEEC

AGREEMENTS AT A GLANCE

- Procurements through USM Institutions or Community Colleges
- MD/USM procurement guidelines
- Types of Procurements:
 - Direct Negotiations
 - RFP – Single Award, Multi Award
- Agreements approved by the Office of the MD Attorney General/Institutional Counsel
- No differential pricing

<https://meec-edu.org>

University of Maryland, College Park and University of Maryland, Baltimore Presentations



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UNIVERSITY OF MARYLAND COLLEGE PARK

About the University

The University of Maryland, College Park is the state's flagship university and one of the nation's preeminent public research universities. A global leader in research, entrepreneurship and innovation, the university is home to more than 40,700 students, 14,000 faculty and staff, and nearly 400,000 alumni all dedicated to the pursuit of Fearless Ideas. Located just outside Washington, D.C., we discover and share new knowledge every day through our renowned research enterprise and programs in academics, the arts and athletics. And we are committed to social entrepreneurship as the nation's first "Do Good" campus.



UNIVERSITY OF MARYLAND COLLEGE PARK

Rex Fitch, Director, Construction & Facilities Procurement
rnfitch@umd.edu - office: 301-405-5813

Tiffany Morand, Director, Strategic Sourcing
tmorand@umd.edu - office: 301-405-3372

Kimberly Watson, AVP for Procurement & Business Services
watsonk@umd.edu - office: 301-405-5837



DOING BUSINESS WITH UNIVERSITY OF MARYLAND COLLEGE PARK

Procurement Process

- **Delegated to Departments**

- Up to \$5K on University Purchasing Cards and \$25K on Delegated POs
- Over \$25K on Vendor Contract Releases and through the use of Shell Shop for contracted catalog procurements

- **Solicitation Process**

- \$25K-\$200K - Simplified Acquisition two or more informal quotes solicited by procurement (competed)
- Over \$200K - Formally advertised on eMaryland Marketplace Advantage (eMMA) using either RFP or IFB
- Utilize existing contracts (state & higher education consortiums)

Any of these may be reserved for Small Business Reserve (SBR) only Competition

For more information visit the Procurement Website: www.purchase.umd.edu



SMALL PROCUREMENTS & CREDIT CARD PURCHASES

P-card (\$0 - \$5,000)

- Promotional Items
- Banners
- Trash Receptacles
- Uniforms & Clothing
- IT Supplies
- Office Supplies

Small Non-competitive (\$5,000 - \$25,000)

- Scientific Equipment
- Athletic Equipment
- Laboratory Equipment
- Marketing Materials
- Website Design
- Medical Supplies
- Facilities Supplies and Services
- Contract Services
- Software Licensing



Things We Buy

Procurements (>\$25,000)

Equipment & Supplies

- Scientific
- Office
- Healthcare
- Laboratory
- Testing
- Food Service
- Research
- Animal Care
- Fire Alarm maintenance
- Boiler maintenance
- Technical (IT)
- Contract Services

Facilities Services & Supplies

- Carpet Replacement
- Carpet Cleaning
- Window Washing
- Lawn Maintenance
- Snow Removal
- Facilities Repair
- Duct Cleaning
- Lighting Replacement
- Door Replacement
- Millwork
- Painting
- Moving Services
- Construction Services



MBE & SBR Liaisons

Minority Business Enterprise (MBE) & Small Business (SBR) Liaison

Anthony Harmon

Manager of Business Inclusion and Supplier Diversity

301-405-6055

aharmon4@umd.edu



Procurement Contacts

<https://purchase.umd.edu/about/directory>

About the University

- Founded in 1807, the University of Maryland, Baltimore (UMB) is Maryland's only public health, law and human services university. Six professional schools and a Graduate School confer the majority of healthcare, human services, and law professional degrees in Maryland each year.

School	Year Founded
▪ School of Medicine	1807
▪ Carey School of Law	1824
▪ School of Dentistry	1840
▪ School of Pharmacy	1841
▪ School of Nursing	1889
▪ Graduate School	1918
▪ School of Social Work	1961

- The mission of UMB is to improve human condition and serve the public good of Maryland and society at-large through education, research, clinical care, and service.



Two Procurement Offices

SSAS – Strategic Sourcing and Acquisition Services
(General Procurement and Business Development Group)

Keith Gagnon, Assistant Vice President
Strategic Sourcing and Acquisition Services
kgagnon@umaryland.edu – office: 410-706-8501

CFSA – Construction and Facilities Strategic Acquisitions

Jack Mumma, Executive Director
Construction & Facilities Strategic Acquisitions
jmumma@umaryland.edu - office: 410-706-7197

One Philosophy

“Provide strong customer-oriented service to the campus with a focus on meeting our customer’s needs while adhering to sound business practices.”

One Website

www.umaryland.edu/procurement

Commodities and Services Procured

SSAS

- * Scientific Equipment & Supplies
- * Dental Equipment & Supplies
- * Consulting Services
- * IT Equipment & Services
- * Offices Supplies & Equipment

CFSA

- *Construction
- *Architect/Engineering Services
- *Facilities Maintenance

Procurement Process

- **Delegated to Departments**

- Up to \$5K on University Visa Purchasing Cards
- Up to \$25K department may get quote and send to purchasing to issue PO

- **Solicitation Process**

- 25K-\$200K - Simplified Acquisition two or more informal quotes solicited by procurement (competed)
- Over \$200K - Formally advertised on UMB's eBID Board and eMaryland Marketplace Advantage (eMMA) using either RFP or IFB
- Utilize existing contracts (state & higher education consortiums)

Any of these may be reserved for Small Business Reserve (SBR) only Competition

For more information go to the Procurement Website:

www.umaryland.edu/procurement

How To Do Business With UMB

- Look for opportunities posted in eMMA
- Visit UMB website at www.umaryland.edu/procurement
- Contact the Purchasing Group for the commodity/service you provided. Purchasing Groups and their commodities/services are listed on the website.
- Vendors may reach out directly to departments and end-users
- MBE/SBR businesses are encouraged to contact the MBE/SBR liaison

MBE & SBR Liaison

Supplier Diversity Program Manager

Arnold Jolivet II

ajolivet@umaryland.edu

410-706-7013