

MDOT MARYLAND DEPARTMENT OF TRANSPORTATION

MOTOR VEHICLE ADMINISTRATION



Caring



Responsive



Committed

BUSINESS OPPORTUNITIES & ENTREPRENURIAL TRAINING SUMMIT



The Motor Vehicle Administration Mission:

The 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



MOTOR VEHICLE
ADMINISTRATION

MDOT MVA Vision



MVA Values

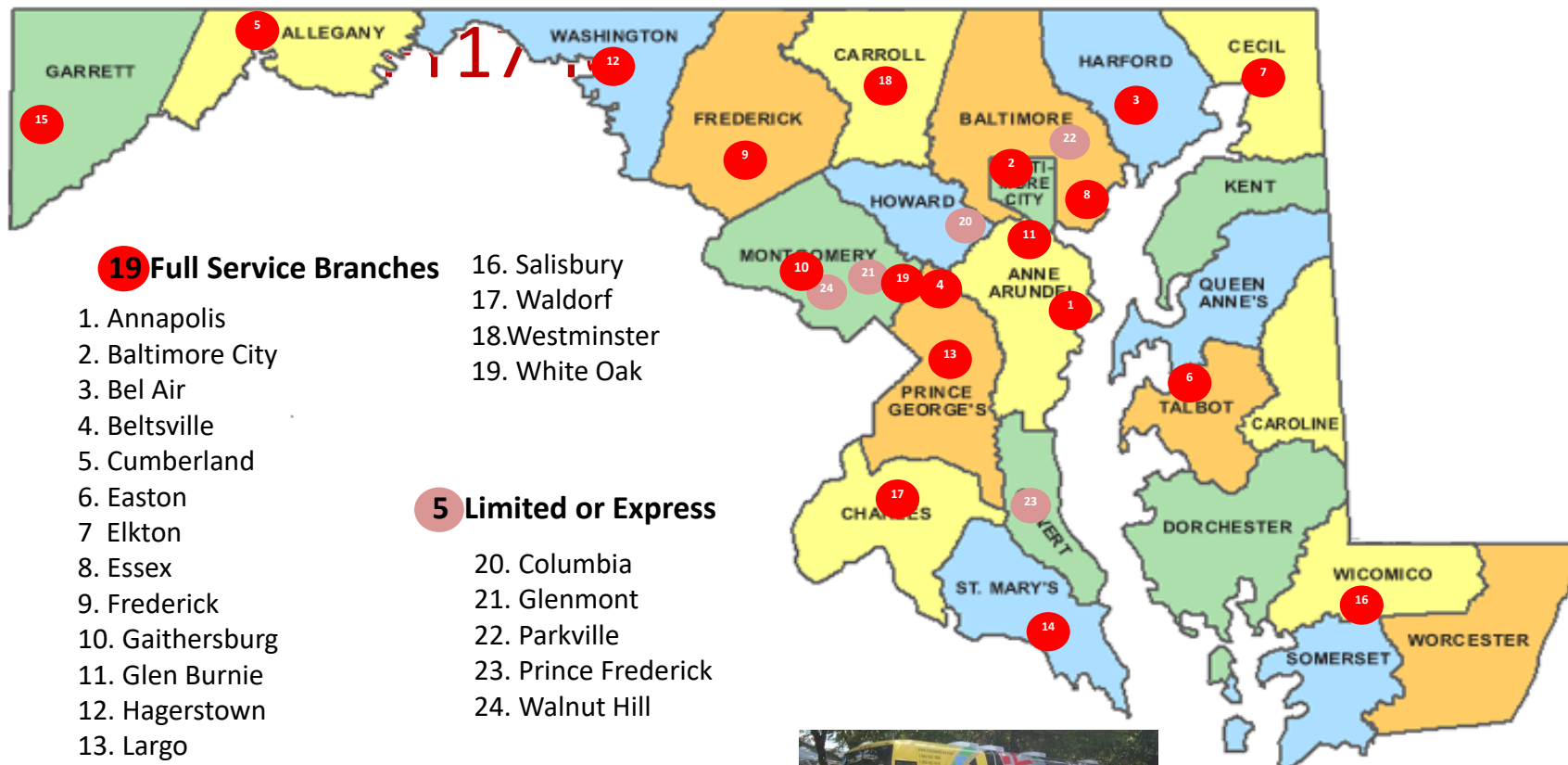
The MVA is governed by values which can be described in the **PRIDE** taken in the products and services offered to the residents and citizens of Maryland.

- Pride in Performance
- Respect
- Integrity
- Diversity
- Employee Empowerment & Accountability

MVA Goals

It is with these value, vision, and mission in mind that the Administration identified the five key goals for the MVA Strategic Plan including the following:

- **Exemplary customer service** that maximizes operational performance and efficiency of systems;
- **Efficient and effective business practices** to enable the Administration to deliver progressive quality services and products to Maryland residents and other MVA customers;
- **Safety and security** to promote driver and vehicle safety while ensuring product and process security;
- **Organizational development** to assist the MVA in taking the necessary steps to retain a diverse, competent workforce; and
- **Financial stewardship** to help the MVA maintain and upgrade systems, staff, and business practices and ensure peak financial performance and accountability.



...And The MVA Bus!



Types of Procurement Opportunities at MDOT MVA

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

FY 17 MDOT MVA Contracts/Purchase Orders

| | |
|---------------------------------------|-------------------|
| • Architectural & Engineering | \$ 258,363 |
| • Construction | \$ 497,016 |
| • Commodities, Supplies and Equipment | \$ 41,236,495 |
| • Information Technology Services | \$ 15,937,522 |
| • Maintenance | \$ 7,137,204 |
| • Services | \$ 19,291,825 |
| • Releases Against A BPO | <u>\$ 887,710</u> |

| | |
|--------------------|----------------------|
| Total Dollar Value | \$ 85,579,135 |
|--------------------|----------------------|

Procurement Modernization Highlights

Effective October 1, 2017:

- Small Procurement threshold limit increased from \$25K to \$50K and Small Construction procurement ceiling to \$100K
- Procurement method preference is Best Value
- Streamlined MBE certification process
- Architectural & Engineering (A&E) reform:
 - Optional Expression of Interest Phase; and
 - Elimination of the Transportation Professional Services Selection Board

Small Business Reserve (SBR) Procurements

eMaryland Markplace (eMM) is the online procurement system that provides registered vendors with easy access to State procurement information and automated notification of new procurement opportunities.

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

eMM allows vendors the ability to:

- ❖ Complete the Small Business Reserve (SBR) self-certification
- ❖ Receive notice of bid opportunities
- ❖ Search for contracting opportunities
- ❖ Submit bids electronically
- ❖ Obtain bid results online

eMaryland Marketplace/Small Business Reserve Assistance

Phone: 410-767-1492

<https://emaryland.buyspeed.com/bsa/>

FY17 MDOT MVA SBR Overview

- Total Paid to SBR Contractors under a Designated SBR Procurement - \$3.1m
- Total Paid to SBR Contractors under a non-designated SBR Procurement - \$8.4m
- Total Number of SBR Contractors receiving award and payments - 79
- Total Awards and Payments to SBR Contractors = \$10.7m
- Percentage of all SBR Payments = 36%

FY 2018 Procurement Forecast for MDOT MVA

Statewide Small Procurement (<\$50,000):

- Many MBE & SBR Opportunities
- Procurement Method – Competitive Bid – COMAR Title 21.05.07
- Types of work include:
 - Janitorial Services
 - Landscaping Services
 - Mat Cleaning Services
 - Snow & Ice Removal

Architectural & Engineering – State Funded:

- MBE & SBR Opportunities
- Procurement Method – Qualifications Based Selection – COMAR Title 21.12.02
- Anticipate award of one SBR designated and two open competition contracts

FY 2018 Procurement Forecast for MDOT MVA continued

Professional Services:

- MBE & SBR Opportunities
- Procurement Method – Competitive Sealed Proposal (CSP)

Examples of work:

- Advertising, Community Relations, and Graphic Design Services
- Maryland Strategic Safety Plan (SHAP)
- Customer Service Training
- Vehicle Emissions Inspection Program

Information Technology:

- MBE & SBR Opportunities
- Procurement Method - Master Contracting
 - Hardware, Software Maintenance, and Support
- Procurement Method – CATS+ - Master Contracting
 - Software Engineering Services
 - Customer Management Traffic System



MDOT MVA Office of Procurement and Contracts

Georgia A. Peake, Director – 410-768-7252

gpeake2@mdot.state.md.us

Cheryl Stambaugh, Deputy Director –
410-787-7792

cstambaugh@mdot.state.md.us

Kelly Moore, Lead Procurement Officer – 410-768-7354

kmoore14@mdot.state.md.us

MBE Team

Nicole Bohanan – MBE Manager 410-787-7892 nbohanan@mdot.state.md.us

Vastie D. Presley – MBE Compliance Officer 410-768-7068 vpresley1@mdot.state.md.us

MDOT MARYLAND DEPARTMENT OF TRANSPORTATION

MOTOR VEHICLE ADMINISTRATION

Premier Customer Service

Questions?

410-768-7224



MDOT
MARYLAND DEPARTMENT
OF TRANSPORTATION
**MOTOR VEHICLE
ADMINISTRATION**