

Navigating eMaryland Marketplace with Success

Tips, Tricks, and Best Practices

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Understanding NIGP Commodity/Service Codes

NIGP = National Institute of Government Purchasing

Coding system to classify products and services purchased by State and local governments





Understanding NIGP Commodity/Service Codes

Why do I need to select commodity codes?

Vendor Selects Codes in eMM Procurement Officer Enters Bid Solicitation into eMM

Vendor Receives Email Notification of Bid Opportunity



Understanding NIGP Commodity/Service Codes

When do I need to select NIGP codes?

During the eMaryland Marketplace Registration Process

AND

Any Time You Expand the Products/Services your Company Provides











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Commodity Code and Service Codes

Current Codes - eMM Training

Deactivate	Code		Description
	925-37	Facilities Design Services, Engineering	





Comn	nodity Cod	e and Service Codes - eMM Training		
Searc	h			
NIGP Cla	ass	▼	——— Select a NIGP Class fro	om the drop-down box
NIGP Cla NIGP Ke Search u	ass Item vword using ALL	of the criteria ▼ Search	Once you select a NIG down will populate al specific code	P Class, the Class Item drop llowing you to search for a
1 Use t	the NIGP Commo	dity Code Search Engine if you are familiar with the NIGP code. If no	ot use the NIGP Code Browse below.	
NIGP	Code Brow	se		
1 Selec	ct the category the	at best describes the product and service you offer. Click on the quest	tion mark for more information.	Browse codes by category and drill-down to find specific codes
Q	<u>D1</u>	Administrative, Financial, and Management Services		arm down to mid specific codes
Q	<u>02</u>	Agricultural Equipment and Related Products and Services		This allows you to select more
Q	<u>03</u>	Arts, Crafts, Entertainment, Theatre		than one code at a time
<u>0</u>	04	Automotive Products, Vehicles, and Services		



Search		
	Commodity	Code and Service Codes - eMM Training
NIGP Class		
NIGP Class Item	Search	
NICE Kennerd	NIGP Class	· · · · · · · · · · · · · · · · · · ·
Search using All of the oritoria	NIGP Class Item	005 - ABRASIVES
Search using ALL of the criteria •	NIGP Keyword	010 - ACOUSTICAL TILE, INSULATING MA 015 - ADDRESSING, COPYING, MIMEOGRAP
Search	Search using	019 - AGRICULTURAL CROPS AND GRAINS
	×	022 - AGRICULTURAL EQUIPMENT AND IMP
Select the arrow to the right of the NIGP Class box	1 Use the NIGP (025 - AIR COMPRESSORS AND ACCESSORIE 031 - AIR CONDITIONING, HEATING, AND
to show the drop-down menu.	NIGP Code F	035 - AIRCRAFT AND AIRPORT EQUIPMENT
1	 Select the cate 	040 - ANIMALS, BIRDS, MARINE LIFE, A
		045 - APPLIANCES AND EQUIPMENT, HOUS 050 - ART EQUIPMENT AND SUPPLIES
	01	052 - ART OBJECTS
Click on the code/category you'	02	055 - AUTOMOTIVE ACCESSORIES FOR AUT 060 - AUTOMOTIVE AND TRAILER FOUIPME
would like to select.		065 - AUTOMOTIVE AND TRAILER BODIES,
	03	070 - AUTOMOTIVE VEHICLES AND RELATE
	<u>04</u>	071 - AUTOMOBILES, SCHOOL BUSES, SUV
	05	Building Equipment Supplies and Services

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Deartivate Selected Items	Add Additional Codes	Cancel & Evit	
Deactivate Selected items	Add Additional Codes	Cancer & EXit	



NIGP Code Browse

1 Select the category that best describes the product and service you offer. Click on the question mark for more information.

<u>01</u>	Administrative, Financial, and Management Services
<u>02</u>	Agricultural Equipment and Related Products and Services
<u>03</u>	Arts, Crafts, Entertainment, Theatre
<u>04</u>	Automotive Products, Vehicles, and Services
<u>05</u>	Building Equipment, Supplies, and Services
<u>06</u>	Clothing, Textiles, Laundry Equipment, and Supplies
<u>07</u>	Communication Equipment and Services
<u>08</u>	Computers, Software, Supplies, and Services
<u>09</u>	Food, Equipment, and Related Services
<u>10</u>	Furnishings and Related Services
<u>11</u>	Furniture and Related Services
<u>12</u>	Hardware, Related Equipment, and Services
<u>13</u>	Highway Road Equipment, Materials, and Related Equipment
<u>14</u>	Janitorial and Cleaning Equipment, Supplies, and Services
<u>15</u>	Laboratory Equipment, Supplies, and Services
<u>16</u>	Maintenance and Repair of Equipment
<u>17</u>	Medical Equipment, Supplies, and Services

To browse codes by category, select the category you wish to explore and "drill-down" until you find the code(s) you wish to add.

Browsing codes allows you to add more than one code at a time to your profile.







All codes beginning with the Class Item you selected will appear.

To add codes to your profile, place a ✓ in the box next to the code(s) you wish to add.

You may select as many codes as you would like.

Select Save at the bottom of the screen.

	910-03	Building Cleaning, Exterior
	910-04	Air Duct Cleaning Services
	910-05	Building and House Leveling Services
	910-06	Carpentry Maintenance and Repair Services
	910-07	Chute Installation Services
	910-08	Concrete Raising and Undersealing Services
	910-09	Carpet Cleaning, Dyeing, Installation and Repair
	910-10	Chimney Installation, Maintenance and Repair
	910-11	Drapery and Curtain Installation, Maintenance and Repair
	910-12	Drapery and Curtain Fabrication Services
	910-13	Elevator Installation, Maintenance and Repair
\checkmark	910-14	Door Installation, Maintenance, and Repair (Metal)
	910-15	Door Installation, Maintenance, and Repair (Wood)
	910-16	Energy Conservation Services (Including Audits)
	910-17	Energy Computerized Control System (HVAC, Lighting, Utilities, etc) Installation, Maintenance and Repair Services





Deactivate Selected Items	Add Additional Codes	Cancel & Exit	



Questions?

For assistance with selecting NIGP Codes, refer to the <u>Understanding Commodity/Service Codes Instruction Guide</u>.



Quick Links

> Lonne

Login and Register for eMaryland Marketplace (eMM)

Small Pusiness Paserve Program

- Minority Business Enterprise (MBE) Program
- Governor's Office of Minority Affairs (GOMA)
- > Procurement Forecasting
- Board of Public Works
- Maryland Procurement Technical Assistance Center
- How to do Business with the State of Maryland





Welcome to Maryland Procurement!

Maryland conducts the majority of its procurements through eMaryland Marketplace, the online procurement system that is a business tool to provide vendors with easy access to State procurement information. Vendors have 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

For more information review the Frequently Asked Questions.

← To register or login to eMaryland Marketplace, use the links to the left.



Website: procurement.maryland.gov











Shows bids from all agencies/using organizations.







Login

Login ID:

Password:

Login

Forgot your password?



Welcome to eMaryland Marketplace

Registration Information

<u>Register</u>

Register here to begin using New eMaryland Marketplace. Vendors, please read this disclaimer prior to registering.

Complete Registration

Complete registration here to begin using New eMaryland Marketplace. Vendors, please read this discrames prior to completing registration.

Open Bids and Contracts

Open Bids

Browse open bid opportunities.

- Active Contracts
 Browse active Contracts/Blankets
- Contract & Bid Search
 Search for Bids and active Contracts/Blankets.

Search for bids using an advanced search tool



_ Se	elect <i>Bids</i>				
Advanced Search					
Search for: Bids Contracts/Blankets					
				Exit	
			Copyright © 2017 Periscope Hold	lings, Inc All Rights Reserved.	
	Advanced S	Search			
The Advanced Search screen will open. Use any of the search fields to find bid opportunities.	Search for: Search Using: Search Fields:	Bids Contracts/Blankets ALL of the criteria Bid #	۰ ۹	Find It Clear	Bid Opening Date(MM/DD/YYYY) Purchaser



Login

Login ID:

Password:

Login Forgot your password?



Welcome to eMaryland Marketplace

Registration Information

<u>Register</u>

Register here to begin using New eMaryland Marketplace. Vendors, please read this disclaimer prior to registering.

Complete Registration

Complete registration here to begin using New eMaryland Marketplace. Vendors, please read this disclaimer prior to completing registration.

Open Bids and Contracts

- Open Bids
 - Browse open bid opportunities.
- Active Contracts
 Browse active Contracts/Blankets.
- Contract & Bid Search Search for Bids and active Contracts/Blankets.

You have access to the same advanced search function when logging into your profile.



Note: There may be two tabs in the upper right-hand corner of – your screen. This means you have access to both the Seller and Seller Administrator functions.

If you do not see any tabs it is likely you only have Seller access.

Seller: Allows you to access seller functions such as:

- Searching for Bid Opportunities
- Submitting Bids on Behalf of the Company

Seller Administrator: Allows you to access profile maintenance functions such as:

- Updating NIGP Codes
- Changing Company Information (email address, address, etc.)
- Completing the Small Business Reserve (SBR) Certification/Re-certification
- Adding/Deleting Company Users









Once you select Bids, the Advanced Search box will expand.

You may use any search field (or a combination of search fields) to search for opportunities.

Advanced	Search								
Search for:	Module: Pur	rchasing Module ▼	Document Type:	Bids	•				
Search Using:	ALL of the criteria ▼								
					Find It	Clear			
Search Fields:									
	Bid #							Bid Opening Date(MM/DD/YYYY)	
	Bid Description							Purchaser	•
	Organization						•		
	Department								
	Location	•							
	Type Code		•						
	Catalog	•							
	Purchase Method		•					Entered Date(MM/DD/YYYY)	
	NIGP Class			¥					
	NIGP Class Item	•							
	Commodity Code		Q						
					Find It	Clear			
]				



Bid #: Allows you to search using the eMaryland Marketplace Bid # assigned to the solicitation.

Advanced	Search							
Search for:	Module: Pure	chasing Module ▼	Document Type:	Bids	•			
Search Using:	ALL of the criteria	▼						
					Find It	Clear		
Search Fields:		Г						
	Bid #		_				Bid Opening Date(MM/DD/YYYY)	
	Bid Description						Purchaser	
	Organization						*	
	Department						▼	
	Location	•						
	Type Code		•					
	Catalog	•						
	Purchase Method		•				Entered Date(MM/DD/YYYY)	
	NIGP Class			•				
	NIGP Class Item	•						
	Commodity Code		0					
			~					
					Find It	Clear		
					rinunt	Olean		



To locate the Bid #, refer to an email notification received from eMaryland Marketplace.

В	Bid Notification - Bid # MDJ0231030621, LPTANK17 SPB-Day SHA D5 Tank Installation D		÷	2				
	Boomerang this? 2 hours before T Feb 6, 2017 12:07PM. Confirm							
	emaryland@emaryland.buyspeed.com to 💌	Jan 13	•	•				
	A formal bid notification has been sent to you by Maryland State Highway Administration .							
	Bid Description: LPTANK17 SPB-Day SHA D5 Tank Installation Bid Number: MDJ0231030621 Bid Due (Opening) Date/Time: 02/06/2017 09:00:00 AM Available Date/Time: 01/13/2017 12:07:00 PM							
	Requesting Department: J0208506 - SHA-DIST 5 OFFICE Buyer Name: Cynthia Teeter Buyer Phone: <u>(410)841-5450</u> Buyer Email: <u>cteeter@sha.state.md.us</u>							
	Please review the solicitation for the date and location of any pre-bid meetings being held to discuss this opportunity.							
	To view the solicitation, visit <u>www.emarylandmarketplace.com</u> .							
	For assistance navigating eMaryland Marketplace, refer to the eMaryland Marketplace Instructions Guides page at http://dgs.maryland.gov/	Pages/Procurement/eMMLinks.as	<u>spx</u> .					
	Thank you for your participation.							
	Use this link to log on to eMaryland Marketplace: https://emaryland.buyspeed.com/bso/login.sdo							



Copy and paste or type the Bid# in the search field.

Advanced \$	Search								
Search for:	Module: Pur	rchasing Module ▼	Document Ty	pe: Bids	•				
Search Using:	ALL of the criteria	Y							
						Find It	Clear		
Search Fields:									
	Bid #	MDJ0231030621						Bid Opening Date(MM/DD/YYYY)	
	Bid Description							Purchaser	•
	Organization							¥	
	Department							¥	
	Location	•							
	Type Code		•						
	Catalog	•							
	Purchase Method	•	·					Entered Date(MM/DD/YYYY)	t <u>a</u> t ::::
	NIGP Class				•				
	NIGP Class Item	•							
	Commodity Code		Q						
					Find It	:	Clear		
					Find It	:	Clear		



Search Results

Results

Bid #	Contract/Blanket #	<u>Buyer</u>	Description	Bid Opening Date	Awarded Vendor(s)
MDJ0231030621		Cynthia Teeter	LPTANK17 SPB-Day SHA D5 Tank Installation	02/06/2017 09:00:00 AM	



Bid Description: Allows you to search by typing an keyword or phrase.

Advanced	Search		
Search for:	Module: Purchasing Module Document Type: Bids	▼	
Search Using:	ALL of the criteria		
		Find It Clear	
Search Fields:			
	Bid #		Bid Opening Date(MM/DD/YYYY)
	Bid Description		Purchaser T
	Organization		T
	Department		T
	Location 🔹		
	Type Code		
	Catalog 🔹		
	Purchase Method		Entered Date(MM/DD/YYYY)
	NIGP Class	T	
	NIGP Class Item		
	Commodity Code Q		
	•		
		Find It Clear	



Type any keyword or phrase to search for opportunities.

Advanced	Search
Search for:	Module: Purchasing Module Document Typ
Search Using:	ALL of the criteria ▼
Search Fields:	Bid #
	Bid Description
	Organization
	Department
	Location T
	Type Code
	Catalog 🔹
	Purchase Method
	NIGP Class
	NIGP Class Item
	Commodity Code Q

Bid Description Search Examples

Service – i.e. "construction", "roofing", "security", "HVAC"

Product – i.e. "truck", "kitchen", "uniform", "sign"



Examples of Bid Descriptions

Description	l
Public Notice	Musical Instruments
Project #1270R	Veterinarian Serves Rosecroft
Statement of Need Request for Proposals for DETP and HIGH Residential Child Care Programs	Roof Replacement Choices Academy
Parking Pay Station Shelters	18M-090 Carpet & Tile, Installation & Supply
IFB NO. 18-041 TRUCKS, 2.5 TON UTILITY WITH AIR COMPRESSOR	RFQ 2018-057 - TOOLS AND EQUIPMENT FOR RADIO SYSTEM REPAI
RFP 18-22, LIBRARY SITE SELECTION AND CONCEPT PLAN	SBR designated-Fire Protection System Inspection Maintenance and Repa
RFP #18-069, Engineering Services for Water & Sewer Lines	Replace Circulating Pump, MGS Baltimore, Kenneth Weaver Building, Balt
HVAC Preventive Maintenace and Repairs	AT0136114SBR - MAINTENANCE AND PRESERVATION OF LANDSCAP
Fuel Oil	QA1735177 - US 301 NB From Greenspring Road to MD 213
Bard System Preventive Maintenance and Repairand	RFI - Repair and Maintenance to Traffic Signal System Statewide (OT)
SBR - Asbestos Tile Abatement	IFB #18-174-CP, Browning Building Exterior Deck Replacement - Pinecliff
RFP # 18-18 ARCHITECTURAL AND ENGINEERING SERVICES	Dumpster Service
Liebert System Preventive Maintenance and Repairs	N. ARUNDEL SWIM CTR IMPROVE
18-JHM-008 Annual Chiller Maintenance and On-Call Services	Pavilion Restroom Renovation
DJI Matrice 210 RTK	S.C. 965-Improvement to Sanitary Sewers in the North East Area of Baltim


Type any keyword or phrase to search for opportunities.

Advanced	Search
Search for:	Module: Purchasing Module Document Typ
Search Using:	ALL of the criteria
Search Fields:	Bid #
	Bid Description
	Organization
	Department
	Location
	Type Code
	Catalog 🔹
	Purchase Method
	NIGP Class
	NIGP Class Item
	Commodity Code Q

Bid Description Search Examples

Small Business Reserve Procurement – "SBR"

Procurements with MBE Goals – "MBE"



Examples of "SBR" Search

Description
SBR · Asbestos Tile Abatement
SBR designated-Fire Protection System Inspection Maintenance and Repair.
AT0136114SBR - MAINTENANCE AND PRESERVATION OF LANDSCAPE ASSETS AT FACILITIES IN DISTRICT 3
AX053611 SBR MAINTENANCE AND PRESERVATION OF LANDSCAPE ASSETS IN SOMERSET AND WORCESTER COUNTIES
SBR - Renovate Observation Suite into Seclusion Suite
SBR - Tuck pointing and caulking of windows and doors
SBR - Installation of New Parking Lot and Concrete Steps
ADA DRINKING FOUNTAIN IMPROVEMENTS @ MD CORRECTIONAL INSTITUTION - PROJECT # KJ-000-170-001 (SBR)
AT0496114SBR-MAINTENANCE AND PRESERVATION OF LANDSCAPE ASSETS AT FACILITIES IN DISTRICT 4-AREA WIDE
Replace Decking at Assateague State Park (P-054-172-010)(SBR)
A/V Enhancement and Installation - SBR
RENOVATE PUMPHOUSES 1-4 @ ASSATEAGUE STATE PARK, PROJECT # P-054-161-010 (SBR)
SBR - Winterization Services
SBR - Gate Operator Replacement







NIGP Class: Allows you to search by entering the NIGP Class code. **NIGP Class Item:** Once you select a NIGP Class code, you may further narrow your search by selecting a Class Item code.

Advanced	Search								
Search for:	Module: Pur	rchasing Module 🔻	Document Type: B	ids •	•				
Search Using:	ALL of the criteria	¥							
					Find It	Clear			
Search Fields:									
	Bid #							Bid Opening Date(MM/DD/YYYY)	
	Bid Description							Purchaser	•
	Organization						•		
	Department							T	
	Location	•							
	Type Code		T						
	Catalog	•							
	Purchase Method		•					Entered Date(MM/DD/YYYY)	
	NIGP Class			T					
	NIGP Class Item	•							
	Commodity Code		Q						
					Find It	Clear			



Advanced	Search
Search for:	Module: Purchasing Module Document Type: Bids
Search Using:	ALL of the criteria V
Search Fields:	
	Bid #
	Bid Description
	Organization
	Department
	Location 🔹
	Type Code 🔹
	Catalog
	Purchase Method
	NIGP Class T
	NIGP Class Item
	Commodity Code Q
	Find

Select the NIGP Class code for which you would like to view solicitations.

The results of this search will show all solicitations where this NIGP Class code was entered by the Procurement Officer no matter what NIGP Class Item code was used.

You may further narrow down your search results by selecting a NIGP Class Item code.



Performed search for NIGP Code 909-45 (Building Construction Services – Finishes: Flooring, Wall and Ceiling)

Search Results - Public

<u>Bid #</u>	Buyer	Description	Bid Opening Date	Awarded Vendor(s)
MDAC \$31035630	Betty Kinney	18M-090 Carpet & Tile, Installation & Supply	11/20/2017 01:00:00 PM	
MDUMPC31035383	Alicia Tarr	61080-B Severn Hall Architectural Renovations, SU	11/14/2017 03:00:00 PM	
MDUMPC31035137	Karen Contreras Cruz	Trade Contractor Announcement Dorchester Hall	10/18/2017 02:00:00 PM	
MDUMPC31033539	Alicia Tarr	Trade Contractor Announcement; JVS for School Public Health, Ground Floor	07/11/2017 01:00:00 PM	
MDPGE31033091	Diane Forde	035-17 Operable Folding Partition Walls	06/28/2017 03:00:00 PM	
MDDG \$31031978	Michael Cavanaugh	Repair Autopsy "A" Walls at Office of the Chief Medical Examiner (BH-111-170-003)	04/13/2017 02:00:00 PM	MODERN CONSTRUCTION SERVICES INC

Search Results – Logged In

Bid #	Description	Bid Opening Date	Organization	Dept/Loc	Purchaser	Total	Status	Alternate Id
MDAC \$31035630	18M-090 Carpet & Tile, Installation & Supply	11/20/2017 01:00:00 PM	Anne Arundel County Schools	AAPS / AAPS	Betty Kinney	\$0.00	Sent	18M-090
MDUMPC31035383	61080-B Severn Hall Architectural Renovations, SU	11/14/2017 03:00:00 PM	University of Maryland - College Park	UMCP / UMCP	Alicia Tarr	\$0.00	Sent	61080-В Severn Hall
MDUMPC31035137	Trade Contractor Announcement Dorchester Hall	10/18/2017 02:00:00 PM	University of Maryland - College Park	UMCP / UMCP	Karen Contreras Cruz	\$0.00	Sent	JVS Trade Contractor Announcement
MDUMPC31033539	Trade Contractor Announcement; JVS for School Public Health, Ground Floor	07/11/2017 01:00:00 PM	University of Maryland - College Park	UMCP / UMCP	Alicia Tarr	\$0.00	Sent	Trade Contractor Announcement - SPH; Ground Flr



Public Search vs. Logging In

Search Results - Public

Bid #	Buyer		Bid Description	Bid Due Date	Awarded Vendor(s)
Bid #	Buyer		Description	Bid Opening Date	Awarded Vendor(s)
MDAC \$31035630	Betty Kinney	18M-090 Carpet & Tile, Installation & Supply		11/20/2017 01:00:00 PM	

Search Results – Logged In

Bid #	Bid Description	Bid Due Date	Organization		Buyer	(Status	Alternate ID
Bid #	Description	Bid Opening Date	Organization	Dept/Loc	Purchaser	Total	Status	Alternate Id
MDAC \$31035630	18M-090 Carpet & Tile, Installation & Supply	11/20/2017 01:00:00 PM	Anne Arundel County Schools	AAPS / AAPS	Betty Kinney	\$0.00	Sent	18M-090

<u>Status</u> **Sent** = Published (public can view solicitation) **Bid to PO** = The Awarded Vendor was Posted



Questions?

For assistance with selecting NIGP Codes, refer to the <u>Identifying Bid Opportunities Instruction Guide</u>.



Small Business Reserve (SBR) Qualification Criteria (COMAR 21.01.02.01B(80))

- A business, other than a broker
- Independently owned and operated
- Not a subsidiary of another firm
- Not dominant in its field of operation
- Meets size or gross sales standards according to industry



Small Business Reserve (SBR) Qualification Criteria (COMAR 21.01.02.01B(80))

- A business, other than a broker
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- Meets size <u>or</u> gross sales standards according to industry'

Industry	# of Employees	Gross Sales
Wholesale	50	\$4,000,000
Retail	25	\$3,000,000
Manufacturing	100	\$2,000,000
Service	100	\$10,000,000
Construction	50	\$7,000,000
A/E Services	100	4,500,000



Small Business Reserve (SBR) Self-Certification Process

Make sure you are on the *Seller Administrator* tab then select *Maintain Organization Information*. Seller Seller Administrator ? E January 31, 2017 10:27:38 AM EST Cristen Ervir Maintain Organization Maintain Users on this Add Users on this Add Associated Organization Information Account Account This section is used for This section is used to maintain This section is used to add This section is used for adding maintaining organization users for the organization. users to the organization. an organization with the same information. Tax ID.



Small Business Reserve (SBR) Self-Certification Process





Small Business Reserve (SBR) Self-Certification Process





Small Business Reserve (SBR) Self-Certification Process

Program Qualification Warning

SMALL BUSINESS RESERVE CERTIFICATION

Welcome to the Small Business Reserve (SBR) self-certification process. Becoming certified in the Small Business Reserve provides opportunities for these businesses to participate in the state's small business procurement programs.

By clicking the "I acknowledge" icon at the bottom of the screen, you are indicating that you have read, and agree to, the statements below. After selecting "I Acknowledge," the SBR certification screen will open and allow you to complete the SBR pre-qualification questions. After completing and submitting your responses to the questions, you will be notified immediately whether your business meets or does not meet the qualification criteria for the Small Business Reserve.

PROVIDING FALSE INFORMATION

Anyone providing false information to the State of Maryland in connection with obtaining or attempting to obtain a contract under a Small Business Reserve procurement may be subject to the following: 1. A determination by a Procurement Officer that a bidder is not responsible; 2. A determination that a contract entered into is void or void able under § 11-204 of the State Finance and Procurement Article; of the Annotated Code of Maryland; 3. Suspension and debarment under Title 16 of the State Finance and Procurement Article; 4. Criminal prosecution for procurement fraud (§ 205.1 of the State Finance and Procurement Article), perjury, or other crimes; and 5. Other actions permitted by law. The following documentation will need to be submitted of an audited prior to an award being issued: 1. Three (3) Years of Federal Tax Returns (Form 1120 or Schedule C) 2. Articles of Incorporation, Organization or Amendments 3. Certified Payroll Roster 4. Unemployment Insurance Quarterly Contribution Reports (Two Years).

FAILURE TO MEET MINIMUM QUALIFICATIONS

Any Bidder or potential bidder failing to meet the minimum qualifications of a "small business" specified in § 14-501© of the State Finance and Procurement Article will be ineligible to participate in a procurement designated for a Small Business Reserve under § 14-504. Any person or company bidding on a Small Business Reserve procurement and not qualifying as a small business <u>under § 14-501© will have its bid rejected on</u> the ground that the bidder is not responsible.





Small Business Reserve (SBR) Self-Certification Questions

- Type of organization?
- Are you a broker?
- Is business a subsidiary of another firm?
- Is business independently owned and operated?
- Is the Business dominant in its field of operation?
- Total number of employees?
- Veteran status?
- Gross sales for the past three years?

1.	Type of Organization?*:	▼
2.	Are you a broker?*:	▼ ②
3.	Is business a subsidiary of another firm? *:	v 2
4.	Is business independently owned and operated? *:	▼ 2
5.	Is the Business dominant in its field of operation? If you answer "yes" to this question, you will not qualify for the program. Any request to correct your answer will result in a physical or paper audit being conducted on your business by our Small Business Reserve program staff. If you have any questions regarding this question, feel free to contact the Help Desk team at 410-767-1492. *:	▼ 20
6.	Total Number of Employees on payroll (Must enter a value greater than 0) * :	
	The following 2 questions deal with veterans status. If you are a veteran, select the appropriate response as well as acknowledging that you have read SFP 14-201. Also be aware that you MUST be domiciled in the State of MD to qualify.	
8.	If applicable, indicate veteran status. :	▼ 2
9.	If veteran or disabled veteran, indicate the you have read and understand the SFP 14-201 terms found in the help area. :	
	If you are not a NEW business, provide your last 3 years of gross sales. Otherwise select NA for the year and enter a 0 in the gross sales area.	
11.	Gross Sales for the most recent three years - Year 1 $^{\boldsymbol{\ast}}$:	T
12.	Amount Year 1 (Enter 0 if NEW Business). Enter whole dollars only and without \$ or commas. * :	
13.	Gross Sales for the most recent three years - Year 2 * :	T
14.	Amount Year 2 (Enter 0 if NEW Business). Enter whole dollars only and without \$ or commas. * :	
15.	Gross Sales for the most recent three years - Year 3 * :	T
16.	Amount Year 3 (Enter 0 if NEW Business). Enter whole dollars only and without $ \$ or commas. * :	
	If you are a NEW business, provide your gross sales. Otherwise enter a 0 in the gross sales area.	
18.	New business, please provide the first year projected or estimated gross sales. Enter whole dollars only and without \$ or commas. * :	
19.	Are you a "not-for-profit (non-profit)" business? *:	T



Small Business Reserve (SBR) Self-Certification Process

Program Qualification Results





Small Business Reserve (SBR) Self-Certification Process

The renewed certification information will appear under the Renewal tab until the current certification expires.



Version	Certification Date	Certificate Number	Renewal Date
4	01/31/2017	SB12-17907	01/31/2018
	If you are renev you complete th current certifica certification nur same.	ving your certification and ne renewal before the ation expires the mber will remain the	The new expiration date will show as one year from the current date.



Questions?

For assistance with selecting NIGP Codes, refer to the <u>Small Business Reserve Certification & Renewal Instruction Guide</u>.



- Small Business Reserve Program
- Minority Business Enterprise Program
- Veteran-owned Small Business Enterprise Program



Prime Contractor vs. Subcontractor

	Prime Contractors	Subcontractors
How do I find contracting opportunities?	Projects will be advertised on eMaryland Marketplace	Projects will be advertised on eMaryland Marketplace
How can I get selected to work on projects?	Submit proposal/ bid in response to RFP/ITB	Form relationships with prime contractors who select the subcontractors to work on projects
How can I use my MBE certification to get work?	MBE prime contractors may satisfy up to 50% of the MBE subcontracting goal	MBE subcontractors may fulfill subcontracting goals based on the work they perform
Who is my contract with?	Department of General Services	Prime Contractor
How do I get paid?	Invoice and get paid by DGS	Invoice and get paid by prime contractor



Small Business Reserve Program

- Prime Contracting Opportunities
- Provides opportunities for small business to compete on contracts against other small businesses.
- Agency is required to spend a minimum of 10% of procurement dollars with certified small businesses through the SBR program.
- Company must complete the SBR certification process to be eligible to participate.



Small Business Reserve Certification

Certification: eMaryland Marketplace – <u>www.emarylandmarketplace.com</u>

Certification Resources:

- eMaryland Marketplace Instruction Guides
 - *Registering Your Business in eMaryland Marketplace*
 - Small Business Reserve Certification & Renewal
- eMaryland Marketplace Help Desk
 - Telephone: 410-767-1492
 - Email: dgs.emaryland@Maryland.gov



Small Business Reserve Q&A

- How are contracts set-aside for small businesses?
 - Procurement Review Group reviews each contract to determine if the procurement can be reserved for small business participation only.
- How can my company find out about opportunities?
 - "SBR Only" procurements will be advertised on eMaryland Marketplace.



Program Comparison Chart

	Small Business Reserve	Minority Business Enterprise	Veteran owned Small Business Enterprise
Type of Program	Prime Contracting	Subcontracting	Subcontracting
Award	Full Contract Set-Aside	% of Contract Set-Aside	% of Contract Set-Aside
State Goals	15%	29%	1%
Certification Agency	eMaryland Marketplace	Maryland Department of Transportation	U.S Department of Veteran's Affairs



Questions?

For more information on the small, minority and veteran business programs visit the <u>DGS Business Opportunities Page</u>.



Seller

September 23, 2015 10:13:19 AM EDT 🛛 😮 🖊

Seller Administrator

Adding/Deleting Company Profile Users

From the Seller Administrator tab select *Maintain Users on this Account*.

Cristen Ervin Maintain Organization Maintain Users on this Add Users on this Add Associated Information Account Organization Account This section is used for This section is used to maintain This section is used to add This section is used for adding an organization with the same maintaining organization users for the organization. users to the organization. information. Tax ID.



Adding/Deleting Company Profile Users

User Maintenance for: eMM Training



To review a users setting click on the Login ID next to their name.



Adding/Deleting Company Profile Users

From this screen you are able to change all information with the exception of the Login ID.

The Roles indicate what access the user has.

User roles can be added or deleted by checking or unchecking the box next to the role.

User Maintenance: Training User 2 - eMM Training

Salutation	•				
First Name*:	Training			Last Name*:	User 2
Job Title*	Training User 2			Department	
Phone*	410 767	4272 -		Email*	cristen.ervin@maryland.gov
Login ID	TRAIN			Status*:	Active V
New Password*	•••••			Confirm Password*	•••••
Login Question*	What city were y	ou born in?	¥	Login Answer*	Baltimore
Roles					
Seller		Can Creat	te Blanke	t Change Orders	
Seller Admin	nistrator	Can Uploa	ad Contra	act	You can change the status
					to Deleted or Inactive to
					remove the users access



Adding/Deleting Company Profile Users





Adding/Deleting Company Profile Users

A blank user screen will open.

You must complete all fields market with an *. When finished, select *Save & Exit*.

New	Vendor	User	for	eMM	Training
-----	--------	------	-----	-----	----------

Salutation							
First Name*:	Last	Name*:					
Job Title*	Dep	artment					
Phone*	- Ema	il*					
Login ID *:	State	us*: Active	e v				
New Password*	Cont	irm Password*					
Login Question*	▼ Logi	n Answer*					
Roles Seller	Can Create Blanket Cha	ange Orders					
Seller Administrator	Can Upload Contract						
				Save & E	xit	Reset	Cancel & Exit
Make sure you select	the appropriate	user roles:	Seller Adm Seller = Acc	inistrator = Acce cess to perform s	ss to upd eller fund	ate/modify ctions	company profile.



Adding/Deleting Company Profile Users

User Maintenance for: eMM Training

Search Using:	ALL of the criteria ▼
Search Fields:	First Name Last Name Status
	User Role Seller Seller Administrator Form Builder Administrator
Browse by:	A B C D E F G H I J K L M N O P Q R S T U V W X Y Z 0 1 2 3 4 5 6 7 8 9 10
	Find It Clear Add User

The new user will be added to the list.

Login ID	First Name	Last Name	<u>Status</u>	
CERVIN	Cristen	Ervin	Active	Seller Seller Administrator
TRAIN	Training	User 2	Inactive	Seller

Add User Exit



Adding/Deleting Company Profile Users

Questions?

For more information on Adding/Deleting Company Profile Users refer to the <u>Adding, Deleting and Updating Users Instruction Guide</u>.



Seller

Seller Administrator

Updating Company Contact Information

From the Seller Administrator tab, select *Maintain Organization Information*.

September 23, 2015 10:13:19 AM EDT 🛛 😮 🗮 Cristen Ervin Maintain Organization Maintain Users on this Add Users on this Add Associated Information Organization Account Account This section is used for This section is used to maintain This section is used to add This section is used for adding an organization with the same maintaining organization users for the organization. users to the organization. information. Tax ID.



Updating Company Contact Information

Select Maintain General Organization Information.

Maintain General Organization Information	Maintain Addresses	Maintain Commodity Codes & Services	Maintain Program Qualification
*	*	*	*
This section is used for maintaining general organization information.	This section is used to maintain addresses.	This section is used to maintain commodity codes and services.	This section is used to maintain program qualification.
Mannain Regions	Maintain Terms and Categories	Maintain Quote Attachment Repository	Credit Memo List
*	*		
This section is used to maintain regions.	This section is used to maintain terms and categories.	This section is used to maintain files in the quote attachment repository.	This section is used to view credit memos.
	Ð	cit	



Maintain General Organization Information

Updating Company Contact Information

From General Organization Information screen you can update any information in boxes.

The Vendor Email listed on this screen is the email address that receives all notification emails from eMaryland Marketplace. This includes notification of bid opportunities as well as the SBR Re-certification reminders.

Vendor ID:	00025371
Company Name*:	eMM Training Vendor Legal Name*: eMM Training
DBA for Vendor:	
Tax ID #*:	111223333 Country Code for Tax ID*: US - United States ▼
Is Tax ID # an Employer	Identification Number (EIN) or a Social Security Number (SSN)?
🖲 EIN 🔍 SSN	
Incorporation Details:	State: Year of Incorporation: 0
Business Description:	
Preferred Delivery Method	Email 🔻
Vendor Email:	cristen.ervin@maryland.gov
Mandan Fau	
vendor Fax:	
Special Vendor Type:	
Special Vendor Type: Emergency Supplier:	
Special Vendor Type: Emergency Supplier: Yes No	
Special Vendor Type: Emergency Supplier: Yes No Emergency Phone*:	▼ Ext.:
Special Vendor Type: Emergency Supplier: Yes No Emergency Phone*: Emergency Contact Name	
Vendor Pax: Special Vendor Type: Emergency Supplier: Yes No Emergency Phone*: Emergency Contact Name* Emergency Email*:	Ext.:
Special Vendor Type: Emergency Supplier: Yes No Emergency Phone*: Emergency Contact Name ² Emergency Email*: Emergency Info Comment:	• • • • • • • •
Special Vendor Type: Emergency Supplier: Ves No Emergency Phone*: Emergency Contact Name* Emergency Email*: Emergency Info Comment: User Last Updated:	



Updating Company Contact Information

Questions?

For more information Updating Company Contact Information refer to the <u>Updating Organization Information Instruction Guide</u>.


eMaryland Marketplace User Resources

Quick Links

- > Home
- Login and Register for eMaryland Marketplace (eMM)
- Small Business Reserve Program
- Minority Business Enterprise (MBE) Program
- Governor's Office of Minority Affairs (GOMA)
- Procurement Forecasting
- Board of Public Works
- Maryland Procurement Technical Assistance Center
- How to do Business with the State of Maryland



View the Procurement Reform Report



Welcome to Maryland Procurement!

Maryland conducts the majority of its procurements through eMaryland Marketplace, the online procurement system that is a business tool to provide vendors with easy access to State procurement information. Vendors have 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

State of Maryland has been made aware of a new phishing scam that targets the community of vendors doing business with the State of Maryland. Please do not engage or reply to the messages.

Please go to http://dgs.maryland.gov/Pages/Procurement/index.aspx for more information about this fraudulent email.

For more information about eMaryland Marketplace, review the Frequently Asked Questions.

 \leftarrow To register or login to eMaryland Marketplace, use the links to the left.

USER ASSISTANCE

eMaryland Marketplace Instruction Guides provide step by step instructions to help users navigate the system and complete common processes.



A Frequently Asked Questions Guide is available to help users gain more information about the system and provide answers to common questions.

A series of Instruction Guides are available to help users navigate the system.



eMaryland Marketplace User Resources

eMaryland Marketplace Help Desk

410-767-1492 dgs.emaryland@maryland.gov