### Virtual Procurement Fair: Dec. 15, 2021

#### Question

<table>
<thead>
<tr>
<th>Question</th>
<th>Answer</th>
<th>Agency/Dept</th>
<th>Notes/Website Links</th>
</tr>
</thead>
<tbody>
<tr>
<td>Good morning! Thank you for organizing this. Will a recording of the event be available afterward?</td>
<td>Yes, we are recording and will post on our website after the event.</td>
<td>FRO</td>
<td><a href="https://www.montgomerycountymd.gov/PRO/PROs/tebs/tebsindex.html">https://www.montgomerycountymd.gov/PRO/PROs/tebs/tebsindex.html</a></td>
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<td>Good morning, can you tell us what the challenges were in procuring contracts during 2021, and how you plan on encouraging more MC County small businesses, especially the SBE, DBE, MBE consulting companies.</td>
<td>TEBS has a dedicated Cyber-Security Team. This team makes use of hardware and software solutions as well as soliciting contractors as the needs arise. There was a brief discussion of security in the GBA. TEBS does not want to get into detail publicly about our Security infrastructure for obvious reasons.</td>
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<td>How does a MDOT certified woman owned business become certified in Montgomery County?</td>
<td>The County accepts the MDOT WBE certificate. Please register in <a href="http://www.mcipcc.net">www.mcipcc.net</a>, our vendor registration system. During the registration, please check the checkbox that your company is MDOT certified WBE, and upload your certificate. How does a MDOT certified woman owned business become certified in Montgomery County?</td>
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<td>Who do we need to meet at the County to introduce and offer IT Certification Training (CyberSecurity, Cloud, etc)?</td>
<td>We will be introducing IT Certification Training (CyberSecurity, Cloud, etc) to introduce your company to the County Depts. Vendor Innovation Portal (VIP)</td>
<td>FRO</td>
<td><a href="https://www.montgomerycountymd.gov/PRO/solicitations/projections.htm">https://www.montgomerycountymd.gov/PRO/solicitations/projections.htm</a></td>
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<td>My company offers program and project management warehousing for the MOCO DLC?</td>
<td>Yes, we update the PROjections (forecast) page here.</td>
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<td>Why is our county really trying to help agencies to learn online more effectively with higher engagement and success rate?</td>
<td>We currently have the MOBO WBE certificate. Please register in our vendor innovation portal to introduce your company to the County Depts. Vendor Innovation Portal (VIP). If your questions were in the procurement contracts during 2021, and how you plan on encouraging more MC County small businesses, especially the SBE, DBE, MBE consulting companies.</td>
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<td>Who in our county really wants to help students to learn more effectively (with higher engagement and success rate)?</td>
<td>The County’s Public school system has their own procurement office.</td>
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<td>How does the TEBS Desktop Computer Modernization contract fit into that?</td>
<td>TEBS is seeking one vendor to support DCM. The proposals are free to make arrangements with subcontractors, but the County wants one prime contractor responsible. This RFP is also a priority for TEBS in 2022.</td>
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<td>How does the Commercial off the shelf (COTS) contract administer?</td>
<td>The Commercial off the shelf (COTS) contract administrator is, please view our contract log here.</td>
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<td>How does the Procurement Office provide the RI2022 Procurement Bidding Forecast?</td>
<td>We use the 8080s (requests) data as they come from the County’s Long Range.</td>
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### Note

- **Grace Denno**: I am the Division Chief of the Commercial off the shelf (COTS) contract administrator. This RFP is also a priority for TEBS in 2022.
- **Jake Weissmann**: My email address is Jake.Weissmann@montgomerycountymd.gov.
Good morning ladies, I have a question about the bullet titled 3 for the 2022 procurements would they be set aside for LSBRP?

Hello, you are asking about IT Commodities and OCM solicitations planned in 2022. They are not set aside for LSBRP vendors. However, LSBRP vendors will receive an additional 10% score in the Evaluation Criteria for both solicitations.

Can you elaborate on the cable and media production services mentioned?

The County Cable Office solicits many video and television production services in support of the County Council and local PEG Channels. This includes closed captioning services, marketing services, programming and production services, playback automation services, video storage (SAN), etc.

Are there innovative solutions from a vendor not on the CATS vehicles is there a way for these to be considered?

It is a very innovative department. We keep up with industry trends and provide additional consultation services when needed. It would be inappropriate for a government entity to directly engage with one company non-compettitively without engaging with every company who advertises a unique, innovative solution.

Does the LSBRP and CATS extend to other counties around MC?

The LSBRP program is run by the Montgomery County Office of Procurement. The LSBRP contracts are an IT Professional Services series of contracts only available to LSBRP vendors.

How are you proposing a new unique solution? Can a vendor submit an unsolicited proposal or do you have a process that must be followed?

The County's thresholds include the following and our 'simplified' probably relates to the direct threshold:

Formal Threshold: $100K and above
Informal: $10K or below
Direct Threshold (delegated to using departments): $50K or below for department's total goods/services needs for a purchase
Informal Threshold: Above $50K and below $100K

As mentioned with IT Professional Services contracts, they are not used to procure legal services or other services not related to IT.

What are the current simplified acquisition thresholds and how does the county approach unsolicited bids?

Thank you for joining us today. Please submit your information to the Vendor Innovation Portal.

TEBS is a very innovative department. We keep up with industry trends and provide additional consultation services when needed. It would be inappropriate for a government entity to directly engage with one company non-compettitively without engaging with every company who advertises a unique, innovative solution.

Hosting for Vendor Machine opportunities, who would I contact?

This is managed by the Department of General Services.

What if opportunities are there for new upcoming small businesses without prior performance?

Please provide your email address and I will have someone reach out to you with more information.

How do County Employees keep their IT Certifications up to date and where do they go for training?

The County's Office of Human Resources office offers training for County employees.

How can a vendor propose a new unique solution? Can a vendor submit an unsolicited proposal or do you have a process that must be followed?

You are asking about IT Commodities and OCM solicitations planned in 2022. They are not set aside for LSBRP vendors. However, LSBRP vendors will receive an additional 10% score in the Evaluation Criteria for both solicitations.

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How does MoCo ensure that small businesses are involved by prime contractors?

As part of the County Executive’s efforts to assist local small businesses to recover from the COVID-19 recession, the Director of Procurement will require all informal solicitations to be reserved under the Local Small Business Reserve Program (LSBRP) starting on April 1st, 2021. The Local Small Business Reserve Program (LSBRP) ensures that County departments award 25 percent (with specified exceptions) of their procurements for goods, services and construction to registered and certified local, small businesses. The program assists County departments in identifying solicitations appropriate for LSBRP competition and allows local, small vendors (including non-profits) an opportunity to compete with businesses of similar size and resources for County contracts. Montgomery County-based retailers, construction and trade companies, wholesalers, service firms, and non-profit organizations are encouraged to participate. DBRC staff meet regularly with County department and agency staff to identify LSBRP procurement opportunities. Please visit our LSBRP information on our website.

http://www.montgomerycountymd.gov/PRO/DBRC/lsbrp.html

sunil.pandya@montgomerycountymd.gov

michael.brown@montgomerycountymd.gov

https://www.montgomerycountymd.gov/PRO/solicitations/formal-procurement/5

https://www.montgomerycountymd.gov/DGS/ORE/Home.html

How real estate opportunities?

The County has a Real Estate Division within the County’s Department of General Services.

https://www.montgomerycountymd.gov/DGS/ORE/Home.html

How WSSC solicit water/energy/tenants/tenants services in the upcoming years? Also, how often is this service solicited?

The County’s Department of General Services handles the County’s Fleet as well as parts, supplies, commodities, etc. You can visit their website for contact information.

https://www.montgomerycountymd.gov/DGS/ORE/ContactUs.html You can also reach out to Scott Fundak, the Contracting Officer in DGS at scott.fundak@montgomerycountymd.gov

WSSC

Hello, Buddy from Melan Property Management Are there any real estate opportunities for the county? Multifamily or commercial? What is the total amount budgeted for property management for the county? How would I find this number, i. I did not find this info on the contracts page.

We certify as a social contract for their local specialty Services that is task order based and may include property management services. The County will be issuing a replacement RFP slated for some time this year. Current contract is #102933. Solicitation opportunity will be advertised on our website and on MMMA.

FRD

http://www.montgomerycountymd.gov/PRO/DBRC/lsbrp.html

For MCPS: Regarding fresh produce, do you buy from local farm aggregators? If yes, is this an area of interest? What are the certification requirements, e.g. Organic, GAP?

We currently purchase contracts with悬念-based foods and they do source from local farms for particular items. All requirements can be found in our RFP document: http://procurement.montgomeryschoolsmd.org/History/Record/1625

MCPS

https://www.montgomeryschoolsmd.org/Procurement/ProcurementStaffAs

Good morning! Question for Montgomery County Schools. Please list your current/next solicitation(s) and service(s) you provide and if there is an interest from a using department, you will be contacted.

MCPS

MCPS: How you procure AE/Construction Projects?

AE/Construction contracts for a variety of eligible restorations and renovation services. Depending upon the type of contract/service and when it has last advertised, determines the frequency. In general most WSSC contracts have a base term of three (3) years and two (2) two year option terms.

WSSC

Solicitation opportunity will be advertised on our website and on MMMA.

WSSC

https://www.montgomerycountymd.gov/PRO/DBRC/lsbrp.html

MCPS

Good Morning! Question for Montgomery County Schools: Is there anyway to showcase Montgomery County Schools in our products even if they are not being requested as a procurement?

We do not have a method to showcase a product. You may reach out to the buyer of the commodity or service you provide and if there is an interest from a using department, you will be contacted by our procurement.

MCPS

MCPS: How Schools/How you procure AE/Construction Projects?

We have projects passed through our Division of Design and Construction.

MCPS

https://www.montgomeryschoolsmd.org/Procurement/ProcurementStaffAs

Does Montgomery County College and Montgomery County Public Schools have staffing contracts?

MCPS: No, we have our own staffing department.

https://www.montgomeryschoolsmd.org/Procurement/ProcurementStaffAs

Does Montgomery County College have a need for clinical services, such as mental health services or any other clinical services that could expand WSSC?

We have a one contract: #102933. Solicitation opportunity will be advertised on our website and on MMMA.

WSSC

https://www.montgomerycountymd.gov/DGS/ORE/Home.html

What Montgomery County College and Montgomery County Public Schools have staffing contracts?

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MCPS

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What does the possibility of Montgomery County putting out a similar RFP bid for the fuel tank maintenance contract that was done in Prince George’s County, who could expand WSSC?

You may reach out to the buyer of the commodity or service you provide and if there is an interest from a using department, you will be contacted by our procurement.

MCPS

https://www.montgomerycountymd.gov/DGS/ORE/Home.html

MCPS: Do you have an employee cafe where you need to purchase fresh produce/hot meals? Are you open to buying fresh produce from a local food aggregator?

For MCPS: Regarding fresh produce, do you buy from local farm aggregators? If yes, is this an area of interest? What are the certification requirements, e.g. Organic, GAP?
Can't ask which projects are focused for design/engineering services that might be coming in the next couple years? 
For MCPS please review the Division of Design and Construction webpage so they can receive services for design build projects through capital funding.
Could you post a RFP for the planning department with HHS? 
The solicitation is still in draft form and has not been issued as of yet.

Regarding the psychiatric services solicitation I’ve already asked what’s needed to be licensed and certified by the State of Maryland to provide psychiatric services. Interested parties are encouraged to submit an application along with all required materials as soon as the Open is approved for posting. HHS will be seeking applications from experienced and qualified psychiatrists and psychiatric professionals to provide a variety of psychiatric services to clients, seniors, children, and adolescents (“Clients”) at various County facilities as assigned by the County. Required services include direct psychiatric services to clients including psychiatric assessment and evaluation of clients, and consultation to County program clinical staff.
This is a new Open Solicitation that will replace previously approved Open Solicitation #108578, Psychiatric Services. All applicants meeting the minimum qualifications listed in the Minimum Requirements of Applicants document of the Open Solicitation will be eligible to receive a contract to provide the services described in the Open Solicitation.

I see a RFP currently with procurement waiting for award, but do not recall seeing it on EMMA. I am an avid follower of EMMA. 
HHS will be seeking applications from experienced and qualified psychiatrists and psychiatric professionals to provide a variety of psychiatric services to clients, seniors, children, and adolescents (“Clients”) at various County facilities as assigned by the County. Required services include direct psychiatric services to clients including psychiatric assessment and evaluation of clients, and consultation to County program clinical staff.
This is a new Open Solicitation that will replace previously approved Open Solicitation #108578, Psychiatric Services.

If HHS accepts a RFP from a vendor, does HHS contact the vendor individually to let that vendor know that their request has been accepted? 
All applicants meeting the minimum qualifications listed in the Minimum Requirements of Applicants document of the Open Solicitation will be eligible to receive a contract to provide the services described in the Open Solicitation.

Question for Montgomery County and for City of Rockville - have there any upcoming procurements involving the digital conversion of paper to electronic forms and documents at the County, Montgomery College or City of Rockville or the implementation of a new Electronic Document or Electronic Records Management System? 
In early 2023, the City of Rockville’s Planning and Development Services department contracted with government entity South Central Planning & Development Commission for an electronic permitting system. This represents the only electronic permitting system the City has recently completed or has forecasted at this timeline. That being said, City of Rockville needs can change. The City welcomes the opportunity to learn more about your company. The Records Pro. Please reach out to the City’s MFD-V Coordinator, Pat Ryan (pryan@rockvillemd.gov or 240-314-8434) to make sure your company is properly registered on various portals (eMaryland Marketplace and the Central Vendor Registration System) to ensure timely receipt of solicitations.

What IT opportunities are there for new upcoming small businesses without prior past performance? 
If being said, City of Rockville needs can change. The City welcomes the opportunity to learn more about your company. The Records Pro.

How can we find out more about some of these future solicitations? 
Please reach out to the City’s MFD-V Coordinator, Pat Ryan (pryan@rockvillemd.gov or 240-314-8434) to make sure your company is properly registered on various portals (eMaryland Marketplace and the Central Vendor Registration System) to ensure timely receipt of solicitations.

I’m wondering how we can determine when to expect the RFPs will be posted. Does the “time expected” in your chart refer to the year that the RFPs will be for or when the RFP will be posted? 
All time expected which are listed on our chart are intended to indicate the HHS program’s expectation for a start date for the new contracts. Unfortunately, HHS has no control over how soon the RFPs will be posted.

I wanted to know of contracting opportunities for a organic natural cookie company, if there isn’t listed opportunities could you please provide recommended suggested strategies (If you could also include info about single source opportunities I would appreciate it as well). 
Please provide your contact information and we will reach after this event (food festival November 12th) to discuss the suggested strategies.

Do you manage health information procurement? 
No, we do not.