



Procurement Fair

November 5, 2025





Welcome Remarks

County Executive Marc Elrich

Ash Shetty, Director and Chief
Procurement Officer





Montgomery County Procurement Opportunities

Melissa Garner and Nola Song





A Guide to Montgomery County Contracts

Are you ready?

- **Register as a vendor with MCG:**

www.montgomerycountymd.gov/VendorRegistration

1. Tax ID Number matching Business Name
2. W-9 form
3. Get certified as Local or MFD business
4. Tax Return, Lease, MDOT certificates

- **Good Standing with the MD SDAT**

<https://dat.maryland.gov/businesses>

- **Respond to Solicitations**

<https://www.montgomerycountymd.gov/PRO/solicitations>

1. 3 references, insurance, bonding requirements
2. May require sample projects, reports for similar scope
3. Check Formal, Informal and Open solicitations

OTHER TIPS:

- Sign up for newsletters
- Attend outreach events
- Attend pre-bid conferences
- Prepare elevator speech
- Watch How-to videos
- Check dept websites
- Check OMB budget

Formal and Informal Solicitations

- **Formal Solicitations (>\$100K)**
 - Invitation for Bids (IFB)
 - Request for Proposals (RFP)
 - Request for Express of Interest (REOI)
- **Informal Solicitations (< \$100K, > \$10K)**
 - Follows a streamlined procurement process
 - All reserved under the LSBRP
- **Direct Purchase (< \$10K)**
Departments procure directly
- **Open Solicitations**
Fixed pricing, “open until filled”

Purchasing Categories

- Goods
- Services
- Construction
- Other

BEST VALUE (RFP)
VS
LOW PRICE (IFB)

County Procurement Projections

<https://www.montgomerycountymd.gov/PRO/solicitations/projections.html>

Department	Solicitation Description	LSBRP	MFD Participation Goals	Estimated Date of Issuance	Commodity Code
Community Engagement Cluster	Landscape Management Services for Urban Districts and Parking Management Districts	Yes		Winter 2025	
Community Engagement Cluster	Arts and Entertainment District Management and Programming Services	Yes			
Department of Recreation	Fireworks Display	No	24%		
Department of Recreation	Inspection, Repairs and Maintenance of Diving Board	No			
Department of Recreation	Awards, Trophies, Ribbons, Plaques and Engravings	Yes	10%		
Department of Environmental Protection	Property Maintenance & Mowing at Gude & Oaks Landfills	Yes	24%		910-52,913-84,988.36, 988-75
Department of Environmental Protection	Property Security at Gude and Oaks Landfills	No	24%		990-46-990-78
Department of General Services	Construction Original Equipment Manufacturer Repair Service and Replacement Parts	No			
Department of General Services	Montgomery Village Recreation Needs Assessment	No	25%		
Department of General Services	Purchase, Installation, Parts, Service, and Maintenance of Compressor Systems and Associated Equipment	No	24%		
Department of General Services	Window and Glass Surface Cleaning on an as needed basis	Yes	24%		

County Procurement Projections

<https://www.montgomerycountymd.gov/PRO/solicitations/projections.html>

Department	Solicitation Description	LSBRP	MFD Participation Goals	Estimated Date of Issuance	Commodity Code
Department of Housing and Community Affairs	Residential Landscaping, Board-up, and Solid Waste Services for Cleaning Lien Program	Yes	24%	Spring 2026	
Department of Correction & Rehabilitation	Refrigeration Maintenance & Repair Services	No	24%	Spring 2026	
Department of Transportation	Snow Removal Services at County Parking Facilities	Yes	24%		
Department of Transportation	Bus Simulator for Operating Training	No	24%	Winter 2025	206-55
Department of Transportation	Installation of Pedestrian Hybrid Beacons	No	22%		
Department of Transportation	Replacement of Bridge No. M-0194 on Dennis Avenue over Sligo Creek Tributary	No	22%		913-13/27/60/45
Department of Transportation	Premixed Concrete Delivered	No	10%		

County Procurement Projections

<https://www.montgomerycountymd.gov/PRO/solicitations/projections.html>

Department	Solicitation Description	LSBRP	MFD Participation Goals	Estimated Date of Issuance	Commodity Code
Office of Animal Services	Emergency and Non-Emergency Canine and Feline Veterinary Services with Exotic Optional for Multiple Departments	Yes		Winter 2025	
Police	Prefabricated Lithium-Ion Battery Charging and Storage Building	No			
Police	Glock Model Handguns, Glock Model Handgun Parts, Glock Model Training (SIM) Guns and Glock Model Training Gun Part	No			
Sheriff's Office	Wellness and Healing: Clinical Services for Victims of Domestic Violence	Yes			
Sheriff's Office	Justice and Empowerment: Civil Legal Services for Victims of Domestic Violence	No		Winter 2025	
Technology and Enterprise Business Solutions	Support and Migration of Montgomery County's Telephony Systems	No		Winter 2025	
Office of Human Resources	Flexible Spending Accounts (Health Care FSA, Child Care FSA, and Commuter/Mass Transit FSA) and Health Saving Account (HSA) Benefit Administration	No	25%	Winter 2025	
State's Attorney	State's Attorney's Office Digital Evidence Management System	No	24%	Winter 2025	

County Procurement Solicitations

<https://www.montgomerycountymd.gov/PRO/solicitations/index.html>

RFP # 1187925	Appraisal Services This solicitation is hosted on BidNet* [Amendment #1 has been issued]	View Scope	Oct 13 2025 3:00PM
RFP # 1181018	Crisis Information Management Software This solicitation is hosted on BidNet* Pre-Submission Conference:(Oct 1 2025 10:00AM) Microsoft Teams Meeting (See Solicitation for Details)	View Scope	Oct 14 2025 3:00PM
IFB # 1188609	Traffic Sign Posts This solicitation is hosted on BidNet* [Amendment #1 has been issued]	View Scope	Oct 16 2025 11:00AM
IFB # 1179829	Silver Spring Secure Bike Storage Facility This solicitation is hosted on BidNet* Pre-Bid Meeting:(Oct 6 2025 10:00AM) Microsoft Teams Meeting (See Solicitation for Details)	View Scope	Oct 22 2025 11:00AM
IFB # 1185471	Replacement of Bridge No. M-0056 Redland Road Over Mill Creek Tributary This solicitation is hosted on BidNet* [Amendment #1 has been issued] Pre-Bid Meeting:(Oct 3 2025 10:00AM) Microsoft Teams Meeting (See Solicitation for Details)	View Scope	Oct 24 2025 11:00AM
IFB # 1166237	Rehabilitation of Brighton Dam Road Bridge No. M-0029 Over Brighton Dam This solicitation is hosted on BidNet* Pre-Bid Meeting:(Oct 8 2025 10:00AM) Microsoft Teams Meeting (See Solicitation for Details)	View Scope	Oct 29 2025 11:00AM
RFP # 1178409	Comprehensive Engineering and Incidental Architectural Services for Various County Small Projects and Facilities: Planning, Design, Permitting, Bidding and Construction Administration Services This solicitation is hosted on BidNet* Reserved for the Local Small Business Reserve Program Pre-Submission Conference:(Oct 9 2025 11:00AM) Microsoft Teams Meeting (See Solicitation for Details)	View Scope	Oct 31 2025 3:00PM
RFP # 1187451	Employee Wellness Platform and Related Services This solicitation is hosted on BidNet*	View Scope	Nov 3 2025 3:00PM
RFP # 1184252	Shady Grove Transfer Station Operation, MSW Long Haul Transportation & Disposal This solicitation is hosted on BidNet* [Amendment #1 has been issued] Pre-Submission Conference:(Oct 1 2025 11:00AM) Microsoft Teams Meeting (See the Scope for the link)	View Scope	Nov 11 2025 3:00PM

Informal Solicitations

Please click the solicitation number for scope of services and download instructions.

Informal #	Informal Description	Closing Date
1188743	Shelf-Stable Meals for The Senior Nutrition Program Reserved for the Local Small Business Reserve Program	Oct 20 2025 4:00PM
1189806	Design and build floats for the Silver Spring Thanksgiving Day Parade	Oct 6 2025 5:00PM

Solicitation #	Solicitation Description
1002038	Clinical Lab Services
1014729	Outpatient Mental Health Services
1016152	Nursing Home Placements for Adults
1018682	CALL-N-Ride Transportation Services (Taxi Cab Only) - Addendum #1 has been issued
1025866	Medical and Dental Specialty Services for Public Health Clients
1027387	Oral Health Services
1029633	Recreation Instructor Services
1035882	Early Childhood Consultants
1065459	Veterinary Services for Police Canines
1073105	Hotel/Motel and Overflow Shelter Accommodations for Health and Human Services Households
1074957	Service Coordination for Housing Initiative Program
1075640	Child Welfare Services Outpatient Behavioral Health and Supportive Services for Children, Adolescents and Families
1082410	Weekend and Holiday Child and Adult Protective Services
1083609	Early Intervention Services for Infants and Toddlers Program
1112323	Escorted Transportation Services for Elderly and Disabled Residents
1114856	Maternity Partnership Program
1124815	Heavy Duty Residential Cleaning Services for Seniors and Disabled Adults
1129036	Operation of Full-Service Home-Delivered Meals Program
1129963	Recreation Officiating Services

Contract Compliance Programs

www.montgomerycountymd.gov/PRO

- **Minority, Female and Disabled (MFD) Business Program**
- **Local Small Business Reserve Program (LSBRP)**
- **Local Business Preference Program (LBPP)**
- **Local Business Subcontracting Program (LBSP)**
- **Wage Requirements (Living Wage) Law (WRL)**
- **Prevailing Wage Law (PWL)**

Procurement Website Highlights

- DBRC programs <https://www.montgomerycountymd.gov/PRO/DBRC/index.html>
- Solicitation List <https://www.montgomerycountymd.gov/PRO/solicitations/index.html>
- Contract search https://data.montgomerycountymd.gov/Government/Contracts/vmu2-pnrc/about_data
- Vendor Resources – projection, videos, events
<https://www.montgomerycountymd.gov/PRO/vendor-resources/index.html>
- Vendor Registration <https://www.montgomerycountymd.gov/VendorRegistration>
- Contact us page <https://www.montgomerycountymd.gov/PRO/contact.html>
- Solicitation Tracker <https://www.montgomerycountymd.gov/PRO/>

Q&A

Q&A



Networking Break

10:00am – 10:30am



Breakout Session 1

10:30am – 11:30am

- Great Hall: MBE, WBE, LBE, VBE Certification Panel
- Spring Room: Vendor Registration Workshop





MBE, WBE, LBE, VBE Certification Panel

10:30am – 11:30am



Moderator: **Al Boss, Montgomery County Office of Procurement**

Panelists:

Vanessa Foster, Women's Business Enterprise Council

Christine Bivens, Capital Region Minority Supplier Dev. Council

Michael Brown, Montgomery County Office of Procurement – Local Business Programs

Patricia Scheid, Montgomery County Office of Procurement – Veteran-Owned Business Preference Program





Women's Business Enterprise Council

Vanessa Foster



Why and How to Get Certified



Agenda:

1. About WBENC Certification
2. About WBEC Metro NY and Greater DMV
3. Benefits to WBENC Certification
 - Opportunities, Resources, Engagement
4. The Certification Process
5. Next Steps





BUSINESS CONTENT | BUILDING COMMUNITY | GROWTH CONNECTIONS

SUPPORTING

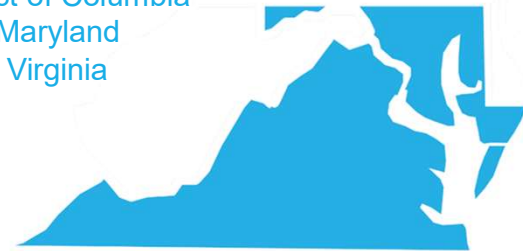
WBEC METRO NY

Southern Connecticut
New York State
Northern New Jersey



WBEC GREATER DMV

District of Columbia
Maryland
Virginia



WBEC Metro NY and Greater DMV Inc is a dynamic community of certified women-owned businesses, building on their success through mutually beneficial partnerships with Fortune 1000 corporations, alliance partners and other WBEs.



Our Focus

WBE Success
Partnerships & Alliances
Operational Resilience



Our Mission

Fueling the
local economy



Our Strategy

Advance women-owned
businesses

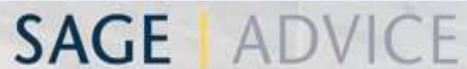
Business
CONTENT | **Building**
COMMUNITY | **Growth**
CONNECTIONS

Leadership Development Programs



Registration is Open!
Program Runs:
April – December 2025

Sustainability Accelerator is a 9-month, comprehensive program to help business owners understand the value of sustainability, especially for corporate partners, and how to incorporate it into their business. Application required.



Applications will open in Fall 2025

SAGE Advice is a 6-month development program that enables small business owners to grow through customized sessions delivered by successful women business owners and Capital One associates. Application required.



Applications will open in Fall 2025

Amplify is a 6-month Mastermind program uniquely designed to engage and support Women of Color in maximizing their supplier diversity access so they can scale their business. Application required.

OTHER OPPORTUNITIES

Virtual Mega Matchmaker

MYBUSINESSMATCHES.COM

Virtual Mega Matchmaker brings together WBEs and procurement professionals from our corporate and alliance partners to build connections and foster meaningful, strategic relationships.

WBENC PITCH
AMPLIFY

The **WBENC National Pitch Competition** is a platform for growth, networking, and gaining exposure, making it an invaluable experience for every WBE.

The first step is to submit a recorded pitch via their local RPO application. Accepted WBEs will then participate in their local RPO Virtual Pitch where 3 WBEs will have the opportunity to advance to the national competition.

Our Certifications

WBE Certification

WBENC

WOSB Certification



**IS CERTIFICATION WORTH
IT? YOU BETTER BELIEVE IT.**

JOIN FORCES. SUCCEED TOGETHER.

wbenc.org/certification

WBE **METRO NY
GREATER DMV**

Benefits of WBENC Certification include:

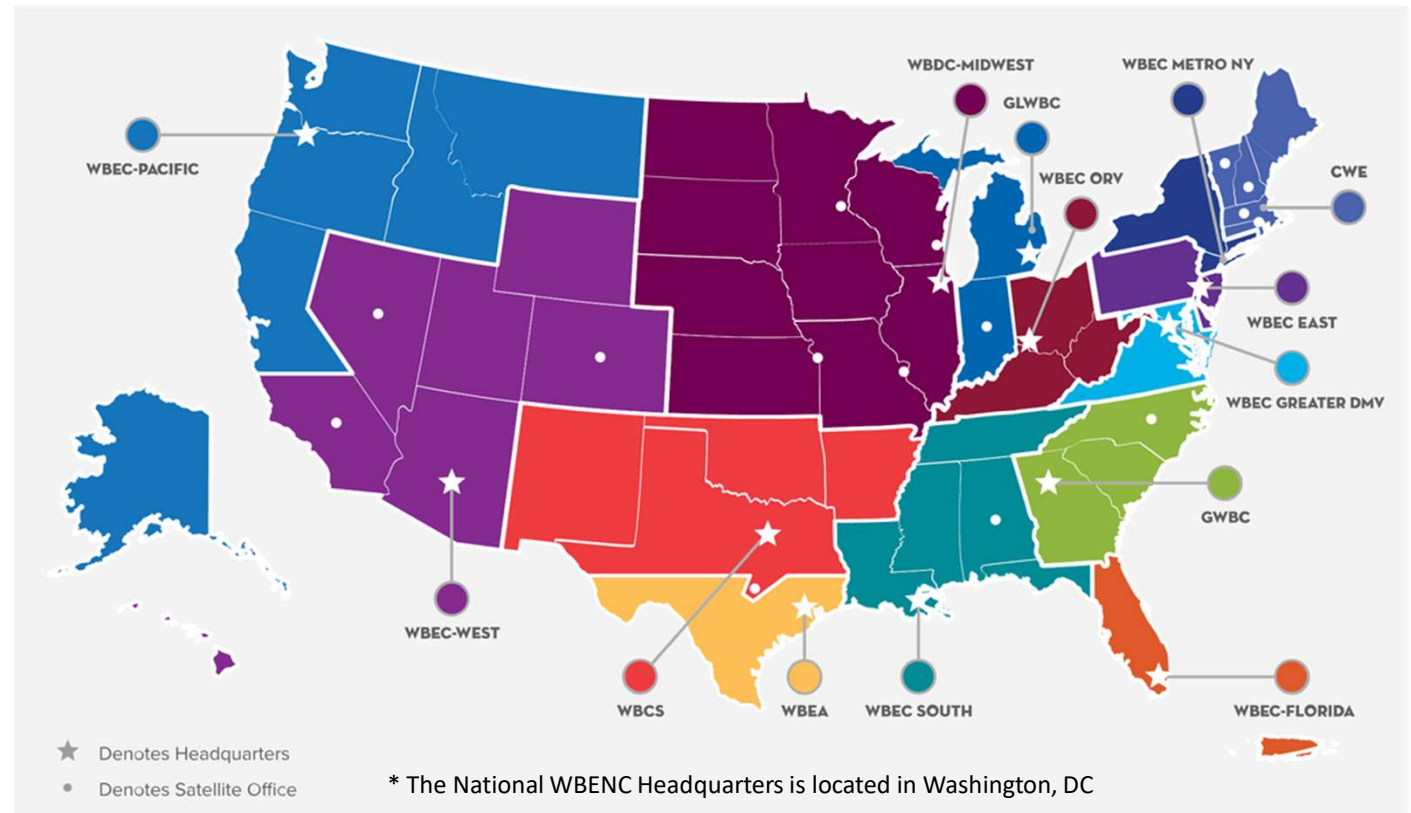
- Access to supplier diversity and procurement executives at hundreds of major U.S. corporations and federal, state, and local government entities that accept WBENC Certification
- Formal and informal opportunities to pursue business with Corporate and Government Members, as well as other WBENC-Certified WBEs
- Access to networking events and programs, procurement opportunities, mentoring, executive education, capacity development programs, and other business tools and resources
- Eligibility for regional and national awards and recognition
- Use of Women Owned Logo and Women's Business Enterprise Seal as a marketing tool to promote your business and expand your company's visibility



THE NETWORK

WE ARE WBENC!

All WBENC-Certified WBEs and WOSBs may engage in their Regional Partner Organization (RPO) where the company is headquartered and any other RPO where they have a footprint.



JOIN FORCES. SUCCEED TOGETHER.

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WBENC

OPPORTUNITIES

WBENC Events

WBENC signature events are focused on the development, growth, and success of women-owned businesses. Featuring inspiring speakers, educational programming, and networking opportunities. WBENC national events attract thousands of WBEs, Corporate & Government Members, and other business leaders.

WBENC signature events may include procurement connections such as:

- Meet & Greet
- 1:1 MatchMakers
- WeInnovate!
- WBE2WBE Meetings
- Industry Match & Meets

WBENC Programs

To fuel success for women-owned businesses, WBENC offers multiple programs and opportunities designed to support business development and growth, from pitch competitions to grants and executive education programs.

WBENC offers programming in the following categories:

- Executive Education
- Networking & Engagement
- Pitch Opportunities
- Procurement
- Scholarships & Grants

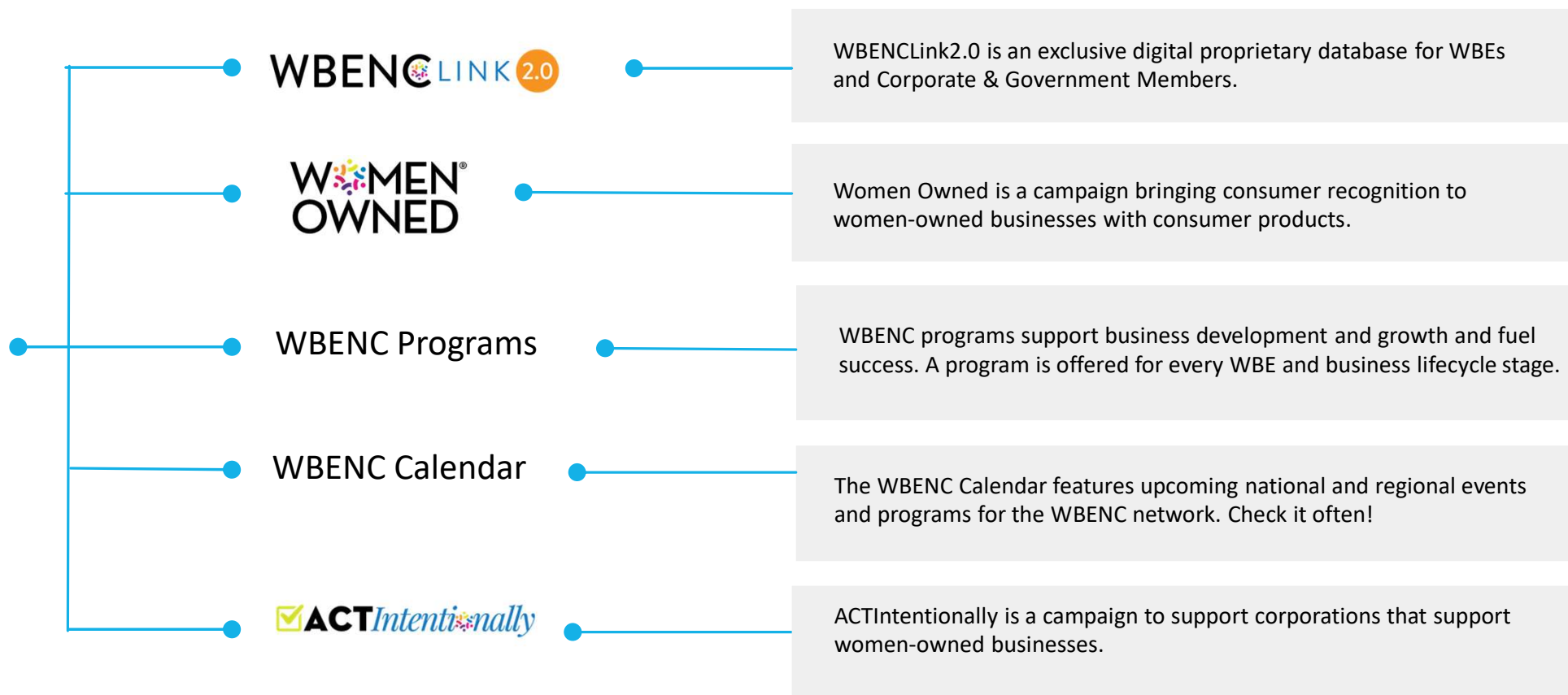
* Note: not all programs are available every year and new programs are frequently added. For the latest opportunities, please visit www.wbenc.org/programs.

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WBENC

RESOURCES



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WBENC

The Process

1
**Determine if
you are eligible**



WBENC Certification validates that a business is at least 51 percent owned, controlled, operated, and managed by a woman or women.

2
**Compile
Required
Documentation**



Before applying for certification online, we recommend gathering all of the required documents in advance.

3
**Complete
Online
Application**



The next step is to register and complete an online application on [WBENCLink 2.0](#).

4
**Review &
Site Visit**



The WBENC process includes a thorough review of the documentation presented and a site visit interview with the female owner(s). **The review process takes approximately 90 days from the date your file is deemed complete.**

5
**Certification
Determination**



The Certification Committee will complete a thorough review of your application, ensuring your business meets our certification criteria. Your Regional Partner Organization will notify you via email and letter when a determination has been made.

6
You're In!



As a WBENC-Certified WBE, you will have access to a wide range of benefits and will want to get acquainted with the network, download logos, and best leverage your certification.



Recertification

Re-certify every year

- ✓ Notified 120 days prior to expiration date
- ✓ Provide current year supporting documentation
- ✓ Site Visit conducted every 3 years (or annually if substantive changes have occurred in the company)

WOSB certification

- ✓ WBENC certified WOSB will use their annual WBENC certification certificate as proof of attestation



Is Certification Right For You?

You should consider going through the certification process if:

- You would like your company to have access to more business opportunities and services
- You want to validate to corporations, government entities and other buying entities that you are, in fact, a woman-owned, controlled and managed company
- You would like access to programs that will provide you with knowledge and skills to develop your business
- You enjoy building relationships

When WBENC Certification may not be right for you:

- You do not meet WBENC's Certification Standards
- You think certification will guarantee contracts
- You think certification will grant you or your company preferential treatment

WBENC Certification Criteria

WBE Certification

Ownership

- At least 51% owned by a woman/women
- U.S. citizen or have a legal resident status

Control

- Governance
- Operations & Management
- Independence



WBENC is also an approved third-party certifier for the SBA's Women-Owned Small Business (WOSB) Federal Contracting Program

WOSB Certification

Ownership

- At least 51% owned by a woman/women
- U.S. citizen

Size Standard

- Revenue threshold
- Number of employee threshold

Control

- Governance
- Operations & Management
- Independence

WBENC

Application Fees

READY TO APPLY FOR CERTIFICATION?

Takes a few minutes to start your journey toward unlocking opportunities



JOIN FORCES. SUCCEED TOGETHER.

wbenc.org/certification

The non-refundable processing fee for new applications and recertification is based on annual gross revenue as reported on Federal Taxes and is divided into five (5) tiers. Please identify which range your company's revenues fall within to identify the required fee.

Revenue Range Category

Under \$1 million: \$350

\$1M < \$5M: \$500

\$5M < \$10M: \$750

\$10M < \$50M: \$1,000

\$50M+: \$1,250

Where & How to Apply

WBENC LINK 2.0 [OUR MAIN SITE](#) [CONTACT SUPPORT](#)

Women's Business Enterprise National Council

[WBENCLink2.0 Log In](#)

Seeking Certification

Promote your company to major corporations that are actively seeking to conduct business with women owned firms.

- Certification Benefits
- Certification Criteria
- Certification FAQ's
- Apply for or Renew Certification

Upcoming Events & Conferences

See upcoming events and product related information.

[See Our Upcoming Schedule](#)

About the WBENC Network

Additional information for our users.

- WBEs
- Corporate & Government Members

Slide 36

- VF1** [@Stephanie DeMizio] added this slide with text
Vanessa Foster, 2024-02-21T21:19:26.514
- SD1 0** Looks great! Made a couple slight edits to the text.
Stephanie DeMizio, 2024-02-21T21:51:49.814

Contact Information

Director WBE Engagement & Services: Deena Parker
dparker@wbecgreaterdmv.org

Manager WBE Services & Special Programs: Vanessa Foster
vfoster@wbecgreaterdmv.org



JOIN FORCES. SUCCEED TOGETHER.

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Slide 37

VF1 [@Stephanie DeMizio] Last slide with everyone contact info.
Vanessa Foster, 2024-01-19T19:18:03.966



Capital Region Minority Supplier Development Council

Christine Bivens





Capital Region
Minority Supplier
Development Council

Confidential & Proprietary content of
CRMSDC/NMSDC

November 5, 2025

NMSDC Minority Business Enterprise Certification

Presented by:

Errol Taylor
Director of MBE Services

Christine Bivens
MCA, Program Manager

Sharon R. Pinder

President & CEO



Capital Region
Minority Supplier
Development Council



Who We Are

MISSION

To provide a direct link between corporate America and ethnic minority-owned businesses for the purposes of increasing procurement opportunities and making supply chains more diverse & innovative.



HISTORY

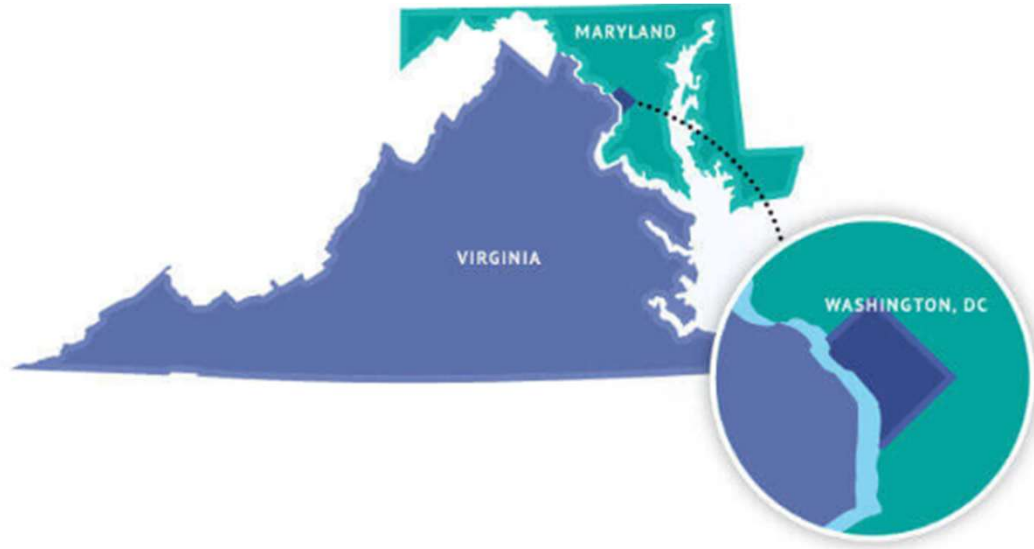
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CRMSDC/NMSDC

Brief Overview of CRMSDC

Established in **1972**

NMSDC National
headquarters is in
New York

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CRMSDC/NMSDC



CRMSDC is **1 of 23** affiliate
councils around the country

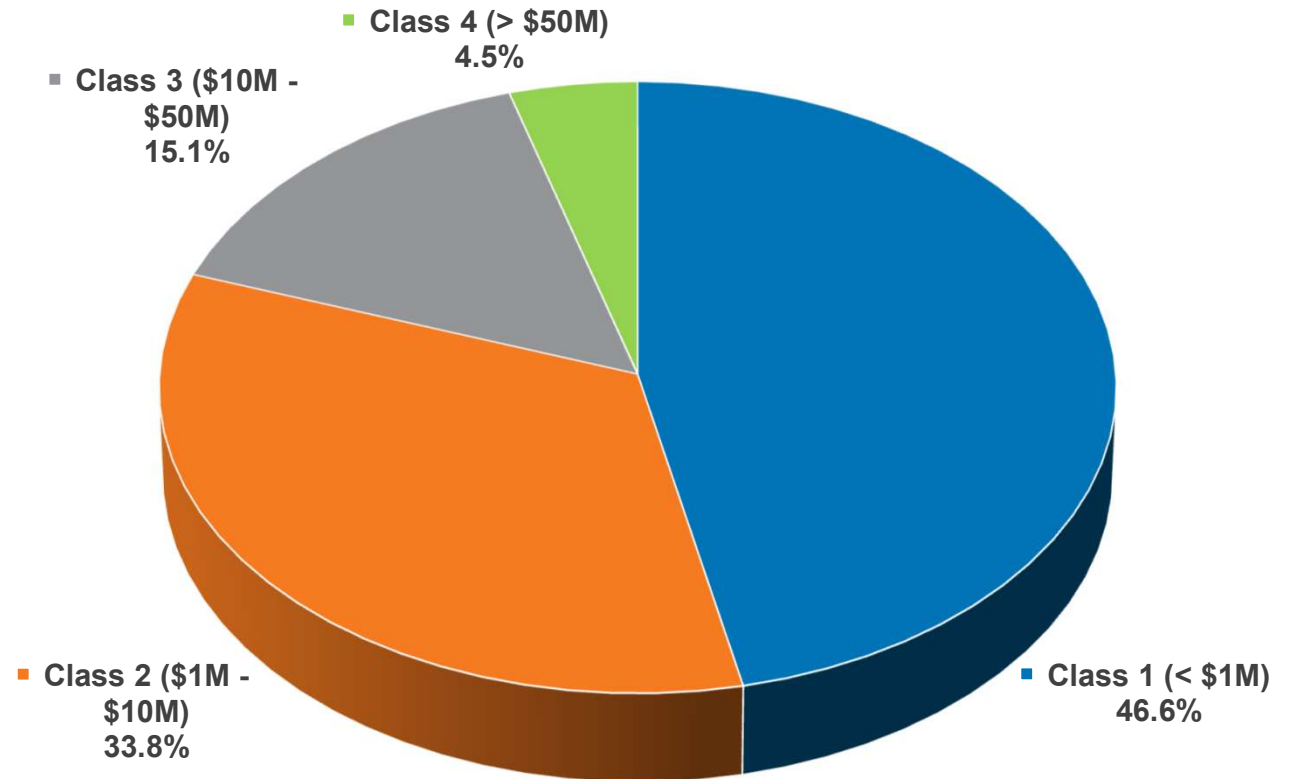
CRMSDC service area:
MD / DC / NOVA

Nationally, over **1,700** corporations and over **17,000**
certified Minority Business Enterprises (MBEs).

Locally over **80** corporations and over **700** MBEs

CRMSDC MBEs by Annual Revenue

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53.4%

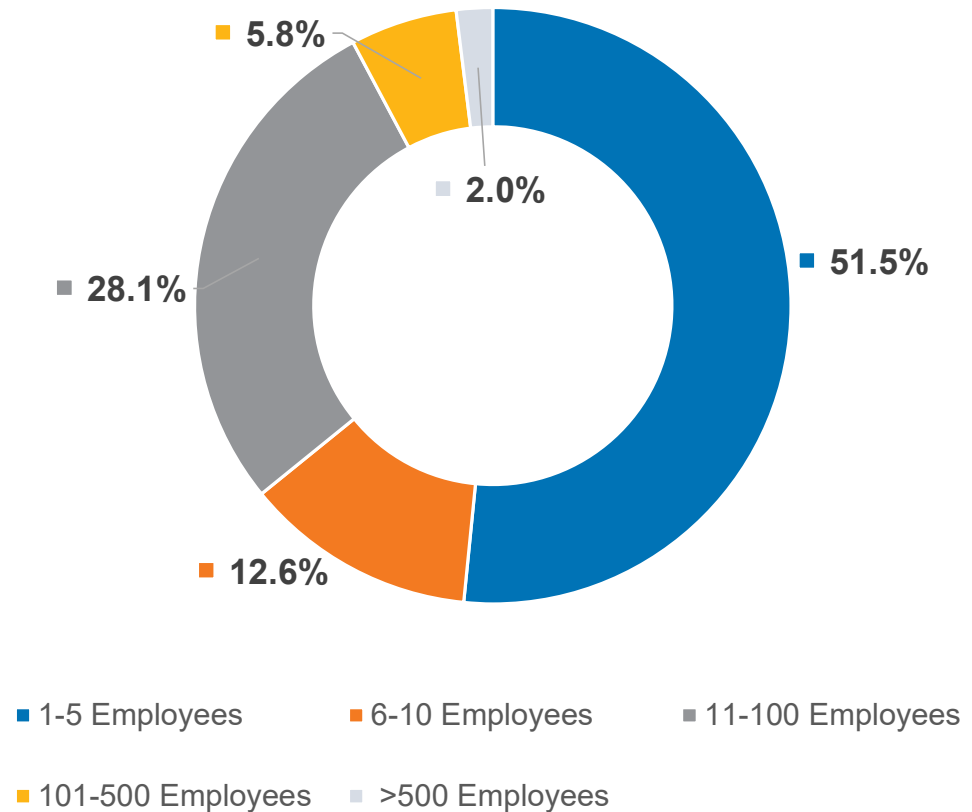
of CRMSDC MBEs have annual
revenues over \$1 million

CRMSDC MBEs by Employees

CRMSDC MBEs
employ nearly
60,000
employees,
of which over
39,000
are minorities

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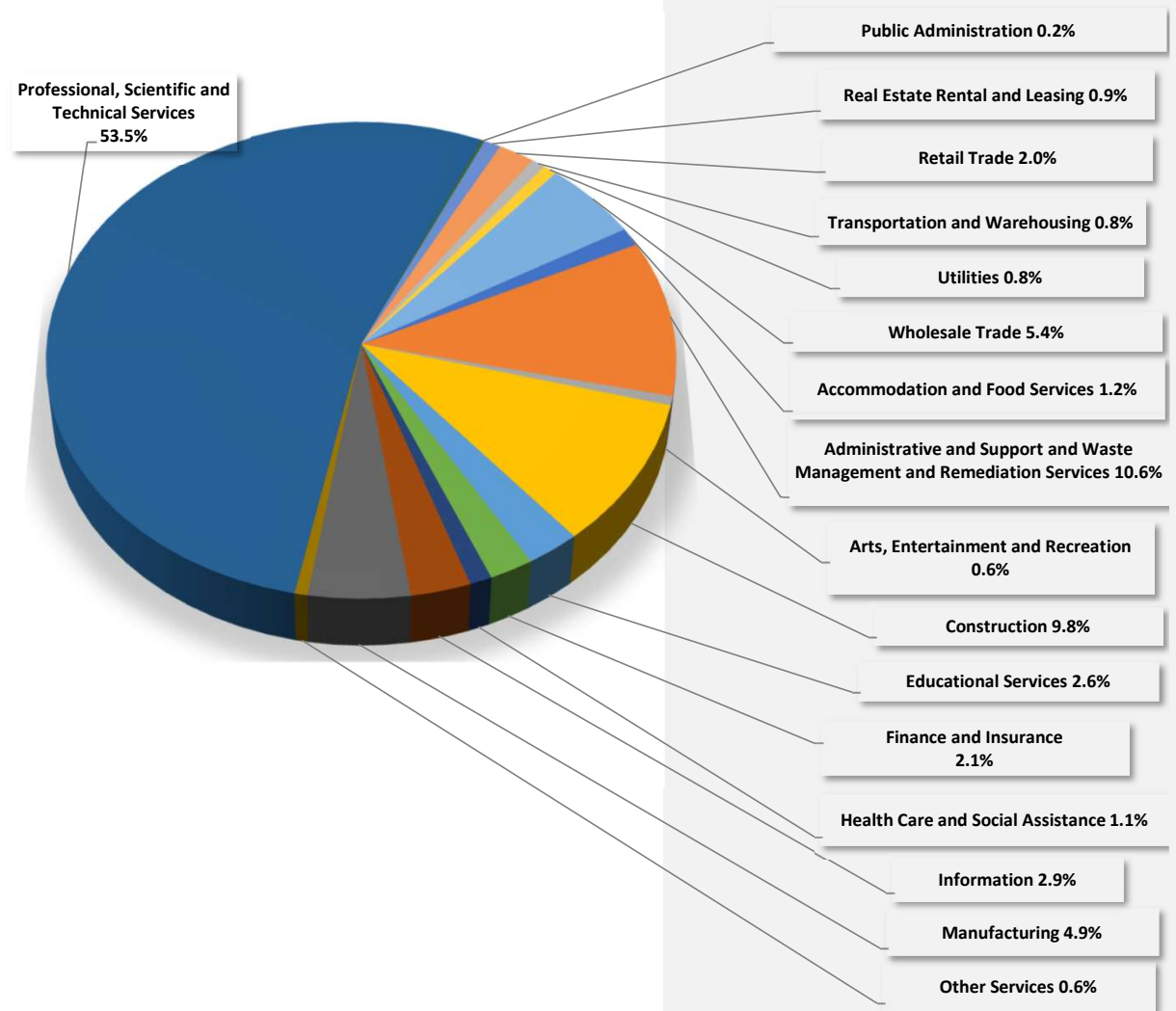
Number of Full-Time Employees



CRMSDC MBEs by Industry

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MBEs by Expanded Industry



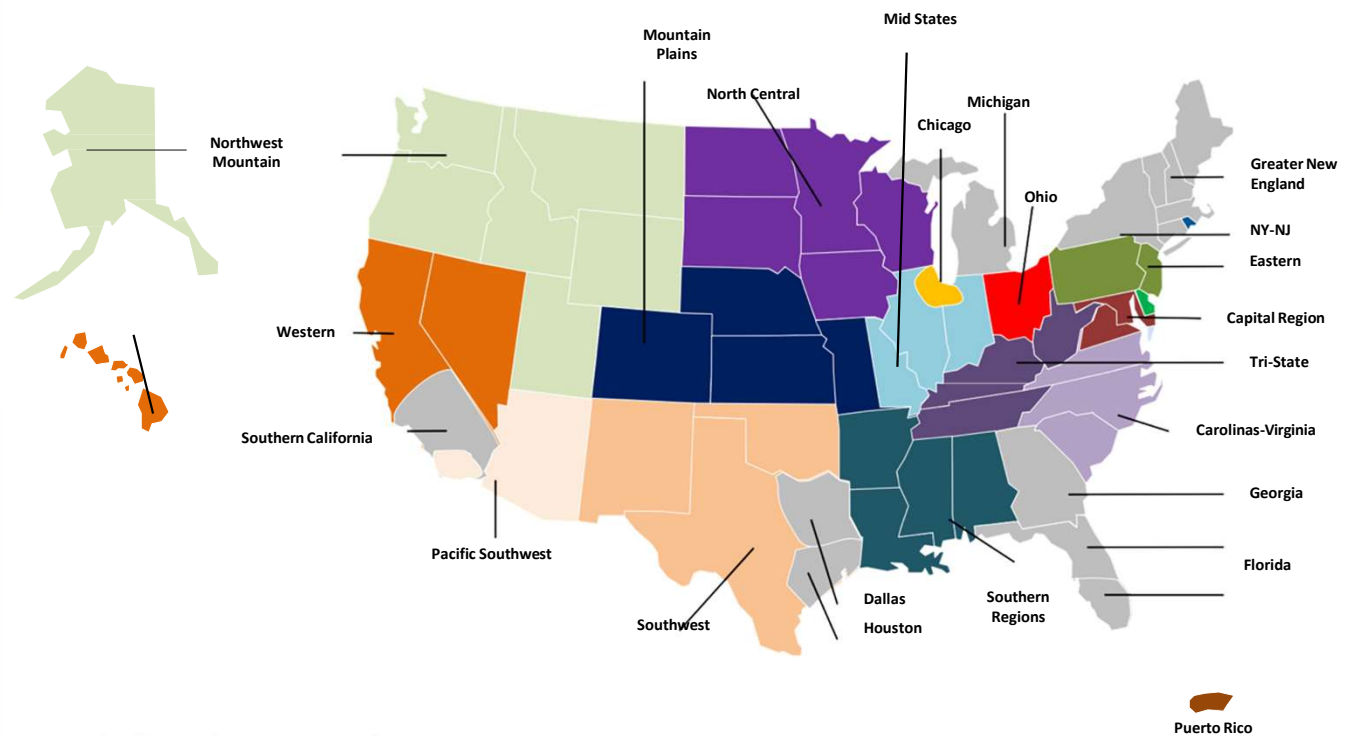
NMSDC Affiliate Network

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CRMSDC/NMSDC



National Minority Supplier
Development Council

Advancing Business
Connections that Count



Certify. Develop. Connect. Advocate.

CRP Capital Readiness Program

Powered by the **Minority Business Development Agency**



CRMSDC's Capital Readiness proposal was successfully awarded \$3M over the next 4 years by the US Department of Commerce, MBDA.

CRMSDC will create an ecosystem to provide technical assistance to advance and improve capital readiness for socially & economically disadvantaged individuals (SEDIs).

This initiative will be led by Sonya Bigelow-Smith & team who will collaborate with our strategic partners to include a host of HBCUs, MSI's and capital access providers across the region.



Capacity Building



Access to Capital



Access to Networks



Emerging Markets

Serving Small Business Across MD/DC/VA



Capital Region
Minority Supplier
Development Council

KEY BRIDGE BUSINESS RECOVERY PROGRAM



Through structured training and valuable resources, the CRMSDC Key Bridge Business Recovery Program will empower companies with the tools and knowledge to strengthen and expand their operations.

BUILDING BRIDGES TO BUSINESS RESILIENCE & GROWTH

The Key Bridge Business Recovery Program is a two-year grant initiative designed to support 100 businesses within a 5-10-mile radius of the Francis Scott Key Bridge.

Our goal is to help businesses sustain and grow through targeted support, including:



ACCESS TO CAPITAL

FINANCING ASSISTANCE

Guidance and resources to secure funding.



NETWORKING OPPORTUNITIES

NETWORKING & COLLABORATION

Connections with industry leaders and potential partners.



BUSINESS EDUCATION & TRAINING

BUSINESS ASSESSMENT

Evaluate current status and organizational needs.

QUARTERLY DEVELOPMENTAL ACTIVITIES

Workshops and training tailored to business growth.

**SIGN UP
TO LEARN
MORE**



Renee Sandford

301.788.9901

keybridge@crmsdc.org

www.crmsdc.org/keybridge

Benefits of Certification



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Gold Standard Certification
Recognized Nationally

Access to National and Local
Programs

Networking Opportunities

Experiential Connection Initiatives
(Get on the Bus/Plane/ Train
Business Tours)

Business Procurement/Super
Matchmaker Conference

Annual Leaders & Legends Awards
Ceremony

NMSDC National Business
Opportunity Expo

Public Policy

MBE Input Committee

Key Bridge Business Recovery
Program

Seminars/Workshops

Corporate Briefings

Corporate Mini Fairs and
Matchmakers

MBE2MBE Networking Portal

Capital Readiness Program

Growth Initiative

Corporate Plus®

Business Consortium Fund

Advanced Management
Education Programs (Kellogg /
Tuck)

NMSDC Learning Center

FOUNDATIONS MBE ACADEMY

Foundations is a 6-month academy-type project for minority-owned suppliers which provided MBEs with the opportunity to gain knowledge and resources regarding the utility industry.

The curriculum covered topics on safety, industry forecasts/trends, marketing, non-traditional opportunities, business ethics, estimating/value assessments, contracts & negotiations and value propositions.



Capital Region
Minority Supplier
Development Council

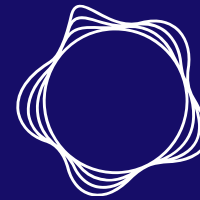


Eastern
Minority Supplier
Development Council



Chicago
Minority Supplier
Development Council

Powered by



exelonSM

EMPOWERING MBEs in the Utility Industry



CRMSDC'S ANNUAL
GOLF
CLASSIC

**The Best Business Networking
and Golf Experience**
*Where Corporations and
Minority Suppliers
Meet!*



**Continental
Breakfast**



**Golf
Clinic**



**Golf
Tournament**



**Putting
Contest**



**Awards
Luncheon**



**Prizes
& more!**

CRMSDC Super MatchMaker Conference

FEATURING THE **MBDA CAPITAL READINESS SUMMIT**



THE MATCHMAKER EXPERIENCE



Corporate
Roundtables



One-On-One
Meetings
(Post Conference)



Networking
Opportunities



Hot Topic
Discussions

**PLUS... SUPPLIER OF THE YEAR WINNERS,
EXCITING GIVEAWAYS & MORE!**



CRMSDC 38TH ANNUAL
LEADERS & LEGENDS *Featuring*
AWARDS CEREMONY





ANNUAL BUSINESS MEETING





Toward the Post-Pandemic World

B
Sage



Sharon R. Pinder, CBMSDC PY

"Ampcus receives Robert J. Brown Minority Business Enterprise of the Year at MEDWeek"

"Bank of America launches Business Advantage Unlimited Cash Rewards Cards for Entrepreneurs" -CNBC

"Smithsonian Latino Center receives \$2 Million Gift from Wells Fargo" -Benzinga

"AT&T announces the opening of the first of more than 20 AT&T Connected Learning Centers to close the digital divide" -CNBC

"Exelon announces \$36 Million Equity Fund to Support Minority-Owned Business Growth" -Yahoo Finance

HEADLINE NEWS

"USPS outlines \$8B infrastructure investment in 2022 as sign of bright future" -Federal News Network

"New Freddie Mac initiative helps renters build credit" -The Motley Fool

"Fannie Mae is leveraging technology to expand access to homeownership" -Washington Post

BUSINESS DEVELOPMENT

4 NEW SPONSORSHIPS



2 NEW NATIONAL MEMBERS





CHAIRMAN'S AWARD



Watch the Full Episodes on YouTube

PLAY

@crmsdc 
LIKE & SUBSCRIBE

Available Now at
www.crmsdcares.com





**WASHINGTON
BUSINESS JOURNAL**

T H E L I S T

**LARGEST BUSINESS
ADVOCACY GROUPS IN
GREATER WASHINGTON**

Capital Region Minority Supplier Development Council

RANKED #10

2024

RMSDC PUBLIC POLICY PROJECT DAY ON THE HILL

OCTOBER 26, 2023





Capital Region
Minority Supplier
Development Council

NMSDC Application Requirements & Process

Applicant Eligibility Criteria

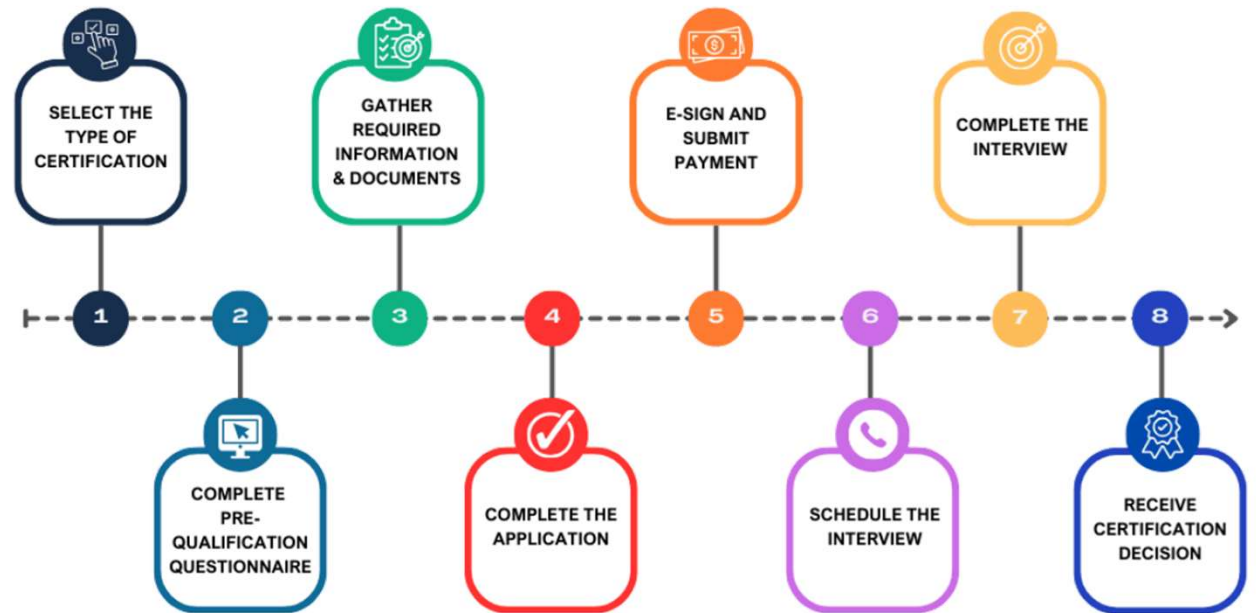
Confidential & Proprietary content of
CRMSDC/NMSDC

ELIGIBILITY REQUIREMENTS

- For-profit businesses that are headquartered in the U.S.
- Businesses must be at least 51% owned, managed and controlled by qualified minority group member(s) who are U.S. citizens.
- Eligible minority groups:
 - Asian-Indian
 - Asian-Pacific
 - Black / African American
 - Hispanic / Latin American
 - Native American

For more information about eligibility, go to nmsdc.org/certifications/definition-of-an-mbe/

Certification Process



nmsdc.org/certifications/certification-process/

After NMSDC approval of certification, **CRMSDC** representative sends **WELCOME LETTER** and certificate to owner

Certification Application Process

Current Fees (non-refundable)

- \$700 - \$1,550 application & certification fee (based on annual revenue; includes \$350 application processing fee)

Processing Time – approx. 60 days

Expedited Processing

- 10 working days after application completed; \$1,200 (offered on an as able basis)

Certifications are Annual (1 year)

Renewal

- reminder emails from no-reply@nmsdc.org are sent 90, 60 & 30 days prior to expiration

Certification Application Tips

Keep your initial user ID and password

- Start the Prequalification Form to complete application. Save no-reply@nmsdc.org to your safe senders list.

Be Thorough, Save Often

- Remember to save as you are completing sections and uploading documentation
- The owner should review the application before it is submitted and should keep the login credentials

Be Timely

- Submit application and upload all required documentation

Keep a soft copy of your application package and all attachments

- Documents may be requested during the virtual site visit

Submit/upload documentation in the appropriate fields

The Consortium



Capital Region
Minority Supplier
Development Council

CRP Capital
Readiness
Program

Powered by the Minority Business Development Agency

CRMSDC TEAM

Sharon R. Pinder
President & CEO

Tommy Marks
Vice President & COO

Claudia Barrera
Senior Analyst

Sonya Bigelow-Smith
Director, Capital Readiness Program

Christine Bivens, MCA
Program Manager, MBE Services

Jolie Guerra
Executive Assistant to the President

Joan Hairston
Director, Corporate Services

Nicole Miles
Manager, Marketing & Branding

LaToya Moore
Project Coordinator

L. Errol Taylor
Director, MBE Services

CRMSDC KEY BRIDGE BUSINESS RECOVERY PROGRAM TEAM

V. Renee Sandford
Director

Kenneth Clark
Consultant

CRMSDC & NMSDC Certification Contacts

www.crmsdc.org

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Program Manager, MBE Services

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Christine.Bivens@crmsdc.org

NMSDC Certification Support

212-944-2430, Option 1 or (855) 498-5524

certification@nmsdc.org

THANK YOU!



**Capital Region
Minority Supplier
Development Council**

www.crmsdc.org

CRP Capital
Readiness
Program

Powered by the Minority Business Development Agency

www.crmsdc.org/crp



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crmsdc



/capital-region-minority-supplier-development-council-inc/



Office of
Procurement
MONTGOMERY COUNTY, MD

Local and Veteran Programs

Michael Brown and Patricia Scheid

Local Small Business Reserve Program (LSBRP)

- Any procurement valued under \$10 million is assumed to be reserved as LSBRP (unless an exemption is approved)
- Register your business as a vendor in our County Vendor Registration System (CVRS), identifying who you are and the goods and services you provide
- Complete the LSBRP application

LSBRP Goal: County departments are charged with spending 25% of their available procurement dollars with LSBRP vendors

- Issuing RFP's and IFB's under LSBRP
- 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
- Direct Purchase Orders (DPO's)

Local Small Business Reserve Program (LSBRP)



Do I Qualify for LSBRP?

Eligibility is determined by ownership type, location, number of employees and gross sales.

Ownership


- Independently-owned businesses only; brokers and subsidiary businesses are not eligible. A federal tax number or W-9 in the name of the business is required.

Location - your principal place of business is in Montgomery County defined as follows:

- The business has its physical business location(s) only in Montgomery County; OR
- The business has physical locations both in and outside of the County, but the County-based location(s) accounts for over 50% of employees, or over 50% of gross sales.

LSBRP

Sales & Size Criteria



Business Type	Employee Limit	OR	Prior 3 Years' Average Sales
Retail	30		\$5,000,000
Wholesale	30		\$5,000,000
Services	100		\$10,000,000
Construction	50		\$14,000,000
Manufacturing	40		\$14,000,000

Veteran-Owned Business Preference Program (VBPP)

- New program passed by the Montgomery County Council in 2024 that is designed to give veteran-owned businesses located in the county a leg-up in doing business with the county
- Verified Veteran Owned businesses will receive additional evaluation points worth 5% of the total available points for eligible solicitations
- Must have BOTH the LSBRP and the VBPP certifications to receive points
- The only certification that we accept is the SBA Veteran Small Business Certification (VetCert)

https://veterans.certify.sba.gov



Local Business Preference Program (LBPP)

- Designed to bolster the County's economic growth and support the creation and retention of employment opportunities within the County
- Montgomery County-based businesses receive an extra 10% preference points on proposals
- Creates a 10% price preference for any local business bidding on an IFB OR
- A bonus of 10% of the total points for a local business submitting a proposal under RFPs



Local Business Preference Program (LBPP)



Do I Qualify?

- The business must have its principal place of business in Montgomery County defined as follows:
 - The business has its physical business location(s) only in Montgomery County; or
 - The business has physical business locations both in and outside of the County, but the County-based location(s) accounts for over 50% of the business's total number of employees, or over 50% of the business's gross sales.

Local Business Subcontracting Program



- To increase the participation of local businesses in certain large procurements, the County has established local business subcontracting goals for procurements exceeding \$10 million:
- At least 10% of the contract dollars awarded for each high dollar value contract should be awarded to a local business

AND

- At least 10% of the aggregate value of ALL high-dollar value contracts should be awarded to local businesses

Local Business Subcontracting Program



Do I Qualify for LBSP?

- The business has its physical business location(s) only in Montgomery County

OR

- The business has physical business locations both in and outside of the County, BUT the County-based location(s) account for over 50% of the business's total employees, OR over 50% of the business's gross sales

Tips for Success



- Apply for all programs through the CVRS portal
- Gather the required business documents in advance to speed up the application process
- Answer ALL questions and submit ALL the required documentation to avoid delays or denial of your application
- Ensure that your vendor profile has an approved LSBRP / LBPP / VBPP certification whenever you submit a bid or proposal
- OR that you have completed your LSBRP/ LBPP / VBPP/ MFD certification application before the proposal / bid deadline



Thank you

Montgomery County Office of Procurement

<https://montgomerycountymd.gov/pro>

CVRS Vendor Registration

<https://montgomerycountymd.gov/VendorRegistration>

Q&A



Procurement Opportunities from Local Agencies

11:30am – 12:30pm

Moderator:

Karen DeLuca, Montgomery County Office of Procurement



Panelists:

Patrick Johnson, Montgomery College

Laly Bowers, Montgomery County Public Schools

Jessica Lewis, City of Rockville

Michael Jackson, WSSC Water





Montgomery College

Patrick Johnson



Office of Procurement

Patrick Johnson, Director of Procurement

Patrick.johnson@montgomerycollege.edu

Procurement-related Resources

Procurement website:

<https://info.montgomerycollege.edu/offices/procurement/index.html>

The following information is available at website:

- ▶ Upcoming bid opportunities
- ▶ Existing contract listing
- ▶ Purchasing staff contact information
- ▶ Procurement Process guide

How to locate bid opportunities

- ▶ <https://info.montgomerycollege.edu/offices/procurement/bid-opportunities.html>
- ▶ Register with eMMA (Maryland Marketplace Advantage)

How to do business with Montgomery College

- ▶ Locate bid opportunities and respond in accordance with submittal requirements contained in the bid document.
- ▶ Market your company to procurement staff based on commodity assignment
- ▶ Participate in the quote process
- ▶ Share company current contract information

Upcoming Bid Opportunities

Description:	Current Contract Expiration	Anticipated Solicitation Issue Date:
Promotional products online store	New	November 2025
Construction Manager at Risk for Germantown Campus Student Services Building	New	Currently available
Shuttle bus services	7.31.2026	November 2025
Athletic supplies and team uniforms	4.30.2026	February 2026
Courier and delivery services for WDCE	8.29.2026	April - May 2026
Executive search consulting services	2.28.2026	December 2025 - January 2026
Hazardous material analysis and disposal services	12.31.2025	November 2025
ignlTe Hub Career Coaching Services	6.13.2026	March - April 2026

Upcoming Bid Opportunities

Description:	Current Contract Expiration	Anticipated Solicitation Issue Date:
IT Infrastructure Products, Software and Services	6.30.2026	March - April 2026
Library Contracting Services	8.22.2026	April - May 2026
Pest Management Services	6.30.2026	March - April 2026
Rave Electronic Emergency Communication System License Renewal	6.30.2026	March - April 2026
Video Captioning System	5.31.2026	February - March 2026
Video Content Management System	5.31.2026	February - March 2026
Online benefits support services	6/30/2026	March - April 2026
Collegewide Refuse and Recycling and Collection Services	6.30.2026	March 2026

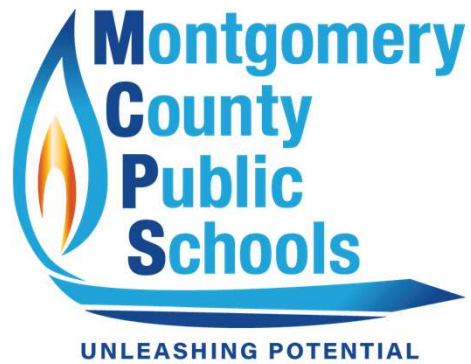
Bid opportunities website

- ▶ <https://info.montgomerycollege.edu/offices/procurement/bid-opportunities.html>



Montgomery County Public Schools (MCPS)

Laly Bowers



PROCUREMENT FAIR

November 5, 2025

Angela McIntosh-Davis, Director
Angela_S_McIntosh-Davis@mcpsmd.org

Division of Procurement

Procurement Webpage:

<https://www.montgomeryschoolsmd.org/departments/procurement/staff>

Open Solicitations:

<http://procurement.montgomeryschoolsmd.org/home/Bids>

Awarded Contracts:

<http://procurement.montgomeryschoolsmd.org/home/awards/>

Procurement Buyer Commodity Listing and contact information:

<https://www.montgomeryschoolsmd.org/siteassets/district/departments/procurement/contracts2/procurement-staff-contact-list.pdf>

eMaryland Marketplace - Vendor Registration

https://emma.maryland.gov/page.aspx/en/sup/registration_extranet_manage

Upcoming Solicitations

Contract Type	Solicitation Title	Release Month
BID	Football Supplies and Equipment	December
	Before and Aftercare (Pre-Qual Vendors only)	November/December
BID	Towing, Transport, and Recovery of Vehicles and Buses	January
BID	Industrial and Technology Education Hand Tools	January
RFP	Two-Way Radios	January
BID	Printed Music	January
BID	Miscellaneous Business Forms	January

Upcoming Solicitations Con't

Type	Solicitation Title	Proposed Release
BID	Custodial Supplies	November /December
BID	Custodial Equipment	November/December



City of Rockville

Jessica Lewis



Doing Business with the City of Rockville

Presented by:

Jessica Lewis, CPPO, CPPB, MBA

Director of Procurement





Overview

- ❖ The **mission** of the Procurement Department is to provide support to the City by performing the procurement function and materials management operation in a customer-focused, strategic, ethical and transparent manner while ensuring opportunities to our diverse business community and complying with applicable governing laws and policies.
- ❖ The **ideal capabilities of our vendors** include fair and reasonable price, quality of product/service, strong customer service and ethics/integrity. Likewise, the City pledges integrity and open and fair competition with our vendors.
- ❖ The **City buys** all types of products and services: from commodities to construction to various professional services (IT related, consulting in multiple areas: planning, public information, recreation & parks, public works).



City of Rockville: Upcoming Solicitations

Contract Title	Solicitation Method	Estimated Solicitation Date
Architectural and Engineering Services (multiple award)	Request for Proposals	December 2025
LED Streetlight Conversion – Phase III	Invitation for Bids	February 2026
Spill Clean-up Services	Request for Quotes	January 2026
Concrete Maintenance	Invitation for Bids	December 2025
Grounds Maintenance Services	Invitation for Bids	November 2026
Energy Consultant	Request for Proposals	October 2026



Resources

- ❖ The City's Upcoming solicitations/forecast can be found on our website at:
<https://www.rockvillemd.gov/231/Procurement>
- ❖ The City utilizes a Collaboration portal where all bids/proposals are submitted electronically. Instructions and information may be found on our website at:
<https://www.rockvillemd.gov/bids.aspx>
- ❖ The City also posts its solicitations on eMaryland Marketplace (eMMA):
<https://emma.maryland.gov/page.aspx/en/usr/login?ReturnUrl=%2fpage.aspx%2fen%2fbuy%2fhomepage>



Contact Information

- ❖ Provided is the link to Procurement on the City's website:
<https://www.rockvillemd.gov/231/Procurement>
- ❖ Please contact us:
240-314-8430
procurement@rockvillemd.gov



WSSC Water

Michael Jackson



Doing Business with WSSC Water

Michael Jackson, Division Manager, Procurement Services

November 5, 2025

WSSC WATER AT A GLANCE



- ★ **107 years** of no drinking water quality violations, ever.
- ★ **Peak Performance Awards** for wastewater treatment and resource recovery excellence.



8th

Largest combined water and wastewater utility in the United States by population served



1.9M

Residents served



162MGD

Water provided each day



1000Sq. Miles

Size of WSSC Water's Service Area



1,700+

Members of Team H₂O deliver on our mission



\$114.9B

WSSC Water supports the economic output of Prince George's and Montgomery counties



\$1.8B

FY2025 Operating & Capital Budget



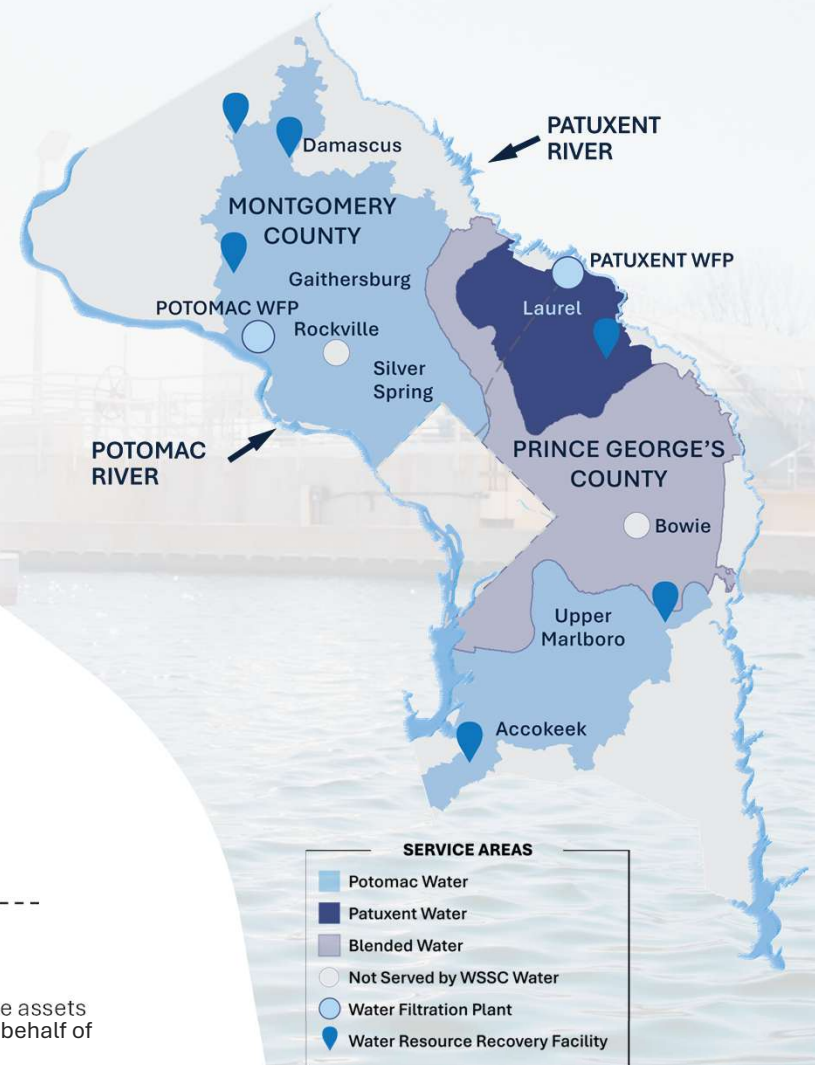
\$4.9B

6-Year Capital Improvements Program



\$9B

In infrastructure assets maintained on behalf of our customers



Agenda

1. Why Procurement Matters
2. Recent Developments
3. Capital Improvements Program (CIP)
4. OpenGov Procurement Platform
5. Office of Supplier Diversity & Inclusion Overview
6. Minority Business Enterprise / Small Local Business Enterprise Programs
7. Project Opportunities

Why Procurement Matters

Why Procurement Matters:

The Procurement Office Supports Every Function of WSSC.

- Procurement powers every aspect of WSSC Water's operations – from sourcing essential products and materials to securing the professional and technical services that keep our systems running efficiently.
- At WSSC Water, we contract for the **Three P's – Pen and Paper, People, and Pipe** – encompassing everything from office supplies and professional expertise to the infrastructure that delivers safe, reliable water and sewer services.
- Each year, WSSC Water manages **over \$500 million in procurements**, ensuring transparency, competition, and best value for our customers and the community.

Recent Developments: New Opportunities

Recent Developments:

The Procurement Office has been busy focusing on streamlining processes and contract opportunities.

1. Procurement Regulations

- On June 18, 2025, WSSC Water adopted revisions to Chapter 6.15 of the WSSC Code of Regulations, Procurement Regulations.
- Effective Date: August 1, 2025

2. Capital Improvements Program (CIP)

- \$4.9 billion total CIP program over six years
- \$715.5 million in FY 2026 alone - immediate contract opportunities

3. OpenGov

- Implementing a procurement and contract management system specifically designed for government agencies
- Set to transform WSSC Water's entire procurement process

Capital Improvements Program

Capital Improvements Program (CIP)

WSSC Water's \$4.9 billion, six-year CIP represents the largest infrastructure investment in our history – and your opportunity to be part of it starts now.

What This Means for Vendors:

A **multi-billion-dollar** opportunity for the vendor community

- Projects include Water Filtration Plant Upgrades, Aging Pumping Station Upgrades, Meter Infrastructure Modernization and Depot Modernization
- Categories of spend include but are not limited to: Water Main Repair & Rehabilitation, Meters, Specialty Equipment, Construction Support Services, and IT equipment
- \$715.5M in FY 2026. Opportunities range from **\$25K** (e.g., traffic control, safety training) up to **\$50M** (e.g., Potomac Water Filtration Plant Upgrade - Phase II)

Action Required:

1. **Register** in our Supplier Portal and subscribe to our OpenGov portal to receive notifications regarding upcoming contracting opportunities
2. **Stay Connected:** Attend "Tap Into Business" events and Early Engagement Vendor Sessions for upcoming project previews
3. Understand **WSSC Water's Strategic Priorities** and tie them into your company's proposal or bid submission



OpenGov Procurement Platform

OpenGov Procurement Platform

OpenGov is a procurement and contract management platform designed for the public sector. When fully implemented, it will modernize the procurement lifecycle—from purchase requests to solicitations to contract management at WSSC Water.



Simplified Bid Submission

- A step-by-step response process that's intuitive and user-friendly

Increased Visibility & Communication

- Suppliers receive automatic updates on addenda, access to public Q&A, and shared procurement calendars

Fairness & Transparency

- All suppliers experience a consistent and fair bidding process, improving access and leveling the playing field

Improved Responsiveness

- The platform reduces delays, making it easier to comply with requirements and meet deadlines

Live Support Access

- Suppliers can get help quickly through live chat, email, and phone—minimizing frustration and barriers to participation

OpenGov: Coming Fall 2025



We're committed to utilizing technology to improve efficiency and visibility:

Need to Know Information:

- Registration for OpenGov is free
- Suppliers will need to be registered in both OpenGov and Oracle P2P to submit responses to OpenGov solicitations
 - Purchase orders and payments will remain in Oracle P2P
- The Procurement Office has begun piloting solicitations in OpenGov (e.g. Chlorine Solicitation)
- Full deployment coming **Fall 2025**



Scan to register in
OpenGov and
subscribe to WSSC
Water!



To learn more, visit the OpenGov Exhibit Table during the networking session

Office of Supplier Diversity & Inclusion (OSDI) Overview

OSDI Overview

The Office of Supplier Diversity & Inclusion administers WSSC Water's Minority and Small Local Business Enterprise Programs. These programs continue to address the urgent need to eliminate barriers to success in public contracting, aligning with our focus on prioritizing Diversity, Equity, Inclusion, and Environmental Justice.

Our goal is to increase the number of diverse businesses that work with WSSC Water. We achieve this by developing policies that cultivate a fair and inclusive contracting environment and partnering with leadership to eliminate barriers for prime contractors and subcontractors.



Minority Business Enterprise (MBE) Program / Small Local Business Enterprise (SLBE) Programs

Minority Business Enterprise and Small Local Business Enterprise Overview



Minority Business Enterprise Program

Established in 1978 as one of the first MBE Programs in the country.



Small Local Business Enterprise Program

The Small Local Business Enterprise (SLBE) Program is a race- and gender-neutral program administered by the OSDI. The goal is to encourage significant participation in WSSC Water's contracting opportunities and promote the sustainable economic growth of small firms primarily located in Montgomery and Prince George's Counties.



List of Certified MBE/SLBE Agencies

WSSC Water does not certify MBE firms.

We recognize certified MBE firms from the five agencies below:



Project Opportunities

Project Opportunities



FY 2026 Capital Improvements Program

FY26
Budget
\$715.5M

Programmed
Projects
326

Total Six Year
FY26-31 Budget
\$4.9B



\$172.1M

Water Distribution
Projects: 120



\$139.0M

Mixed-Use
Projects: 31



\$77.6M

Interjurisdiction
Projects: 5



\$156.3M

Wastewater Collection
Projects: 132



\$64.8M

Water Treatment & Storage
Projects: 13



\$39.7M

Innovation & Investment Priorities
Projects: 6



\$30.3M

Water Resource Recovery
Projects: 11



\$35.7M

General Facilities
Projects: 8

FY2026 Opportunities

Contract Name	Type	Department	Projected Timing	Status
Eaton Products	IFB	General Services Department	FY26 Q2	Advertised
Potomac Water Filtration Head House Power Feed	IFB	Engineering & Construction	FY26 Q1	Advertised
Lead Service Line Replacement for Public Side	RFP	Engineering & Construction	FY26 Q2	Advertised
Linear Infrastructure Design Basic Ordering Agreement (BOA)	RFP	Engineering & Construction	FY26 Q2	Pre-Planning
Capital Improvement Plan Implementation Program Management Team	RFP	Engineering & Construction	FY26 Q2	December Advertisement
Dam Engineering Services BOA	RFP	Engineering & Construction	FY26 Q2	Pre-Planning
Temporary Staffing Services	RFP	Human Resources	FY26 Q2	Pre-Planning
Miscellaneous Paint and Power Washing Services	IFB	General Services Department	FY26 Q2	Pre-Planning
Prescription Safety Glasses	IFB	Health & Safety	FY26 Q2	Pre-Planning
Fire Sprinkler Services	IFB	General Services Department	FY26 Q2	Pre-Planning
Mill Branch WWPS HVAC & Odor Control Improvements	IFB	Engineering & Construction	FY26 Q2	Pre-Planning
Tilden Lane 48" Large Valve Replacement	RFP	Engineering & Construction	FY26 Q2	Advertised

FY2026 Opportunities

Contract Name	Type	Department	Projected Timing	Status
Pollution Control and Assessment	RFP	Strategy and Innovation Office	FY26 Q2	Pre-Planning
Batson Road Demolition and Construction	IFB	Production Department	FY26 Q3	Pre-Planning
Anacostia Depot Reconfiguration	RFP	General Services	FY26 Q2	Pre-Planning
Anacostia II Wastewater Pumping Station Electrical Upgrades	IFB	Engineering & Construction	FY26 Q2	Pre-Planning
Anacostia 102-inch Trunk Sewer - Phase II	IFB	Engineering & Construction	FY26 Q3	Pre-Planning
Environmental Sensitive Areas Indefinite Delivery Indefinite Quantity (IDIQ)	RFP	Engineering & Construction	FY26 Q3	Pre-Planning
Strategy and Innovation (SIO) Support Services	RFP	Strategy and Innovation Office	FY26 Q3	Pre-Planning
Capital Improvement Plan Implementation Program Management Team	RFP	Engineering & Construction	FY26 Q2	December Advertisement
Commission-Wide Temporary Labor Services	RFP	Human Resources	FY26 Q3	Pre-Planning
Parkway Plant Water Upgrades	RFP	Engineering & Construction	FY26 Q1	Pre-Planning
Transmission Main Replacement and Repair Services	IFB	Production Department	FY26 Q3	Pre-Planning

FY2026 Opportunities

Contract Name	Type	Department	Projected Timing	Status
Linear Infrastructure Design Basic Ordering Agreement (BOA)	RFP	Engineering & Construction	FY26 Q3	Pre-Planning
Commission-Wide Temporary Labor Services	RFP	Human Resources	FY26 Q3	Pre-Planning
Western Branch-WRRF -Process Train Improvements	RFP	Engineering & Construction	FY26 Q3	Pre-Planning
Hardwood Lumber, Blocks and Stakes	IFB	General Services	FY26 Q3	Pre-Planning
Underground Service Brass Fittings	IFB	General Services	FY26 Q3	Pre-Planning
Business Case Development (BOA)	RFP	Asset Management Office	FY26 Q3	Pre-Planning
Audio Visual and Cabling Services	IFB	Information Technology Department	FY26 Q3	Pre-Planning

We're open for business - and we want to do business with you!

Whether you're a large firm or a small startup, there's a place for you at WSSC Water!

Submit your procurement questions to [**Procurement.Support@wsscwater.com**](mailto:Procurement.Support@wsscwater.com)

Q&A

Save-the-date!

Vendor Connection Summit

April 22, 2026

Silver Spring Civic Building





**Please complete
our event survey**

Thank you