

Commission to Modernize State Procurement – Regional Meeting
May 10, 2016
10:00 a.m.
Kenhill Center, 2614 Kenhill Drive, Bowie, MD 20715

Welcome

Lieutenant Governor Boyd K. Rutherford opened the meeting welcoming the Commissioners and audience.

The Commission will hold three public regional meetings to receive input from the vendor community and the general public.

Commission Members then introduced themselves.

Public Comment

Speaker: Mark Wiggins - Deloitte

- Very pleased with the move to help state procurement and he appreciated the opportunity for public recommendations
- Provided written document 6 Policy and 6 Regulatory Recommendations
 - Issues regarding compensation for Delays, Extensions and Suspensions
 - Previously solicitation cycle was 3-4 months, now 1 to 1.5 years

Speaker: Elliott – Site Resources

- Need monthly MBE Reporting
- Need uniform education among internal staff and vendors
- Need uniformity regarding application and use of 3rd tier subcontracting

Speaker: Will Jovel & Fred Marino – Design Collective

- Wants consistency in debriefs between University Systems and DGS, doesn't feel feedback is valuable
- Requesting local, in-state preference points in bidding process
- Pre-bids are a waste of time, just step by step review of RFP, need to discuss what client really needs from the vendor
- More uniform procurement process for capital solicitations
- Uniform MBE goals
- Offer Mentoring Program
- MBE subgoals are a problem
- Delaware has a local preference program
- Recommended we look at the State of Ohio's procurement scoring sheet; it's very clear

Speaker: Laura Werther - GWWO Architects

- Was happy about separating University System construction away from DGS years ago, but now wants it moved back to DGS
- Wants to see Evaluation form with weighting in RFPs
- Wants scores compared to other firms during debrief
- Wants subgoals for all ethnicities across industries
- Wants more training provided to those who do market research to set overall and subgoals

Speaker: Hedy Thomas - Leuterio Thomas

- Relax 5 year Firm Experience Requirement
- Why are Asians excluded from subgoals

Speaker: Doris Zografos - EASE Painting & Construction

- Compared FAR to State of MD
- Gave experience of having to provide office on site for \$220k job with MDTA because whole set of Standards were applied to RFP...streamline this
- Reduce number of documents

Speaker: Jay Walker - Gantech

- Modify Key Personnel replacements, hard to hold onto employees when solicitation cycle takes so long
- Streamline the evaluation period

Speaker: Susie Brady - Rudolph Office Supplies

- Add preference for local businesses

Speaker: Kim Canatella – J.D. Carpets, Inc.

- Requested BPOs for small purchases
- Overall good experiences with State

Speaker: Julie Wilson – Wilson & Mariani

- Requesting Local Small Business Preference
- Eliminate/reduce team past experience requirement
- Spread MBE subgoals throughout ethnicities

Speaker: Scott Riley - Momentum (firm from PA)

- Have sponsors available to speak at pre-bids
- Debrief – better collaboration and provide useful constructive feedback

Speaker: David Albert - Lawyer

- Unlimited liability in State Contracts

Conclusion/Next Steps:

Lieutenant Governor Rutherford asked the Commission to provide recommendations regarding:

- Statutory
- Regulatory
- Organization

Maryland does not want to exclude out-of-state businesses, restricts innovation. Maryland does want to encourage local businesses to participate in process. Watch website for upcoming public forums on June 14th and June 18th.

Meeting Adjourned at 12:00 p.m.

DRAFT