



Project Review Webinar

Supreme Court of Maryland

PRESENTERS

Project Team

Courtney League

Assistant Secretary
Design, Construction & Energy
courtney.league@maryland.gov

Barry Miller

Capital Project Executive
Design Construction & Energy
barryl.miller@maryland.gov

Procurement Team

Jason Valuntis

Associate Director
Office of State Procurement
jason.valuntis@maryland.gov

Michael Cavanaugh

Procurement Officer
Office of State Procurement
michael.cavanaugh@maryland.gov

Kim Langkam

Procurement Officer
Office of State Procurement
kimberly.langkam@maryland.gov

Natasha Ramsundar

Procurement Officer
Office of State Procurement
natasha.ramsundar@maryland.gov

Chantal Kai-Lewis

Director of Supplier Diversity
Office of State Procurement
chantal.kai-lewis2@maryland.gov



Project Description

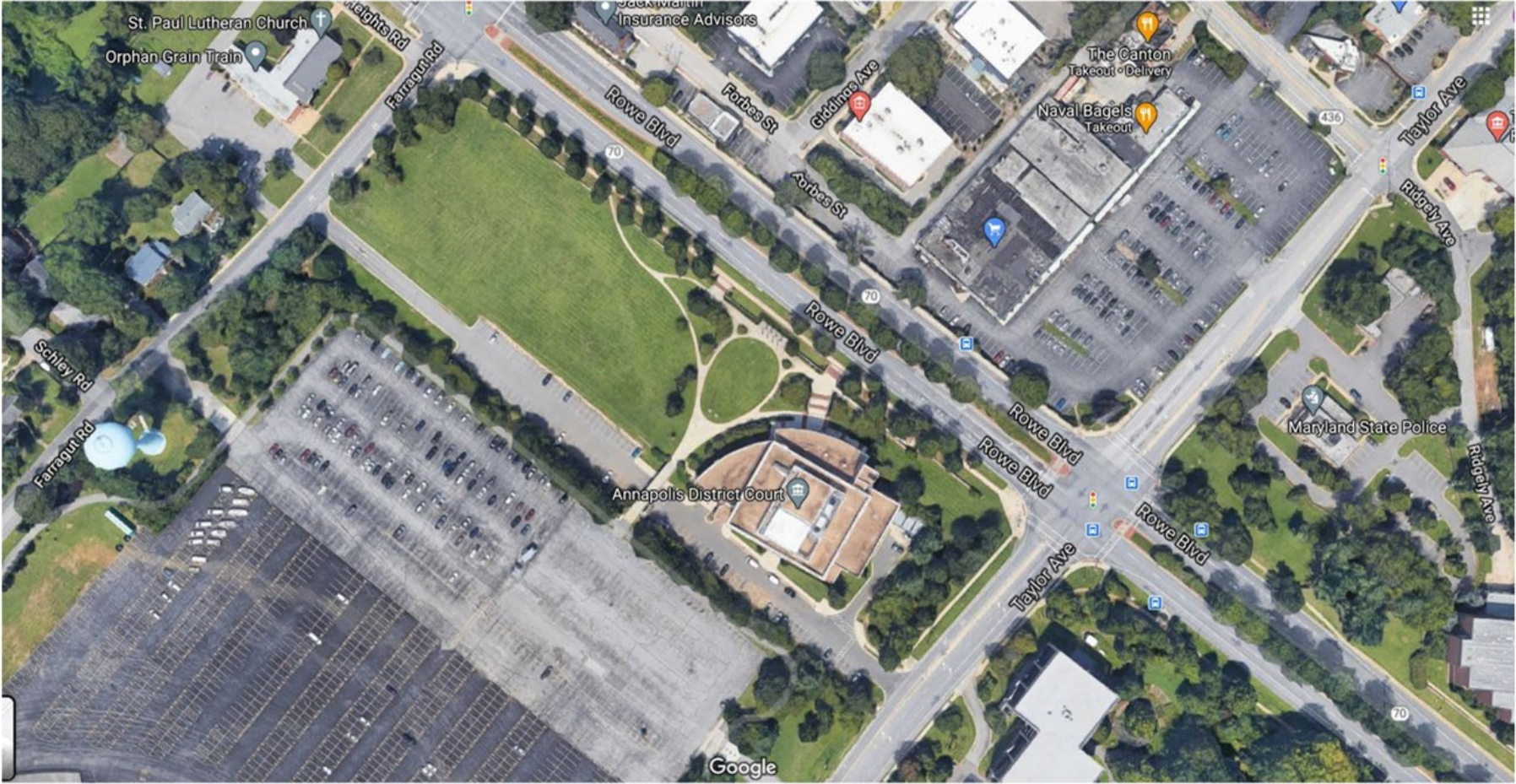
The New Maryland Supreme Courthouse will replace the existing Murphy Court of Appeals Courthouse. It will be constructed on the vacant parcel of land along Rowe Boulevard, north of the existing Sweeney District Courthouse.

The courthouse is 119,410 NSF and 217,564 GSF. The structure is a six story steel frame, and the courthouse is clad in precast concrete. The courthouse provides office space for all Appellate Administrative Staff, the Maryland Law Library (including its special book collection), the Maryland Law History Museum, two Special Courts of Appeal courtrooms, one Court of Appeals Courtroom and the relocation of the Maryland Historic Court of Appeals Courtroom from the Murphy Courthouse. There is a secured service drive running north to south, from Farragut Road to Taylor Avenue behind the new courthouse and the Sweeney Courthouse. The secured service drive provides access to some outdoor employee parking, the loading dock, secured employee and judges' garages, Mechanical, Electrical, and security rooms all located at this level. Construction is scheduled to begin in August of this year and is scheduled for a construction period of three (3) years.

Location: Annapolis, Maryland

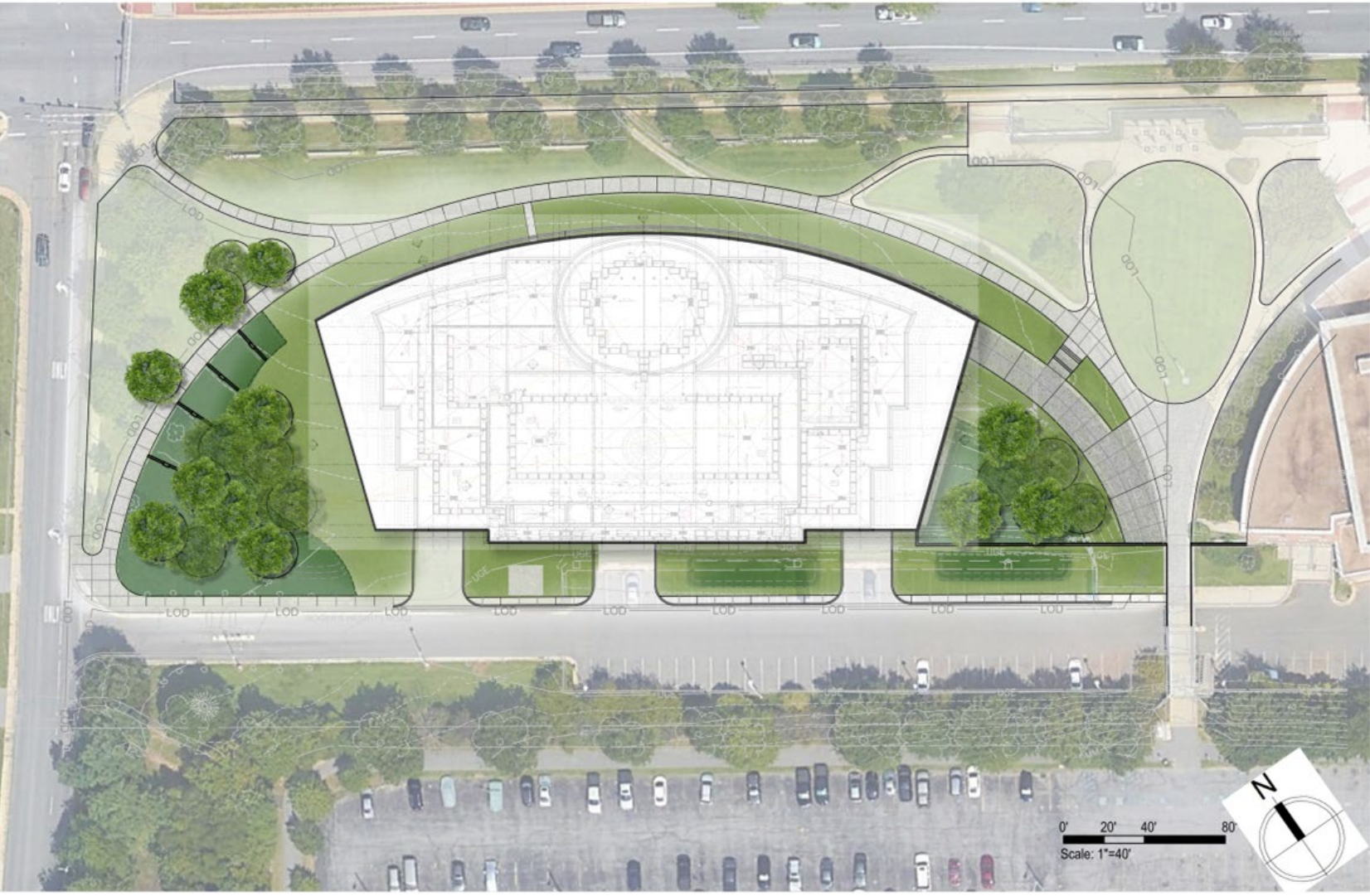


Project Site

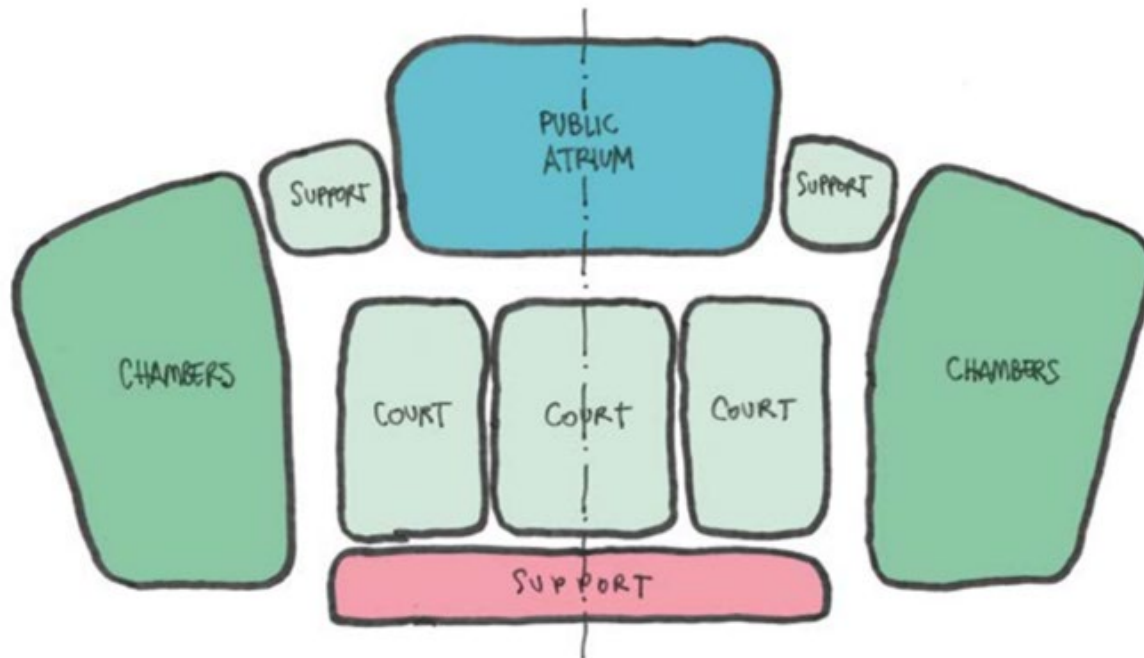


FENTRESS
ARCHITECTS

Rendering



Rendering



Rendering



AERIAL VIEW FROM ROWE BLVD



FENTRESS
ARCHITECTS

Rendering



Rendering



Rendering



ATRIUM VIEW FROM LEVEL 1

Rendering



Rendering



Doing Business with DCE

1. Go to www.dgs.maryland.gov
2. At the top of the page click on the link for ***Construction***
3. In the column on the right, you will find links for the following:

[2019 Manual](#) – covers what DCE expects from A/E firms

[2019 Roofing Policy](#) – covers what DCE expects for roof projects

[General Conditions 2022](#) – covers what DCE expects for all construction projects



Maryland's Web Based Procurement

Who's

eMMA ?

For Information & Resources visit the [OSP Vendor Page](#)

Example Solicitation



Return

i Solicitation Info

Pricing (Ext)

Questionnaire (Ext)

To respond to this solicitation click "Add to My Solicitation" and either login or register.

Add to My Solicitations

Title	ID	Alternate ID	Lot #	Round #	Status	Due / Close Date
MR-200-200-003 HVAC Replacement MDH Holly Center	BPM016426	001IT821079	1	3	Open	11/8/2019 3:00:00 PM (your local time)

Solicitation Type

IFB: Invitation for Bid

Main Category

Building and Construction Machinery and Accessories

Issuing Agency

Department of General Services

Procurement Officer / Buyer

Daryl MOORE

Email

daryl.moore@maryland...

Solicitation Summary

Project Cost Class

B - \$100,000 to \$500,000

Procurement Program Participation Goals

Solicitation Links


[Access to questionnaire](#)

[Access to pricing form](#)

Attachments



The Competitive Sealed Bid Process

1. Bid specifications and drawings are created and posted on eMaryland Marketplace Advantage.
 2. A pre-bid meeting/site visit is held and all interested businesses are **encouraged to attend**.
 3. Vendors **submit bids online** through www.emma.maryland.gov.
 4. On the bid opening date, the procurement officer opens bid submissions and begins the review process.
 5. A contract is awarded to the responsible bidder that submitted a responsive bid with the most favorable total bid price.
- 

Responsive vs. Responsible

- **Responsive**

“A bid submitted in response to an invitation for bids that conforms in all material respects to the requirements contained in the invitation for bids” – COMAR21.01.02.01(78)

- **Responsible**

“A person who has the capability in all respects to perform fully the contract requirements, and the integrity and reliability that shall assure good faith performance” – COMAR 21.01.02.01(77)

Avoid the Fatal Flaws

- **Overcommitting Resources** – taking on more work than your company can handle will cause poor performance and can result in contract termination.
- **Bidding too Low** – submitting a low bid to win a contract award will likely have negative consequences, including:
 - Failure to perform work at the stated prices causing termination of contract.
 - Rejection of bid.
- **Failure to Read ALL Requirements and Follow Instructions** – the solicitation outlines all of the requirements of the solicitation. Be sure to read thoroughly and follow instructions. Common items overlooked include:
 - Wage Requirements – When applicable bidders are required to indicate a minimum labor hourly wage rate that has been determined by the Department of Labor and Licensing Regulations (DLLR)
 - Required Forms – Forms should be fully completed and signed. Make sure all required documents are included in bid submission.
 - Bid all lines of the bid form when indicated by the solicitation.

Tips to Submit a Complete Bid Response



- Read the entire solicitation, including all attachments/addendums, completely and thoroughly.
- Attend the pre-bid meeting/site visit so you can see the location where the work is to be performed.
- Ensure that all forms are completed in entirety and signed.
- Include all required information, forms and documents in your bid submission. MBE D1-A must be completed accurately as part of the bid submission.
- Double check to make sure all forms are complete and required information and documents are included in your bid submission.

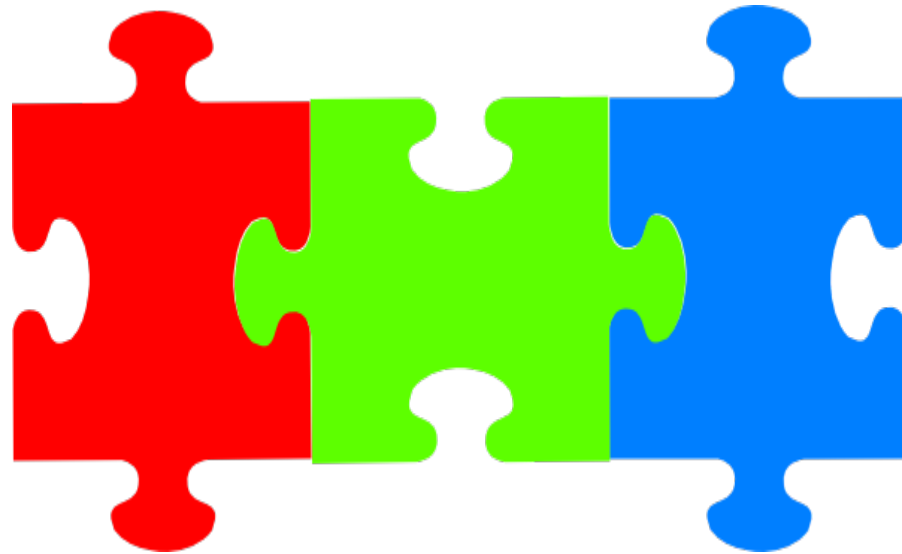
Opportunities to Participate

Materials
Supplier

General
Contractor

Trade
Contractor

Support
Services



Equipment
Rental

Where do you fit into the puzzle?

Contracting Opportunities

Programs for

Small, **Minority**, and **Veteran-Owned**
Businesses

**Small Business
Reserve**

**Minority Business
Enterprise**

**Veteran-owned
Small Business
Enterprise**

Contracting Opportunities

State Programs to Assist Businesses with Subcontracting Opportunities

**Minority Business
Enterprise
(MBE)**

**Veteran-owned
Small Business
Enterprise
(VSBE)**




Contracting Opportunities

MBE & VSBE Programs

Increase opportunities for Maryland State **certified** minority-owned and/or veteran-owned businesses to participate on state contracts.

Subcontracting goals are placed on contracts and the prime contractor is required to utilize certified firms to satisfy the established goal.



Contracting Opportunities

What you Need to Know

- Goals are placed on contracts BEFORE they are solicited.
- Prime-Contractors are required to identify MBE/VSBE subcontractors WHEN they submit their bid.
- Certified MBEs are encouraged to participate as prime-contractors and may count their own work toward 50% of the goal.
- Certified VSBEs are encouraged to participate as prime-contractors and may count their own work toward 100% of the goal.
- A company who has both certifications may be counted toward achieving both goals.

So What's Next?



- Build relationships with prime contractors.
- Look for notification emails from eMaryland Marketplace Advantage and review the solicitation documents.

A Checklist for your Company

- How have you organized your business?
- Do you have a Business License?
- Are you certified in a trade?
- Do have contract experience?
- Do you have an Accountant?
- Do you have a Lawyer?
- Do you have a Bank?
- Do you have a Line of Credit?
- Do you have Bonding?
- How is your cash flow?

Thank You For Joining Us Today!



Don't Forget

Download a copy of these presentation slides on the “Handouts” section of the webinar menu.

For more information about this project visit the [Supreme Court project webpage](#).