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*JANUARY 2025 NEWSLETTER*

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The New Year is a time of thanksgiving and reflection; a time to celebrate with loved ones and the Prince George's County community. As we celebrate and give thanks, it is also important to begin thinking about goals for the next twelve months. Begin by starting the New Year with a solid plan to grow your business. The Office of Procurement (OOP) encourages the business community to take some time between now and the end of January to review and update your business plan.



**Enhanced Preferences for Diverse Suppliers –** Effective February 3, 2025, Council Bill CB-060-2024, which amends provisions of Subtitle 10A – 108 - Exemptions of the County Code takes effect. Procurements that are subject to exemptions found in Section 10A-108(a) should now consider preference for County-based and County-located businesses.

The proposed legislation aims to create a level playing field for all businesses, fostering trust, transparency, and positive relationships within the business community, while promoting economic growth and innovation for those entrepreneurs based in Prince George's County. The Council Bill and its attachments may be viewed in its entirety on the County's Legislative webpage at: <https://princegeorgescountymd.legistar.com/Legislation.aspx>

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**Prince George's County Benefits Solicitation –** Prince George's County is excited to announce the Office of Human Resources Management is soliciting medical plans, pharmacy benefit management and vision services through a competitive request for proposal process. This highly anticipated solicitation is one of the County's largest in recent years and affords the opportunity to renegotiate prices and services for

employees.

## PROCUREMENT OPPORTUNITIES

### Current Solicitation Postings

SOLICITATION NAME	DESCRIPTION	PROCUREMENT TYPE	SET-ASIDE	CLOSING DATE
<a href="#">FY25- OHRM- Medical Plans, Pharmacy Benefit Management, and Vision Services RFP</a>	The Prince George's County Office of Procurement (OOP) Contract Administration and Procurement Division (CAP) on behalf of the Office of Human Resources Management is seeking to contract with one or more qualified contractors to provide all necessary personnel, management, and supervision to administer one or more of the employees medical, pharmacy benefit management and vision sources plans.	Request for Proposal (RFP)	None	January 24, 2025, at 4:00pm
<a href="#">HVAC Repair and Maintenance Services</a>	The Prince George's County Office of Procurement' Contract Administration and Procurement Division (CAP) is issuing this Invitation for Bids (IFB) to establish term contracts for HVAC Maintenance and	Invitation for Bid (IFB)	100% Certified County-Based Small Businesses (CBSB) and Certified Minority Business Enterprise	January 21, 2025, at 4:00pm

	Repair Services throughout the County		(CMBE)	
<a href="#">FY25-DOC-Inmate Medical Services WS1400745186</a>	The Prince George's County Department of Corrections seeks to acquire the services of a contractor(s) to establish a term contract with a Contractor(s) to perform comprehensive medical, dental, psychological, and psychiatric services to be housed in the County's Department of Corrections.	Request for Proposal (RFP)	None	February 7, 2025, at 4:00pm
<a href="#">FY25 Vending Machines WS1421643257</a>	The Prince George's County Office of Procurement's (OOP) Contract Administration and Procurement Division (CAP) is issuing this Request for Quote (RFQ) to establish a term contract with a Contractor(s) to provide Vending Machine Operator Services for select County owned/occupied buildings throughout Prince George's County, MD.	Request for Quotes (RFQ)	None	January 31, 2025, at 3:00pm
	This project will be in two (2) parts and located in the Calvert			

<a href="#">FY25 DoE MSIB Calvert Hills Parts C and D</a>	<p>Hills community in Prince George's County. Part C of the project covers construction of two underground vaults with a total capacity of 212,000 Cubic Feet, on Calvert Park owned by MNCPPC, to attenuate peak flows and disconnect low lying existing storm drain systems in between Harvard and Calvert Roads and divert to the underground storage vault.</p>	<p>Multi-Step Invitation for Bid (MSIFB)</p>	<p>"Good Faith Efforts are required."</p>	<p>February 7, 2025, at 4:00pm</p>
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Once available, these opportunities will be publicized in our SPEED Discovery Portal. Businesses can view/bid on procurement opportunities through our SPEED Discovery Solicitation Portal by accessing "Finding Opportunities" on [www.pgcbusinesshighway.com](http://www.pgcbusinesshighway.com). Businesses may also view all state, County and local government procurement opportunities by accessing [eMaryland Marketplace Advantage \(EMMA\)](#).

## NEWS CORNER

**Certifications** – If you have a business in Prince George's County, that is certified by another local entity – you may qualify for a reciprocal certification with the County. Please check out our website to learn more about OOP's Minority Business Enterprise (MBE) business certification(s) and ways to take your business to the next level. The Business Highway is your road to navigate business certifications and more at [www.pgcbusinesshighway.com](http://www.pgcbusinesshighway.com). For the latest information on Prince George's County activities, check out the County's website [HERE](#).

**Green Book** - The Office of Procurement is excited to announce the Fiscal Year 2025 Green Book is available this month. The purpose of the Green Book is to help

County-Based Small Businesses (CBSBs) and County-Based Minority Business Enterprises (CBMBEs) find procurement opportunities within the County Government.



**Vendor Day** – Vendors new to the County or doing business with the County can request a Vendor Day Meeting. Vendor Day is an outreach effort to afford vendors an opportunity to meet with County staff and introduce their company to the County. Vendor Day provides the Vendor a set time (not to exceed an hour) and date to perform a demonstration of their company’s capability/capacity or to ask questions about “How to Win Business with the County”. This is an informal meeting with a member of Supplier Development and Diversity Division (SD3), Contracts Administration and Procurement (CAP), and a representative of the relevant County Agency.

To schedule a meeting, visit our Vendor Day Meeting site using the link below or call the Office of Procurement at (301) 883-6400 for more information.

Vendor Day Meeting Link:

<https://vendorregistratoinocs.princegeorgescountymd.gov/>

## VENDOR SPOTLIGHT



*Your Trusted Partner in Healthcare and Safety Procurement*

Since 1985, District Healthcare is an Accredited Provider of home medical supplies and equipment that focus on healthy independent lifestyles working with Healthcare Professionals and Caregivers in the community as a resource and advocate in ministry too much low income, elderly, and disabled persons - especially the bariatric population.

District Healthcare has been at the forefront of distributing top-tier medical, janitorial, and safety supplies and equipment. As a proud, certified small minority business based in Lanham, Maryland, District Healthcare is dedicated to elevating the standards of quality and service in the industry.

*“Partnering with government and commercial corporations, we leverage our extensive experience in distribution and cost reduction to meet and exceed your procurement needs. At District Healthcare, we’re more than a distributor. We’re your partner in success.”*

District Healthcare is an example of how Prince George’s County celebrates diversity and provides pathways to grow companies that do business with the County. Please visit [District Healthcare](#) to learn more about this company and the services they provide.

*Each month the Prince George’s County Office of Procurement will feature a County Certified Business in its Vendor Spotlight. To have your business considered, please email [omwarren@co.pg.md.us](mailto:omwarren@co.pg.md.us).*

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### **Forthcoming Events**

Below is a list of events happening in the business community during the month of November. Communications related to upcoming events are disseminated via email to certified businesses listed in our online Certification Compliance System (CCS). Please be sure to email [pgcprocurement@co.pg.md.us](mailto:pgcprocurement@co.pg.md.us) to be added to our listserv.

1/14 – Office of Procurement Business Certification Overview Training\*\* @10:00am via Zoom

1/21 – Office of Procurement Certification and Compliance System Overview Training\*\* @10:00am via Zoom

1/23 – Office of Procurement staff attends WSSC Winter 2025 Tap Into Business event at the University of Maryland College Park Alumni Center at 7801 Alumni Dr, College Park, MD 20742

1/27 – Director Dickerson is the guest speaker at the Bi-County Breakfast @ Homewood Suites by Hilton Largo, 9103 Basil Court, Largo, MD 20774, Event is from 9:00am – 11:00am

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***\*\*Registration for trainings is required. Please use the following link to view and register for all upcoming trainings offered by the Office of Procurement at [Prince George's County - Certification & Compliance System](#).***

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