PROCUREMENT IMPROVEMENT COUNCIL (PIC)
March 12, 2024

Start Time: 1:03pm End Time: 2:26pm Location: Virtual

Members Present:

Acting Chair, DCPO	Wallace Sermons	**Senate Member Representative**	
State Treasurer, Designee, Deputy Treasurer	Cissy Blasi	**House of Delegates Member**	
Chancellor USM, Designee	Tom Hickey	**Comptroller or Designee**	Brooke Lierman
Sec. DoIT	Melissa Leaman	**Attorney General or Designee**	Zenita Hurley
Sec. MDOT, Designee, CPO		**Local Govt Member**	
BPW Procurement Advisor	Gabe Gnall	**Social Services**	Nancy Hall
Special Sec. GOSBA, & Designee	Alison Tavik	**Social Services**	
Sec. of Juvenile Serv., Designee, Procurement Director	Ronald Colbert	**Veteran Owned Business**	Joseph Giordano
Sec. Human Serv., Designee, Procurement Director	Nneka Willis-Gray	**General Public (w/State Proc. Exp.)**	Robert Dashiell
Sec. of Health, Designee, Procurement Director	Alison Barry	**Minority Owned Business**	
Superintendent of Schools, Designee	Jenna Meinl	**Minority Owned Business**	

Guests/Attendees:

Jasmine Clemons, John Gontrum, Carla Thompson, Kim Pezza, Nish Thakker, Douglas Carrey-Beaver, Rachel Hershey, Lauri McGuire, Valerie Green, Samantha Buchanan, Harris Floyd, Robert Gleason, Maria Martinez, Kevin Jackson, Calvin Johnson, Krystal Quinlan, April Weimer, Alexa Francis-House, Shandreka Lopez, Sheila, Sheryl Brissett Chapman, Alex B.

DGS Office of State Procurement (OSP) Staff Present:

Jamie Tomaszewski, Judy Urban, Leslie Wodday, Fred Payne, Shae Cronin, Yasin Mohammed

PIC Statutory Responsibilities -- The Council shall:

(1) Ensure that the State's procurement system is utilizing the most advanced procurement methods and management techniques, including policies, procedures, and forms for all procurement activity and contract management;

(2) Effect and enhance communication between State units on procurement matters, with an emphasis on disseminating information on current developments and advances in procurement methods and management;

(3) Provide a forum for the discussion of specific procurement issues and problems that arise, including:
- *i. Procurement officer training;*
- *ii. Risk analysis and insurance requirements;*
- *iii. Management of eMaryland Marketplace and other Internet procurement resources;*
- *iv. Use of eMaryland Marketplace and compliance with State Finance and Procurement Article (SFP) §17–502;*
- *v. Use of intergovernmental cooperative purchasing agreements; and*
- *vi. Any other issues or problems identified by the Council;*

(4) Advise the Board on problems in the procurement process and make recommendations for improvement of the process;

(5) Review existing procurement regulations to:
- *i. determine whether they fulfill the intent and purpose of the law, especially as it relates to fostering broad–based competition; and*
- *ii. make recommendations on the regulations, if revising and restructuring them will result in easier understanding and use; and*

(6) Advise the General Assembly on proposed legislation in order to enhance the efficiency and transparency of State procurement

ITEM	AGENDA
1	Welcome & Member Attendance
2	Topics for Discussion
3	Open Discussion
4	Closing Remarks
5	Adjournment

Welcome:

Wallace Sermons, Deputy Chief Procurement Officer (DCPO), welcomed members and guests to the meeting; mentioned the departure of Mike Haifley, and shared his nomination for Chief Procurement Officer for the Office of State Procurement. Wallace also shared his vision for the future Council to include more collaboration, the tracking of actions taken and successes made, the use of value stream mapping for process improvement, the desire to review policies, more reporting to the Governor's office, and asked for data points from members on their vision of the future Council.

Jamie Tomaszewski, Acting Deputy Chief Procurement Officer (DCPO), welcomed members and guests and took attendance.

Item A: New PIC Work Groups

MBE Opportunities and Outreach Workgroup – Yasin Mohammed, OSP, and Valerie Radomsky, MDOT

See the attached presentation

- The survey participants consisted of the MBE group and MBE Leaders, a suggestion was made to send the survey to all participants producing better, hard data
- MDOT, GOSBA, and DGS will be sending out the next survey
- Please add Jasmine, Nish, and Zenita to the workgroup
- Once meetings have been scheduled, the team will discuss priority goals and send out timeline dates as well as updates to PIC members

Pay for Success Workgroup – Jamie Tomaszewski

See the attached presentation

- Ash Shetty was asked to join the next meeting to draw from his experience
- This is a contract type not a procurement method
- Will discuss how to overcome obstacles, plan for future sessions, and challenges between for profit and non-profit
- Need to get a process in place as soon as possible
- Will need a timeline of actions the workgroup plans to take

Risk Management/Insurance Requirements/Regulations/Statute/Recommendations Workgroup – Judy Urban

See the attached presentation *(This presentation was not shown and information below gathered post meeting for the minutes)*

- First meeting is April 12 from 11-12
- Topics:
  - Welcome
  - Introductions
  - Review of Communication Tools for Workgroup
  - Setting of Workgroup Plan and Priorities
- We will review existing regulations and statutes to:
  - Determine whether they fulfill the intent and purpose of the law, especially as it relates to fostering broad-based competition; and
  - make recommendations on the regulations, if revising and restructuring them will result in easier understanding and use; and
  - advise the General Assembly on proposed legislation in order to enhance the efficiency and transparency of State procurement.

If you are interested in participating in this workgroup, please let Judy Urban know by the end of the day on March 28, 2024.

Item B: Maryland Procurement Academy (MDPA) Update – Shae Cronin

See attached presentation

- CMPO/CMPA Program, we train but have no follow up training
- Need small digestive bites of training for the entire procurement process
- May need a workgroup created to expand the Procurement knowledge base
- Make available a topical menu of issues in sound bites
- Discussed something similar to the DoIT Security training with a pass/fail for procurement training
- Maybe the PIC should come up with a state consistent program that all agencies can use as a central certification training program
- "Portico" is an online training tool the Comptroller's office uses and that they are very happy with
- There's the potential of doing what MDOT does, they have 24-hour Certified Contract Management training online

Item C: Open Discussion

Wallace suggested two new workgroups; Training for All, and Contract Management, he also asked for more topics and actionable items. Please send your recommendations.

The Comptroller would like to see a summary of our meetings so we can report on activities and publish an End of Year Report on our work, completed and in process, and would like to see the public allowed to attend a few meetings for their input. She also wants process mapping and transparency of the PIC.

What are the goals in relationship to MBE's, veteran/minority owned businesses, etc., what are we trying to achieve, certification, grow the subcontractors, etc.?

Would like to investigate procurement process issues for non-profits, maybe get a summation of what's been done, what's pending, and look at where the gaps are. Suggesting a taskforce, not a workgroup. Diversity is an issue and has an impact.

Closing Remarks

Wallace Sermons thanked everyone for their participation and asked for any future PIC discussion topics to be sent to jamie.tomaszewski@maryland.gov

Meeting adjourned at 2:26pm