



May 28, 2026

Upcoming Procurement Opportunities

Dr. William Alexander, III

Purchasing & Supply Services

About PGCPS



- ◆ **We are one of the nation's 18th largest school districts,**
- ◆ **We are the second largest school system in the state of Maryland,**
- ◆ **We have 200 schools and centers,**
- ◆ **We have more than 130,000 students and nearly 22,000 employees,**
- ◆ **We have an operating budget of \$2.3 billion.**

Purchasing's Mission

The mission of Purchasing and Supply Services is to facilitate timely delivery of goods and services to the District's instructional and non-instructional departments to build a foundation for lifelong learning by procuring the highest quality of goods and services at competitive prices, while exercising proper financial stewardship of taxpayer dollars.

PGCPS Governance Authority

- **Maryland Education Article (Statute)**
- **Board-Adopted Policy**
- **Administrative Procedures**
- **Manuals, Guidance, and Training Materials**

Purchasing Methods

➤ **Invitation for Bid (IFB)**

- ✓ A Sealed Bid procurement for goods or services when the award is determined by price and awarded for firm fixed price.
- ✓ Used when solicitation can detail specific requirements that Offerors can respond by Bid to provide qualifications and pricing
- ✓ Bids are Publicly Opened, Tabulated and Awarded to the lowest responsive and responsible Bidder(s)
- ✓ Awards made to any firm other than the lowest responsive responsible bidder requires Board approval.

➤ **Request for Proposal (RFP)**

- ✓ A procurement process in which price and other qualities (factors) are evaluated to determine award.
- ✓ Solicitation identifies scope, proposal content, evaluation factors and submission requirements.
- ✓ Awards made to any firm other than the highest technically ranked, lowest responsive responsible bidder requires Board approval.

Purchasing Methods Continued

- **Intergovernmental Cooperative Purchasing Agreement (ICPA)**
 - ✓ Preferred when participating Agencies aggregate common requirements for the purpose of maximizing economies of scale when soliciting bids or proposals
 - ✓ Contracts when
 - Awardee has an existing contract with another Public Entity for the same services required by PGCPs
 - Contract was Competitively Solicited and Awarded
 - Contract award promotes the best interest of PGCPs
 - Awarding Agency contract authorizes cooperative, multi-agency use
- **Procurement Services Agreements (PSA)**
 - ✓ Contract awarded on a non-competitive basis
 - ✓ Professional Services on an as needed basis, when services cannot be provided by PGCPs personnel.
- **Emergency**
 - ✓ Procurement required to respond to mitigate a threatening act of nature or demand or condition requiring immediate action to protect the health and safety of students and PGCPs Staff.
- **Sole Source**
 - ✓ Sole Source - Contract awarded on a non-competitive basis, offered only to one supplier capable of providing the requested item or required service.

Procurement Thresholds

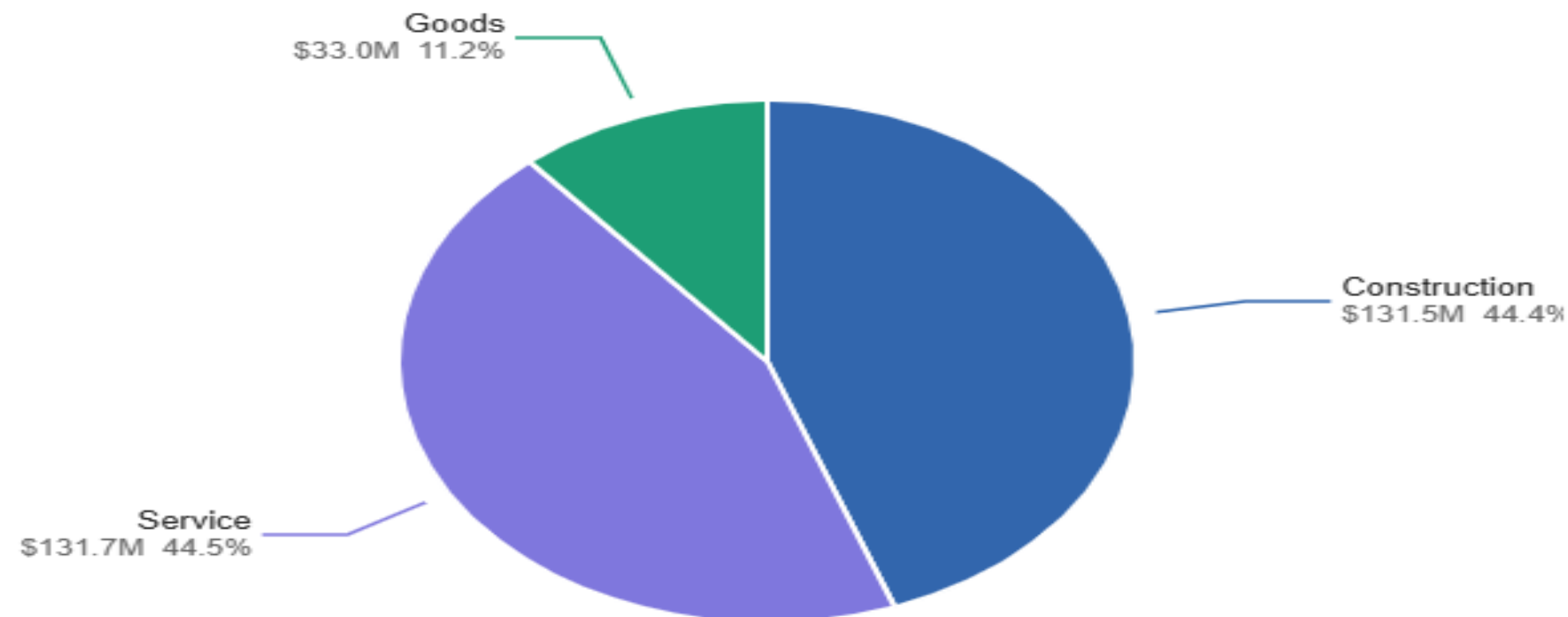
PROCUREMENT THRESHOLDS	
 Small Procurements	<= \$4,999.99 • Informal Department Small Purchase • Formal Solicitation Not Required • Price Quote from Credible/Verifiable Source Required
	\$5,000 up to \$14,999.99 • Informal Department Small Purchase • Formal Solicitation Not Required • Minimum one (1) written quote Required • One (1) written quote from MBE highly encouraged • Quote(s) must be attached to Oracle Requisition
	\$15,000 up to \$49,999.99 • Informal Department Competitive Small Purchase • Formal Solicitation Not Required • Minimum of three (3) written quotes required • One (1) written quote from M/WBE highly encouraged • Quotes must be attached to Oracle Requisition
	\$50,000 & Above • Formal PGCPs Procurement • Department contacts Purchasing to initiate procurement • Purchasing administers Competitive Procurement

Review of Contracts Procured in Fiscal Year 25



Contract types — total amount awarded

Grand total: \$296,292,937.24



Construction = 131.5 M; Services = 131.7M; Goods = 33.0 M

How to do Business with PGCPS

The PGCPS Website

Prince George's County Public Schools (PGCPS) is looking for companies to provide a variety of goods and services to the school system, at a competitive price, and in a timely manner. If you or your company is interested in bidding on PGCPS projects, please review the information on this site, including guidelines, opportunities for minority and women-owned businesses, and currently available Invitation for Bid (IFB), Requests for Proposal (RFP), Request for Quote (RFQ) and Request for Information (RFI) .

All PGCPS solicitations can be obtained from the [Procurement Opportunities website](#).

How to do Business with PGCPS

Our Website



Prince George's County
Public Schools

- About ▾
- Academics ▾
- Board ▾
- Enroll ▾
- Newsroom ▾
- Offices ▾
- Schools ▾
- Careers ▾

 > [Office Directory](#) > [Purchasing and Supply Services](#) > [Procurement Opportunities](#)

Procurement Opportunities

Awards

[Read More](#) →

Solicitations

[Read More](#) →

PGCPS Procurement Forecast

[Read More](#) →



How to do Business with PGCPS eMaryland Marketplace

Solicitations are also posted and received on eMaryland Marketplace.

- Be sure to registrar for multiple codes
- Be sure to check your eMMA Profile to ensure your email addresses are up to date
- Advantage of being registered on eMMA is the ability to receive immediate notifications.
- Be sure your firm is familiar with the process of uploading your proposals/bids on the eMMA site.

Our FY27 Focus ...



- **Strategic Sourcing - increasing district wide contracts**
- **Increase MBE and County Based Business Participation**
- **Shifting from single awarded contracts to prequalification contracts**
- **Training, Training, and More Training for our Purchasing Team**

Upcoming Procurement Opportunities

On-Call Services

- Code Corrections
- Construction Management Services
- Project Management Services
- Spectator and Interior Auditorium Seating

Request for Proposals

- Emergency Signage at various schools
- Parking Lots
- Kitchen & Food Services

Renovation and Expansion

- AC-HVAC Upgrades)
- ADA Upgrades
- Roof Replacements

Construction Management at Risk (CMAR)

- Staged Renovation
- High Point High School



Major and Modernization Projects

- Cool Spring ES Renovation
- New Northern Area High School
- High Point High School

Thank you!!

Lisa Howell

Chief Financial Officer

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Dr. William Alexander, III

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Wes Owens

MBE Coordinator

Wes.Owens@pgcps.org

How to do Business with Prince George's County Public Schools



Agenda



- ❑ **About Us**
- ❑ **Upcoming Procurement Projects**
- ❑ **Minority Business Enterprise Program**
- ❑ **Q&A**

Prince George's County Public Schools:

- ◆ Is one of the nation's 18th largest school districts,
- ◆ Is the second largest school system in the state of Maryland,
- ◆ Has 200 schools and centers,
- ◆ Has more than 130,000 students and nearly 22,000 employees
- ◆ Has an operating budget of \$2.3 billion.

Doing Business With Us



Prince George's County Public Schools (PGCPS) is looking for companies to provide a variety of goods and services to the school system, at a competitive price, and in a timely manner.

1. If your firm is interested in participating in submitting a proposal or bid for any posted PGCPS projects, all PGCPS solicitations can be obtained from the Procurement Opportunities website:
<https://offices.pgcps.org/purchasing/bids.aspx>
2. To become an approved vendor please register through iSupplier, please visit: www.pgcps.org/isupplier and fill out our Vendor Registration. Registered vendors have met the requirements to be a vendor in our system, however, it does not equate to an award. The procurement process should be followed for a vendor to receive a contract award.
3. Become a Vendor in eMarland Marketplace Advantage (eMMA). Website Link: <https://emma.maryland.gov/>.

Upcoming Procurement Forecast

On-Call Services

- Architectural & Engineering Design Svcs.
- Construction Management Services
- Project Management Services
- Stadium and Interior Auditorium Seating

Request for Proposals

- Marquee Signage at various schools
- Parking Lots
- Kitchen & Food Services

Renovation and Expansion

- Refrigeration and HVAC Upgrades
- Playground Enhancements
- Roof Repairs and Replacements

Construction Management at Risk (CMAR)

- Staged Renovations (4 schools)
- High Point High School



Major and Modernization Projects

- Cool Spring ES Renovation
- New Northern Area High School
- High Point High School

MBE Certifications Accepted



State

Maryland Department of Transportation (MDOT)

✓ (State and Locally Funded Projects)

✓ www.mdot.state.md.us



County

Prince George's County's Supplier Development & Diversity Division

✓ (Locally Funded Projects)

✓ www.princegeorgescountymd.gov



Washington Metropolitan Area Transit Authority

✓ (Locally Funded Projects)

✓ www.wmata.com



State and County Funded MBE Goals



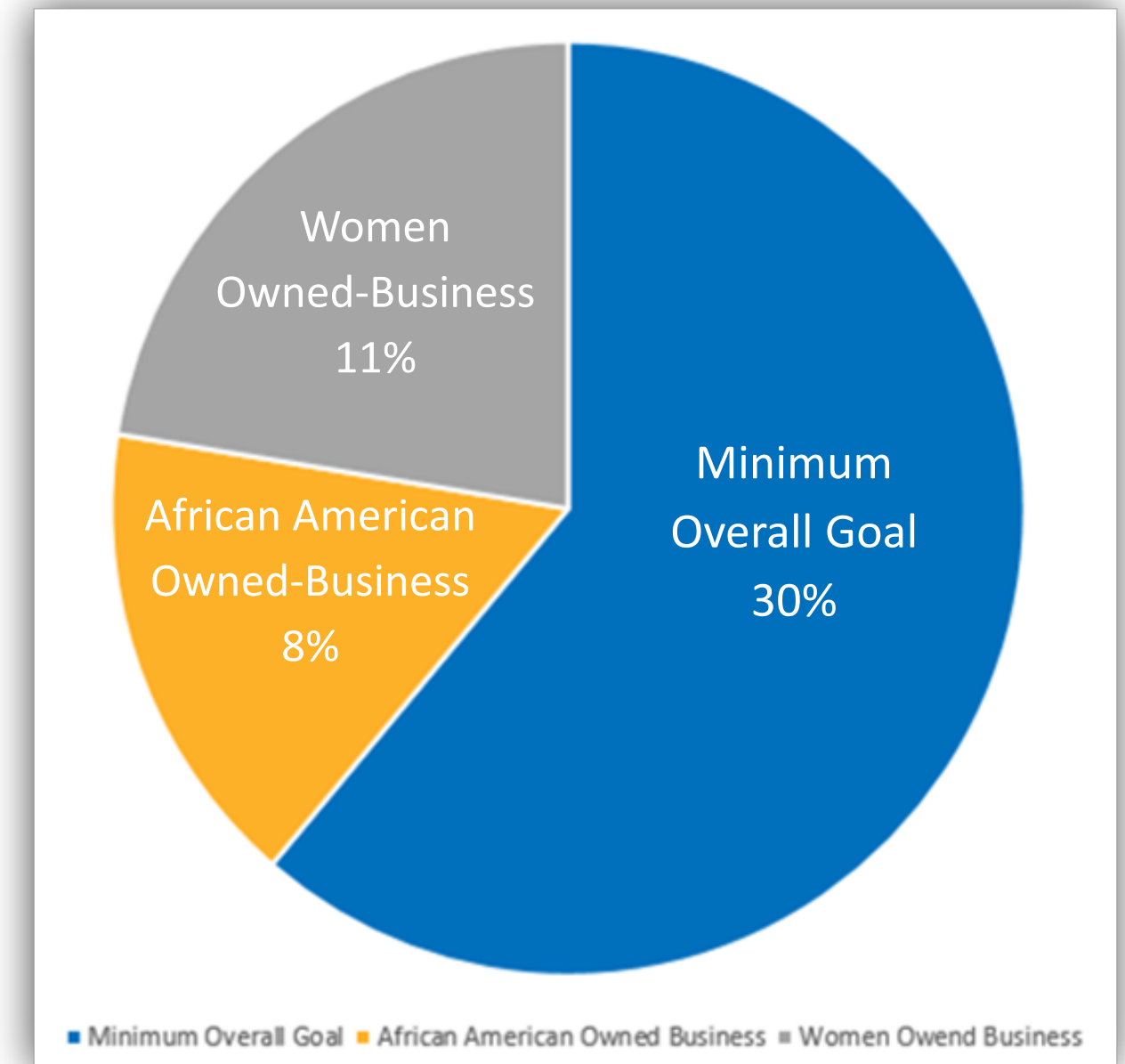
State Funded Construction Projects

- ✓ A minimum overall goal of 30%
- ✓ Sub-goal:
 - 8% for African American owned business
 - 11% Women owned business

County Funded Projects

- ✓ An overall goal of 30%
- ✓ With a 15% minimum

Note: Goals are required unless otherwise stated in the bid documents

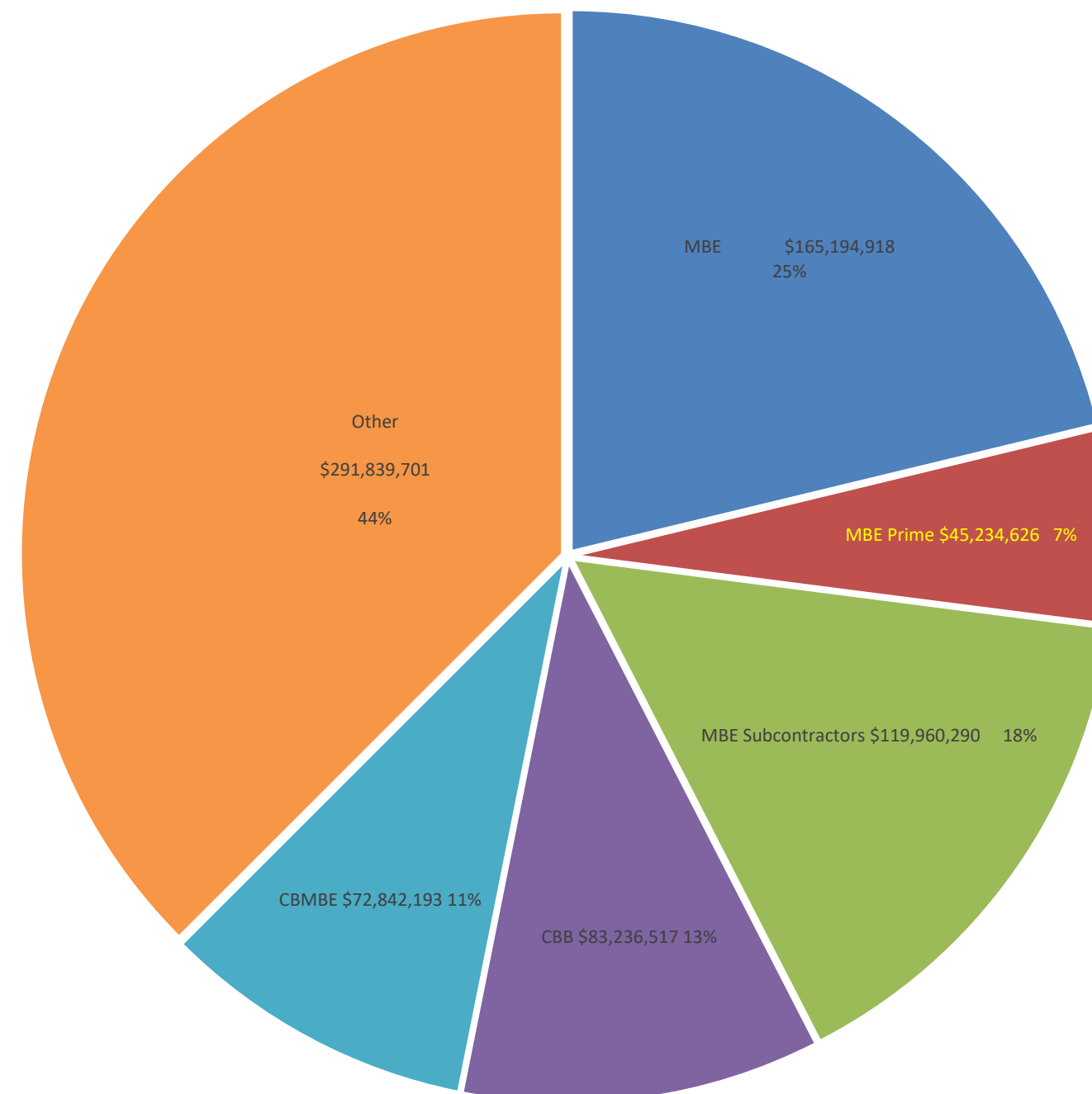


By The Numbers _ FY24-25 Data



Total State and Local Awards

\$653,451,765

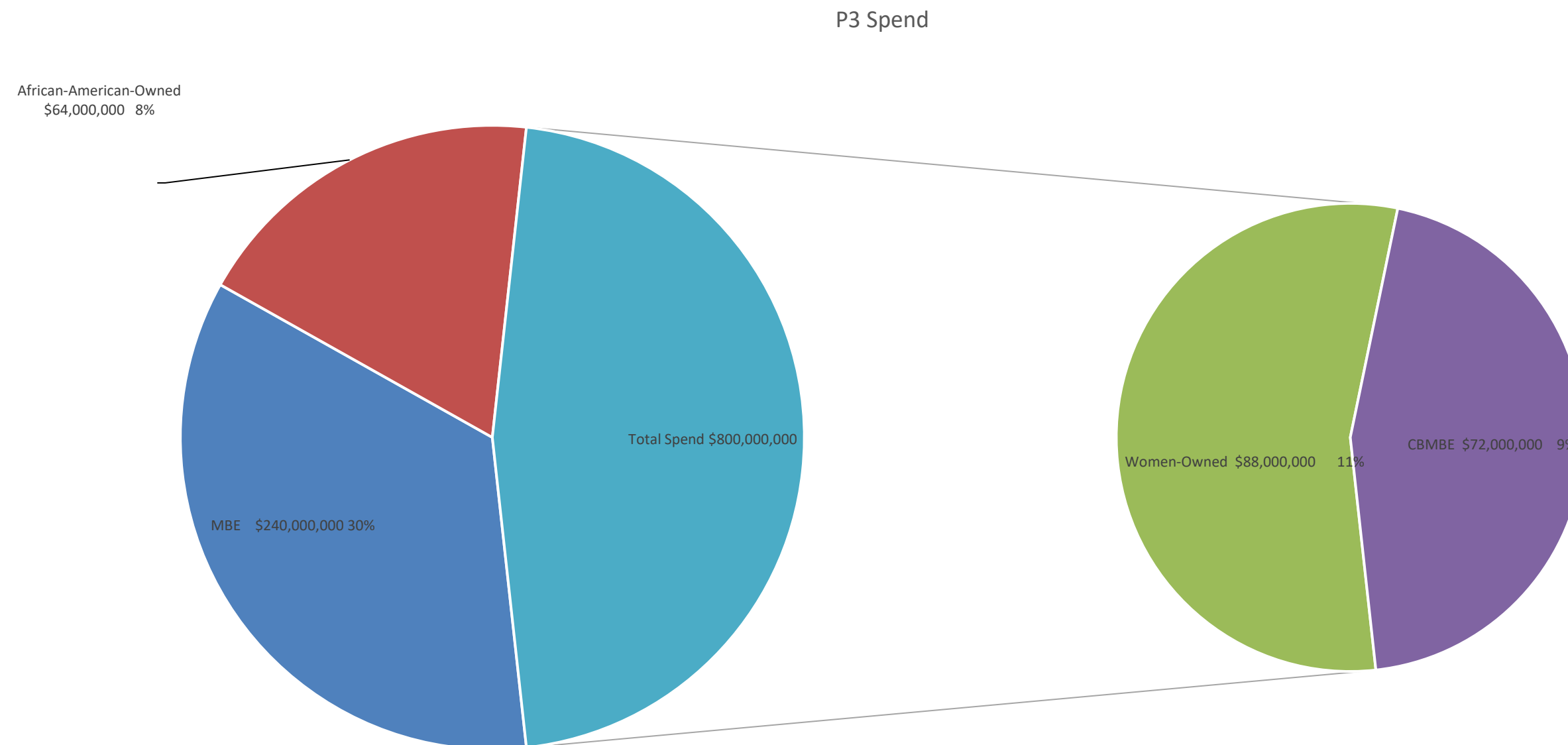


By The Numbers _ FY24-25 Data



Projected Phase II P3 Awards

\$800,000,000



Total FY 24-25 Awards

\$1,453,451,765

Total FY 24-25 MBE Awards

\$405,194,918

Our Constituents





Thank you!!

Lisa Howell
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De'Nerika Johnson
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Wes Owens
MBE Coordinator
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Vendor Registration and County Business Certifications

VENDOR REGISTRATION

Prince George's County SAP Ariba Business Network / SPEED

ALL vendors **MUST** be registered in the Prince George's County SAP Ariba Business Network / SPEED to do business with Prince George's County.

Why Do I Need To Register as a Vendor?

Solicitation Notifications

Receive notifications about all posted solicitations from Prince George's County.

Respond to Solicitations

Access to submit responses to County solicitation opportunities.

County Financial System

Your company is added to the County's financial system for payment processing.

Invoice Uploads

Upload invoices directly for payment after contract award.

Requires completion of a supplier registration questionnaire including basic company information, EIN and banking information.

Note: Being a registered vendor does **NOT** mean your company is a certified county-based business.

All vendor registration questions can be directed to Betty Nealy-Carter (bcarter@co.pg.md.us)

How to Register

01

Request an Invitation

Fill out the electronic form with your company's basic details to request an invitation.

02

Create Your SAP Business Network Account & Submit Your Questionnaire

Create your account credentials and complete supplier registration questionnaire that includes basic company information, EIN, and banking details

03

Access SPEED / SAP Ariba

Once registered, receive solicitation notifications via email, be respond to solicitations and submit invoices for payment.

Vendor Registration :

princegeorgescountymd.gov/departments-offices/procurement/vendor-registration-process

PRINCE GEORGE'S COUNTY BUSINESS CERTIFICATIONS

CBB

County-Based Business

Business official office is headquartered in Prince George's County.

CBSB

County-Based Small Business

Headquartered in Prince George's County AND meets the definition of a small business.

CLB

County-Located Business

Has an office located in Prince George's County. Business can be headquartered elsewhere.

MBE

Reciprocal Minority Business Enterprise

3rd-party MBE certification recognized by Prince George's County OOP. The County does not certify MBEs directly.

Required docs include: Federal Tax Return · State of MD Tax Return · Good Standing Letter · Lease agreement/real estate ownership

Access CCS Portal:
<https://mypgc.diversitycompliance.com/>

Your one-stop resource for County procurement, certifications, and business opportunities.

Direct Access to:

Current Active Procurement Opportunities

Posted in SAP Ariba/SPEED

View all active solicitations posted by the Prince George's County Office of Procurement — Invitations for Bid, Requests for Proposals, and Requests for Quotes.

<https://portal.us.bn.cloud.ariba.com/dashboard/public/appext/comsapsbncdiscoveryui#/leads/search?anId=AN01496591158>

Procurement Forecast

Plan Ahead

Access the County's upcoming procurement opportunities before they are released giving your business the time to prepare, partner, and position to compete.

Active Contracts List

Current Awards

Review currently awarded County contracts to identify expiring agreements, understand the competitive landscape, and target future opportunities.

NEW: SUPPLIER, OPPORTUNITIES, ACCESS, RESOURCES (SOAR) CENTER

New In-Person Vendor Resource Center

1400 McCormick Drive, Suite 136A
Largo, MD 20774

Monday – Friday | 9:00 AM – 4:00 PM

- Register as a vendor with Prince George's County
- Receive guidance on becoming a certified County-based or minority business
- Learn more about the procurement process



UPCOMING OUTREACH EVENTS

New Outreach Events — Hosted by OOP

SD3 Monthly Business Overview

Second Tuesday of Each Month | 10:00 AM – 12:00 PM
County Business Certifications & Doing Business with Prince George's County | Next Session: June 9, 2026

GROW (Get Ready for Procurement Opportunities)

Fourth Tuesday of Each Month | 1:00 PM – 3:00 PM
Foundational training on how to do business with Prince George's County

PGC Procurement: Access in Action

Third Wednesday of Each Month — Topic-based sessions: invoicing, proposal readiness, compliance, financing, bonding, and more

New OOP Podcast: The Procurement Table with Prince George's County

Launching Fiscal Year 2027 — Conversations, insights, and guidance on doing business with Prince George's County

Outreach Events Questions: Contact Karey Alston, OOP Outreach and Vendor Engagement Coordinator | KIAlston@co.pg.md.us

SUPPLIER DEVELOPMENT AND DIVERSITY DIVISION (SD3)

Points of Contact

Arielle Douglas

Executive Director

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Betty Nealy-Carter

Vendor Registration Administrator

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STAY IN TOUCH

 301-883-6400

 aldouglas@co.pg.md.us

 <http://procurement.mypgc.us>

 1400 McCormick Drive, Suite 200, Largo, Maryland 20774

Follow Us:

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