

Prince George's County Office of Central Services

**Driving Opportunities & Growth
For
Small & Minority Businesses**



About The Office of Central Services

- ❖ Maintains reliable mobility and transportation (**Fleet Management**)
- ❖ Provides clean, safe and fully operable buildings (**Facilities Operations & Management**)
- ❖ Delivers centralized procurement of goods, services, and construction (**Contract Administration & Procurement**)
- ❖ Provides inventory management, printing services, and internal mail processing (**General Services**)
- ❖ Modernizes, expands and improves building infrastructure (**Capital Construction**)
- ❖ Acquires, disposes, and leases real property (**Real Estate/Land Acquisition**)
- ❖ Spurs local economic development via advocacy and investment in County-based businesses (**Supplier Development & Diversity**)



Office of Central Services – By The Numbers (FY2022)

3.9 Million Square Feet of Real Estate Surplused and/or Disposed

4 Million Square Feet of Facilities Under Management

2.8 Million Pieces of Mailed Processed

3,300 Fleet Vehicles Serviced and Maintained

\$460 Million Procurement Spend For Goods and Services

\$500 Million Capital Improvements Under Management

900+ County-Based Businesses Certified



Driving Opportunities & Growth For Small & Minority Businesses



COMPLETED DISPARITY STUDY

UTILIZATION AND AVAILABILITY STUDY

In December 2019, the Prince George's County Office of Central Services completed a Utilization and Availability Study, also known as a "Disparity Study". The Disparity Study covered a period from July 1, 2010, through June 30, 2018 (FY2010 – FY2018).

*OCS partnered with County Council to developed CB-101-2022 "Expanding Equity in Local Procurement Opportunities", aimed at addressing report findings.



DEPLOYED NEW ON-LINE CERTIFICATION AND COMPLIANCE SYSTEM

TO BEGIN THE CERTIFICATION PROCESS:



New Web-based System designed to make online registration, certification and vendor profile management simple and efficient for minority businesses.

Launched 2019

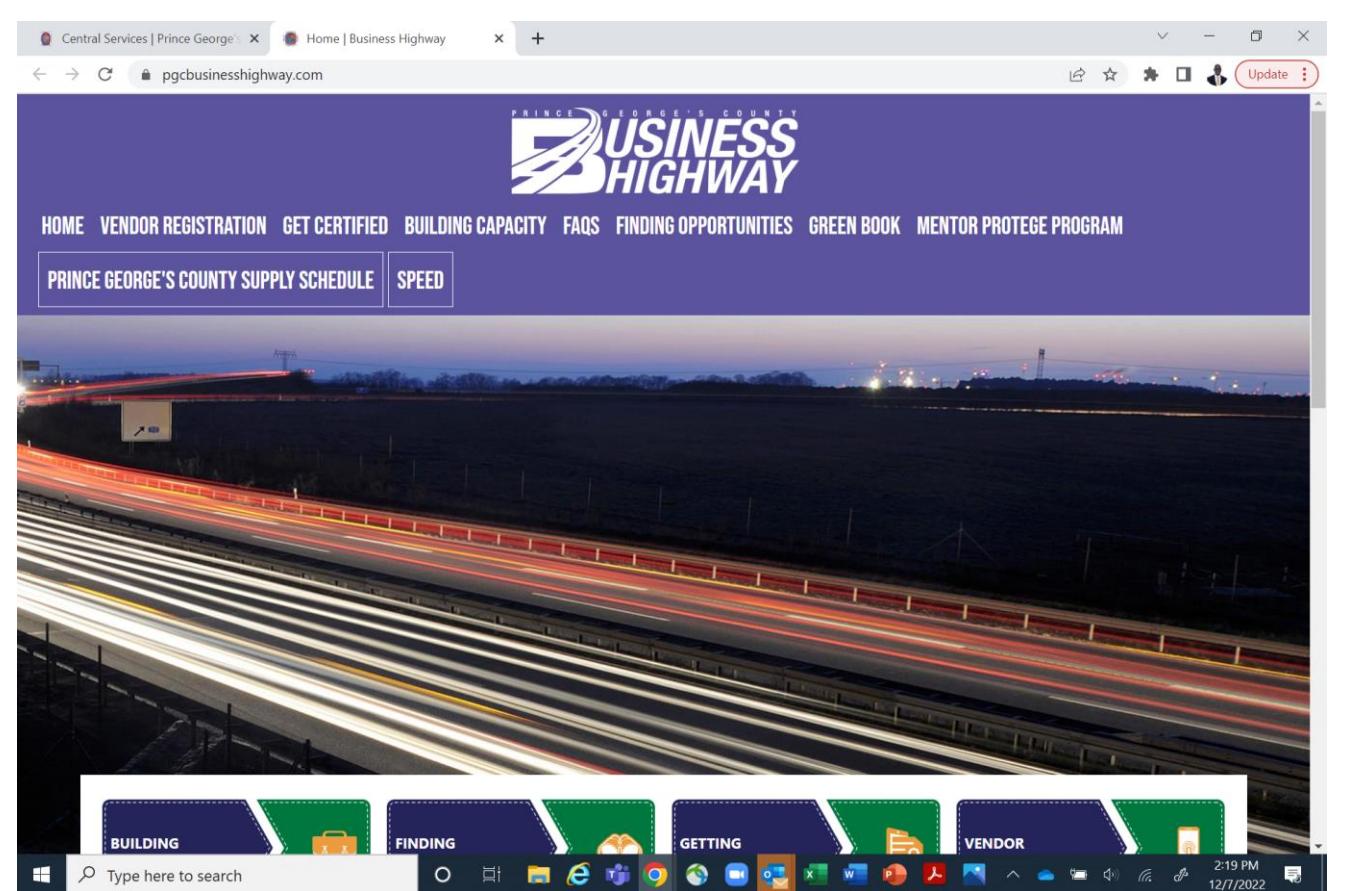


CREATED DIGITAL ONE-STOP INFORMATION PORTAL



New Digital, Interactive One-Stop Portal that eliminates “piece-mill information” across multiple areas about the County procurement process and opportunities.

Launched: 2020



IMPLEMENTED NEW ELECTRONIC PROCUREMENT SYSTEM



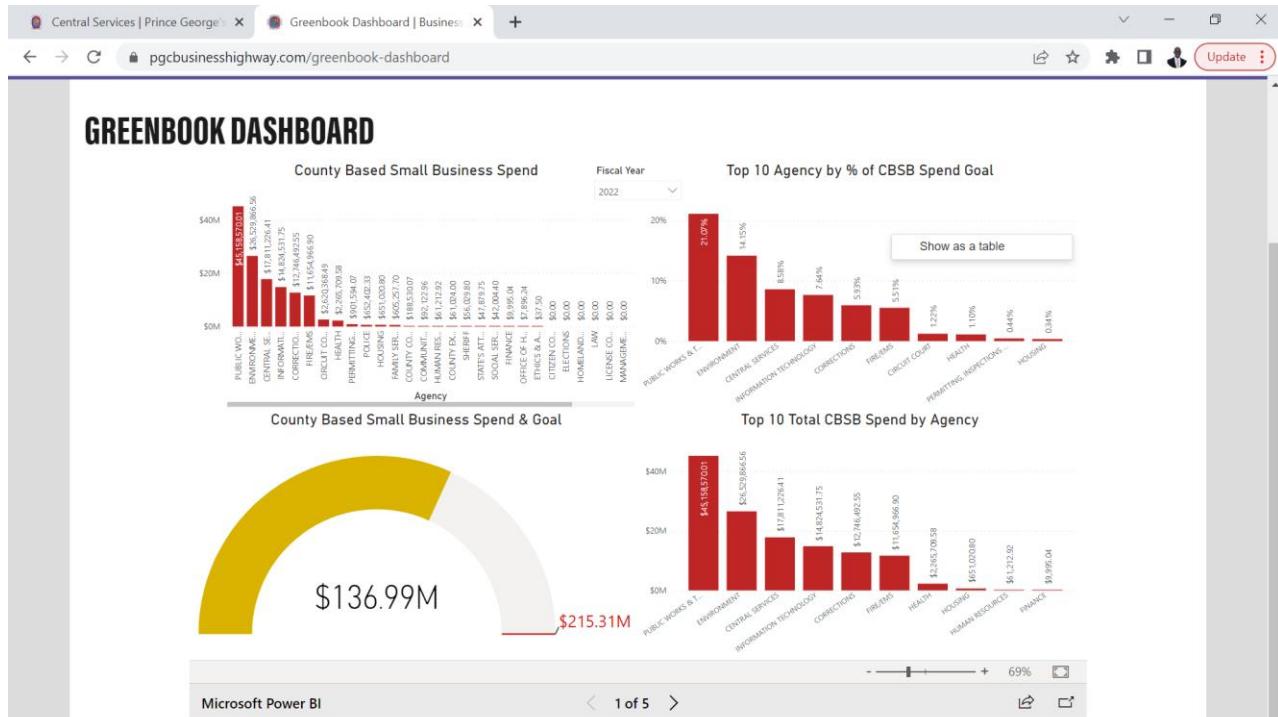
**New Electronic Procurement System
providing a digitized, transparent
platform for the entire procurement
process from solicitation issuance to
receipt/evaluation of bids to award and
administration**

Launched: 2020

A screenshot of a web browser showing the Prince George's County SPEED system. The browser tabs are "Central Services | Prince George's", "SPEED | Business Highway", and "Prince George's County Strategic". The address bar shows "s3.ariba.com/Sourcing/Main/aw?awh=r&awssk=dYDruRGm&realm=PGC#b0". The main content area is titled "SPEED" and includes a navigation bar with "HOME", "SOURCING", "CONTRACTS", and "SUPPLIERS". Below the navigation is a search bar and a "Recent" dropdown. The interface is divided into several sections: "Common Actions" (Create, Sourcing Request, Contract Request (Procurement), Knowledge Project, Manage, Sourcing Library, Supplier Knowledge, My Tasks), "My Documents" (Title, Date, Status, No items), "Watched Projects" (Name, No items), "Notifications" (From, Subject, Received, No items), "News" (Company news content not configured), and "To Do" (Date, Status, Title, a list of tasks including "ARC Approval (FY23-DOH-Two Party Agreement-Homeless Housing Support Services)", "ARC Approval (FY23-LA- DOE- Escrow Agent Agreement- Zions Bancorporation)", "ARC Approval (FY23-DOH-Two Party Agreement-HIV Testing Services)", "ARC Approval (FY23 - AS - DSS - TANF BLOCK GRANT IGA)", "Submit Amendment for Approval (FY23 OOF Maximus - PW County Rider Amendment)", with a "View All" link). At the bottom is a Windows taskbar with the date "December 2022" and a calendar showing the 7th as "Today".



LAUNCHED NEW DIGITAL PLATFORM FOR PROCUREMENT OPPORTUNITIES

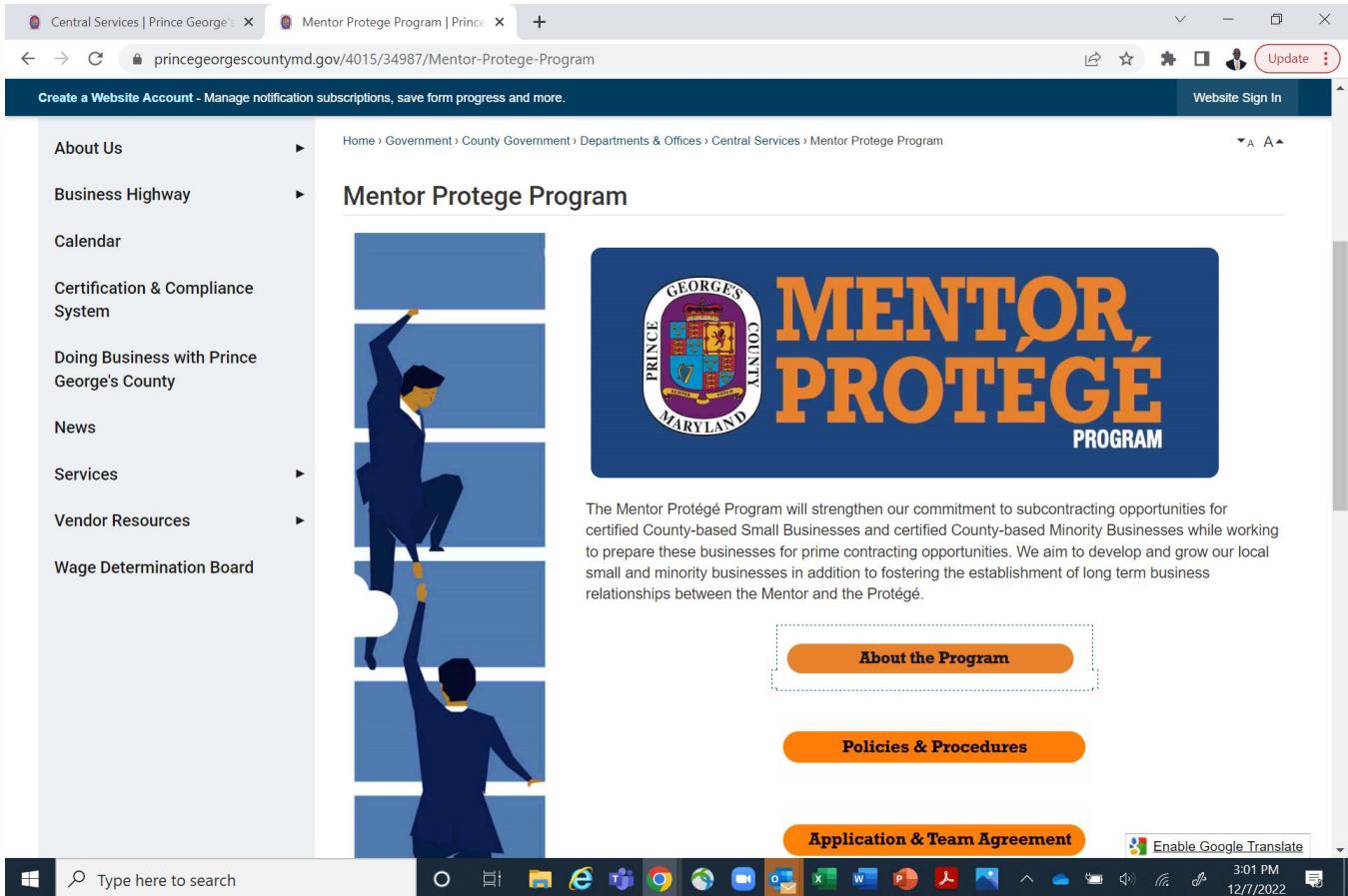


New Interactive Business-To-Government Digital Platform exclusive to County-Based Small Businesses and County-Based Minority Business Enterprises with the purpose of connecting them to millions of dollars in procurement opportunities within Prince George's County Government.

Launched: 2020/2021



ESTABLISHED NEW MENTOR-PROTÉGÉ PROGRAM



The screenshot shows a web browser window with the URL princegeorgescountymd.gov/4015/34987/Mentor-Protege-Program. The page is titled 'Mentor Protege Program'. On the left, there is a sidebar with links to 'About Us', 'Business Highway', 'Calendar', 'Certification & Compliance System', 'Doing Business with Prince George's County', 'News', 'Services', 'Vendor Resources', and 'Wage Determination Board'. The main content area features a large graphic of two people in business suits, one pushing the other up a set of stairs. To the right of the graphic is the text 'MENTOR, PROTÉGÉ PROGRAM' in large orange letters. Below this, a paragraph explains the program's purpose: 'The Mentor Protégé Program will strengthen our commitment to subcontracting opportunities for certified County-based Small Businesses and certified County-based Minority Businesses while working to prepare these businesses for prime contracting opportunities. We aim to develop and grow our local small and minority businesses in addition to fostering the establishment of long term business relationships between the Mentor and the Protégé.' Three orange buttons at the bottom are labeled 'About the Program', 'Policies & Procedures', and 'Application & Team Agreement'. The bottom of the screen shows a Windows taskbar with various icons and the date/time: '3:01 PM 12/7/2022'.



New County-wide Mentor-Protégé Program aim to build financial, technical and overall performance capacity of our small and minority businesses through long-term formal relationships with generally large successful businesses.

Launched: 2021



DEVELOPED NEW SUPPLY SCHEDULE PROGRAM



New County-wide Procurement Tool that will expand the availability of small and minority businesses through the creation of “GSA- like” Schedules for the provisioning of hundreds of goods and services, exclusively by Prince George’s County small and minority businesses at the “Prime Contracting Level”.

Launched: 2022

The image is a screenshot of a website titled "PGC SUPPLY SCHEDULE". The header features the text "PGC SUPPLY SCHEDULE" and "Directory of Approved Vendors by Category". Below the header is a photograph of a winding road in a green, open landscape under a blue sky. To the right of the road, there is a list of service categories: Financial Services, Management Consulting Services, Training Services, Temporary Services, Office Supplies, Furniture and Furniture Management Services, Marketing and Advertising Services, and Promotional Items. Each category is listed in a separate grey box. At the bottom of the screenshot, a Windows taskbar is visible with various icons and a search bar. The URL "https://www.princegeorgescountymd.gov/4453/Directory-of-Approved-Vendors-by-Category#tab2ffd5ee6-5750-4004-a1fb-caa7b09d2fda_0" is shown in the address bar. The system tray shows the date and time as "11:40 AM 12/8/2022".



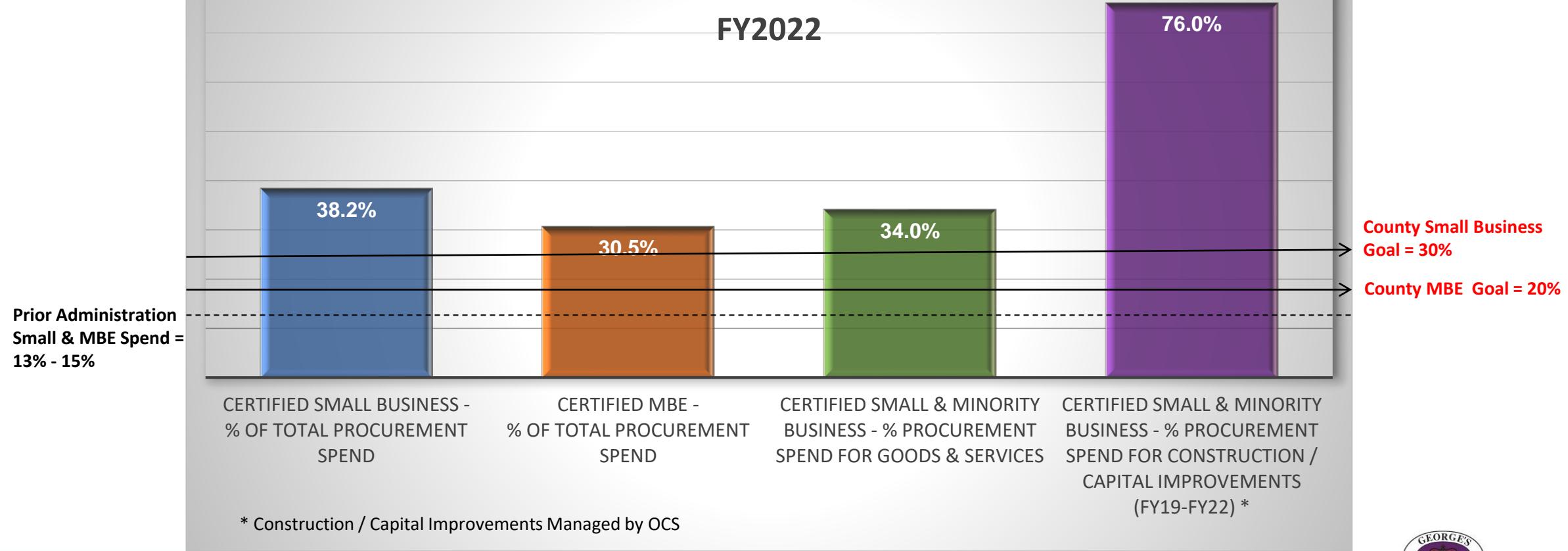
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PROCUREMENT PERFORMANCE



Driving Opportunities & Growth For Small & Minority Businesses

OCS Procurement Performance
FY2022



THANK YOU

Jonathan R. Butler
Director
Office of Central Services

