



**PROCUREMENT IMPROVEMENT COUNCIL (PIC)**

March 10, 2026



Start Time: 1:01pm

End Time: 1:42pm

Location: Virtual

Members Present:

|   |                    |  |                       |
|---|--------------------|--|-----------------------|
| <b>Chair, CPO, Designee</b>                                   | Amit Khardori      | <b>Senate Member Representative</b>        |                       |
| <b>State Treasurer, Designee, Deputy Treasurer</b>            | Cissy Blasi        | <b>House of Delegates Member</b>           |                       |
| <b>Chancellor USM, Designee</b>                               | Tom Hickey         | <b>Comptroller or Designee</b>             |                       |
| <b>Sec. DoIT, Designee</b>                                    | Melissa Leaman     | <b>Attorney General or Designee</b>        | Zenita Wickham Hurley |
| <b>Sec. MDOT, Designee, CPO</b>                               | Valerie Radomsky   | <b>Local Govt Member</b>                   | Ash Shetty            |
| <b>BPW Procurement Advisor</b>                                | Gabe Gnall         | <b>Social Services</b>                     | Barbara Ashe          |
| <b>Special Sec. GOSBA, &amp; Designee</b>                     |                    | <b>Social Services</b>                     |                       |
| <b>Sec. of Juvenile Serv., Designee, Procurement Director</b> | Ronald Colbert     | <b>Veteran Owned Business</b>              |                       |
| <b>Sec. Human Serv., Designee, Procurement Director</b>       | Cynthia Washington | <b>General Public (w/State Proc. Exp.)</b> | Robert Dashiell       |
| <b>Sec. of Health, Designee, Procurement Director</b>         | Calvin Johnson     | <b>Minority Owned Business</b>             |                       |
| <b>Superintendent of Schools, Designee</b>                    | Jenna Meinel       | <b>Minority Owned Business</b>             |                       |

Guests/Attendees:

Harris Floyd, Juanita Gray, Alison Barry, Chris Hautala, John Gontrum, Damon Brown, Keasha Brown, Katrina Henry, Nichelle Johnson, T.W. Rhodes

DGS Office of State Procurement (OSP) Staff Present:

Jamie Tomaszewski, Judy Urban, Leslie Wodday, Shae Cronin, Corbett Webb, Chantal Kai-Lewis, YLan Nguyen, Natalie Grasso, Joan Plater, Lyudmila Bond, Stella Alexander-Sergeeff, Johnny Harris, Megan Ulrich

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 & Introduction    |
| 2    | Updates from Last Meeting |
| 3    | Workgroup Updates         |
| 4    | Open Discussion           |

### **Welcome and Introduction**

Amit Khardori opened the meeting, thanking members for their support.

### **Updates from Last Meeting**

Amit announced several planned changes for the PIC, including:

- Sunsetting the Nonprofit Workgroup and Competitive Proof of Concept Workgroup
- Pausing the Risk Management Workgroup for the current session
- Renaming the MBE Opportunities Workgroup to the Socioeconomic Program Workgroup, better reflecting the statutory definition
- Launching a new Technology Workgroup, this group will support state initiatives ranging from the Administration's state plan to the work of the AI cabinet

For workgroup members who were a part of the Nonprofit Workgroup or Competitive Proof of Concept Workgroup or anyone who is interested in joining the new Technology Workgroup, please fill out the [Expression of Interest Form](#). The form also allows an opportunity for current workgroup members to indicate if they wish to move among existing work groups.

Amit introduced the [Public Engagement Survey](#) and stated the PIC will be seeking public input on issues, challenges, and opportunities that should be prioritized for discussion and recommendations.

### **Technology – Presented by Corbett Webb, OSP**

Corbett encouraged individuals to fill out the [Expression of Interest Form](#), noting that technology considerations are inescapable in modern procurement. He provided an update on the ad hoc Competitive Proof of Concept Workgroup, noting that the initiative has been successful and is near completion. Departmental legislation (House Bill 261, Senate Bill 157) is currently in the General Assembly to make the competitive proof of concept procurement method an effective and efficient tool for evaluating innovative solutions, and confirmed that any future discussions related to this initiative will be consolidated under the new technology work group.

### **Socioeconomic Program – Presented by Chantal Kai-Lewis, OSP**

Chantal reported on the work group's focus on policies bolstering socioeconomic programs and eliminating barriers for MBEs and small businesses. Current initiatives include working on a workforce diversity reporting template for procurements over \$500,000, streamlining MBE and VSB forms through digitization, and implementing a policy for withholding payments and enforcing enhanced liquidated damages for non-compliant vendors regarding MBE goals. The work group also built a subcontracting good-faith effort attestation into the attachment bid document and is reviewing bond thresholds to potentially increase them to \$400,000 by August 2026.

She highlighted the launch of an automated PRG smart sheet intake form in December 2025, which centralizes documentation for reviewing and establishing goal-setting. This smart sheet has allowed the team to better track, monitor, and assess solicitation goals, resulting in significantly more robust and aggressive goal setting and increased small business designation. Amit noted that this exemplifies how technology can streamline the implementation and oversight of socioeconomic goal compliance.

### **Contract Management – Presented by Natalie Grasso, OSP**

Natalie reported that the workgroup launched a survey from January 1st to 23rd to identify the top three contracting challenges faced by state agencies. The three biggest challenges identified from the data were insufficient training, lack of clear procedures, and lack of monitoring tools. The workgroup is currently brainstorming ideas to improve these areas and aims to document concepts by the end of March.

She provided updates on two key initiatives: the development of a training course for the contract monitor tracking tool (CMT) and a review of the contract modification process. The CMT training, which consists of 13 modules, has been recorded, and the work group aims to have the course pulled together by the end of March for an April pilot with a small group of volunteers. Additionally, the work group has finalized a more efficient draft process for contract modifications, which is currently undergoing internal review within OSP.

### **Open Discussion**

Jamie Tomaszewski closed out the Nonprofit workgroup, thanking participants for their work. The workgroup's final action was to recommend enhancing the eMMA vendor profiles to allow registered vendors to indicate whether they are a nonprofit and to upload supporting documentation for a nonprofit flag, similar to the flags for certified small businesses. This enhancement will allow agencies to use the vendor directory in eMMA to sort by and identify nonprofits for direct solicitation. *(This enhancement will be updated in eMMA during the coming months.)*

Tom Hickey raised the importance of the PIC reviewing and discussing legislation that impacts procurement, noting several bills currently in the General Assembly, including those related to the Buy Maryland Reporting Act (SB 547, HB 905) and contractor payments (SB 671, HB 1336). He suggested forming an ad hoc work group to meet every two weeks during the legislative session to review bills for the next session. Amit Khardori and Lyudmila Bond acknowledged the suggestion, recognizing that the PIC has historically advised on legislation and that they would discuss how to incorporate this feedback going forward.

### **Adjournment:**

The meeting ended at 1:42 pm

Next meeting is scheduled for **June 9** at 1:00 PM

### **NOTE:**

Please refer to the [PowerPoint Agenda](#) for detailed information on all topics covered in the meeting. The agenda provides a comprehensive outline to ensure all discussion points are addressed.