

MARYLAND DEPARTMENT OF HEALTH

PRE-PROPOSAL MEETING

FOR

DEVELOP, IMPLEMENT, AND EVALUATE A SOCIAL MARKETING
CAMPAIGN TO SUPPORT A REFERRAL TO DENTAL CARE PILOT
PROGRAM FOR PEOPLE LIVING WITH HIV

MDH-OPASS NO.: 21-18947

WEDNESDAY, MARCH 10, 2021

via Virtual Meeting

10:06 a.m. - 11:11 a.m.

PRESENT FROM MDH:

CALVIN T. JOHNSON, Contract Officer
ROBERT BRUCE, Procurement Officer
AFUA TISDALE, Procurement Coordinator
PHYLLIS JOHN
JOHN WELBY, Director of Social Marketing & Health
Literacy for the Office of Oral Health
JANELLE ROBINSON, MBE Liaison
SHANTA FITZGERALD, HIV Oral Program Manager
JODI LIBIT, Fiscal Lead
OLIVIA STRAUB, Data Scientist
JEEVAN LOHANI, Research and Evaluation
Coordinator, Office of Oral Health

ALSO PRESENT:

DEANNA MENDES, Entercom Communications
AYISHA THOMPSON, Envision Creative Art
KATE POPP, Impact Marketing
NATASHA LESSER, The Hatcher Group
TRACEY HALDEMAN, Pinnacle
DAVID RAMM, Grays Peak Strategies
BRANDON HUDDLESTON, Impact Marketing
ADRIENNE MICKENS, The Fitting Room
KAREN ONG, Marketing for Change
TED KNIKER, Impact Associates
DANI CONNER, Entercom Communications
JULIE KENNON, Astriata
JUSTINA SUN, Havit Advertising

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ALSO PRESENT (CONT'D):

TIM JONES, Phoenix Lifestyle Marketing
DAWN HEIDEMAN, Impact Marketing
SHELLEY CAPLAN, KDH Research & Communications
JOE MAMLIN, Grays Peak Strategies
MELANIE QUERRY, Beyond Spots & Dots
ELIZABETH BRITT, Britt's Industries
CHRISTOPHER COX, TUWYN
ALINE LIN, Astriata
KELLY BOBB, Entercom Communications
ELLEN BACK, The Hatcher Group

REPORTED BY: WALTER MURPHY, Notary Public

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1 P R O C E E D I N G S

2 MR. JOHNSON: So, I'll go ahead and get
3 started and call our meeting to order at 10:06 a.m.
4 I'm going to ask for introductions, first from the
5 Maryland Department of Health staff, and then I'll ask
6 individuals on the phone, again, to introduce
7 themselves. I will go down the line as according to my
8 screen and ask for those persons that I see logged in
9 here.

10 So I'm going to start with MDH staff starting
11 with Robert Bruce.

12 (Audio interference.)

13 MR. JOHNSON: And again, please mute your
14 phones if you are not speaking.

15 MR. BRUCE: Hello, my name is Robert Bruce.
16 I'm the Chief Operations Officer for the Prevention and
17 Health Promotion Administration.

18 MR. JOHNSON: Okay.

19 MS. TISDALE: Hi, my name is Afua Tisdale.
20 I'm the Procurement Coordinator for this RFP and for
21 the Prevention and Health Promotion Administration.

1 MS. JOHN: Phyllis John.

2 MR. WELBY: Hi, my name is John Welby, I am
3 the Director of Social Marketing and Health Literacy
4 for the Office of Oral Health at The Maryland
5 Department of Health.

6 MR. JOHNSON: Janelle?

7 MS. ROBINSON: Sorry. Janelle Robinson, MBE
8 Liaison for the Department of Health.

9 MR. JOHNSON: Do we have anyone else on from
10 the Maryland Department of Health?

11 MS. FITZGERALD: Yes. Hi, this is Shanita
12 Fitzgerald. I am the HIV Oral Health Program Manager
13 with the Department of Oral Health.

14 THE REPORTER: What was that again?

15 MS. LIBIT: Hi there, this is Jodi Libit --
16 oops.

17 THE REPORTER: What was that last name,
18 please? I'm the court reporter?

19 MS. FITZGERALD: Yes, it was Fitzgerald.

20 MS. LIBIT: Hi there, this is Jodi Libit.
21 I'm the fiscal lead at the Office of Oral Health at the

1 Maryland Department of Health.

2 MR. JOHNSON: Thank you, Jodi. Do we have
3 anyone else on from the Maryland Department of Health?

4 MS. STRAUB: Yeah, hello, this is Olivia
5 Straub. I am the data scientist at the Office of Oral
6 Health.

7 MR. JOHNSON: Okay. Anyone else on from the
8 Maryland Department of Health? Okay.

9 MR. LOHANI: Hi. Jeevan Lohani. I am
10 research and evaluation coordinator at the Office of
11 Oral Health, Maryland Department of Health.

12 THE REPORTER: Please spell that last name.
13 First and last.

14 MR. LOHANI: Sorry. If you can look at the
15 personal list, my name -- my first name and last name
16 is clear, it's Lohani.

17 THE REPORTER: Okay. I've got it.

18 MR. JOHNSON: And Walter, I'll be -- Walter,
19 I'll make sure I send you a list of all the MDH staff
20 as well --

21 THE REPORTER: Okay. That would --

1 MR. JOHNSON: -- with all the spellings.

2 THE REPORTER: -- thank you Mr. Johnson,
3 that's great.

4 MR. JOHNSON: Definitely. Please call me
5 Calvin.

6 THE REPORTER: Okay.

7 MR. JOHNSON: So what I'll do -- that's
8 great. What I'll do is I'll go down the line here,
9 according to my screen and if you don't mind saying,
10 again, your name and the organization you represent,
11 that would be great. And I'll start with first four
12 digits 161 -- oh, I'm sorry, 1916, last two digits 19.

13 MS. MENDES: Yes, this is Deanna Mendes, and
14 I am the new business partnership person with Entercom
15 Communications.

16 THE REPORTER: Spelling, please.

17 MR. JOHNSON: Okay.

18 MS. MENDES: Deanna D-E-A-N-N-A, last name is
19 Mendes M-E-N-D-E-S.

20 THE REPORTER: Thank you.

21 MS. MENDES: Thank you.

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1 MR. JOHNSON: Ms. -- is this Ayisha Thompson?

2 MS. THOMPSON: Yes, that's correct. Good
3 morning, my name is Ayisha Thompson and I'm the Founder
4 and Creative Director of Envision Creative Art.

5 THE REPORTER: Spelling, please?

6 MS. THOMPSON: That's A-Y-I-S-H-A, last name
7 Thompson with a P.

8 THE REPORTER: Thank you.

9 MR. JOHNSON: First four digits -- the next,
10 I'm sorry, first four digits 1857, last two digits 31.
11 Again, first four --

12 MS. POPP: Hi, this is Kate Popp. Hi, my
13 name is Kate Popp, K-A-T-E P-O-P-P, and I am the
14 Director of Sales and I'm here with Impact Marketing.

15 MR. JOHNSON: Thank you. Next four -- first
16 four digits 1301, last two digits 87. Again, 1301,
17 last two digits 87. Okay. I'll move to the next.
18 First four digits 1410, last two digits 32.

19 MS. LESSER: Hi, good morning. It's like
20 you're giving us like a brain teaser, you have to
21 figure out --

1 MR. JOHNSON: Everybody has to figure out
2 what their phone numbers are, I know.

3 MS. LESSER: Sorry. I'm Natasha Lesser. I'm
4 Vice President at The Hatcher Group.

5 THE REPORTER: Spelling, please?

6 MS. LESSER: L-E-S-S-E-R is my last name,
7 Natasha N-A-T-A-S-H-A, first name, and with The Hatcher
8 Group.

9 THE REPORTER: Which group?

10 MS. LESSER: Hatcher, H-A-T-C-H-E-R.

11 THE REPORTER: Hatcher, H-A-T for Tom -C-H-E-
12 R?

13 MS. LESSER: Exactly, yeah.

14 THE REPORTER: Thank you.

15 MS. LESSER: Sure.

16 MR. JOHNSON: First four digits 1443, last
17 two digits 41. Come on down.

18 MS. HALDEMAN: Good morning, I think that's
19 me. This is Tracey Haldeman and I'm calling from
20 Pinnacle. And Haldeman is H-A-L-D-E-M-A-N. Good
21 morning, everyone.

1 THE REPORTER: And Tracey, do you spell your
2 first name with an E-Y or just a Y?

3 MS. HALDEMAN: Yes, I spell it with E-Y.

4 THE REPORTER: E-Y. Okay. Great, thank you.

5 MS. HALDEMAN: Thanks.

6 MR. JOHNSON: Next contestant, 1718, last two
7 digits 46. Again, 1718, last two digits 46.

8 MR. RAMM: Hi, good morning. Can you hear me
9 now? This is David Ramm.

10 MR. JOHNSON: Yes.

11 MR. RAMM: David Ramm, it's R as in Robert, A
12 as in Apple, M as in Mary, M as in Mary, with Gray's
13 Peak Strategies, G-R-A-Y-S on the Grays for you
14 spelling aficionados.

15 THE REPORTER: Thank you.

16 MR. RAMM: (Indiscernible). Thank you.

17 MR. JOHNSON: Okay. Next is 1410, last two
18 digits 37 -- I mean 39, I'm sorry. Again, 1410, last
19 two digits 39. Okay. Next is 1616, last two digits
20 76. Again, 1616, last two digits -- there we go.

21 MR. HUDDLESTON: Yes, it's Brandon Huddleston

1 with Impact Marketing.

2 THE REPORTER: Spelling, please.

3 MR. HUDDLESTON: Yeah, Impact is I-M-P-A-C-T
4 and then Marketing.

5 THE REPORTER: Okay. And your name, slowly,
6 first and last, please.

7 MR. HUDDLESTON: Brandon Huddleston. That's
8 B-R-A-N-D-O-N Huddleston H-U-D-D-L-E-S-T-O-N.

9 THE REPORTER: Thanks a lot, appreciate it.

10 MR. HUDDLESTON: Yeah, thank you.

11 THE REPORTER: Pleasure.

12 MR. JOHNSON: Next is 1240, last two digits
13 32.

14 MS. MICKENS: Good morning. This is Adrienne
15 Mickens with The Fitting Room.

16 THE REPORTER: Spelling, please.

17 MS. MICKENS: Adrienne is A-D-R-I-A-N-N-E and
18 Mickens M-I-C-K-E-N-S.

19 THE REPORTER: Thanks very much, Ms. Mickens.

20 MS. MICKENS: You're welcome.

21 MR. JOHNSON: All right. Our next is 1972,

1 last two digits 27. Again, 1972, last two digits 27.

2 Okay. Our next is 571, last two digits 21. Again,

3 571, last two digits 21.

4 MS. ONG: Hi, I believe that's me. Sorry, I
5 had to unmute. My name is Karen Ong, that's K-A-R-E-N,
6 last is Ong, O-N-G. I'm the Executive Creative
7 Director at Marketing for Change.

8 MR. JOHNSON: Next is 703, last two digits
9 15.

10 MR. KNIKER: Hello, this is Ted T-E-D,
11 Kniker. That's K-N as in November -I-K-E-R. And I am
12 the Executive Vice President with Impact Paradigm
13 Associates.

14 MR. JOHNSON: Okay. Our next is 805, 02.
15 Again, 805, 02 is the last two digits. Okay. Our next
16 is --

17 MS. CONNER: Yes, yes -- I'm sorry, I had to
18 unmute. This is Dani Conner with Entercom and I'm a
19 digital strategist.

20 THE REPORTER: Spelling, please.

21 MS. CONNER: D-A-N-I C-O-N-N-E-R.

1 THE REPORTER: Thank you, Ms. Conner.

2 MS. CONNER: You're welcome.

3 MS. JOHNSON: Our next is, I believe 301,
4 last four digits -- I mean, last two digits, I'm sorry
5 49. 301, last two digits 49. Next one is -- first
6 three digits 443, last two digits 80.

7 THE REPORTER: That might be me, your court
8 reporter.

9 MR. JOHNSON: Oh, that's you, that's you.

10 THE REPORTER: I'm your friendly reporter.

11 MR. JOHNSON: Got it. Got it. Okay. Next
12 three digits are 240, last two digits 89. 240, last
13 two digits 89. Okay. Next two digits 240, last two
14 digits 79. 240, last two digits 79.

15 MS. KENNON: Hi, this is Julie Kennon. I am
16 the Director of Communications for Astriata.

17 THE REPORTER: Spelling, please, for the last
18 name.

19 MS. KENNON: K-E-N as in Nancy, N as in
20 Nancy-O-N as in Nancy.

21 THE REPORTER: K -- excuse me. K for Kidnap,

1 E-N-N -- what are the last few letters?

2 MS. KENNON: O-N.

3 THE REPORTER: O-N.

4 MS. KENNON: O-N, yes.

5 THE REPORTER: K-E-N-N-O-N, got it.

6 MR. JOHNSON: Next is 703, last two digits
7 33.

8 MS. SUN: Hi, this is Justina Sun, and I am
9 V.P. of Digital Strategy for Havit Advertising.

10 THE REPORTER: Okay. Spelling, please on the
11 first, last name and the name of the entity.

12 MS. SUN: Sure. First name is Justina J-U-S-
13 T-I-N-A, last name S-U-N. And it's Havit, H as in
14 Harry A-V as in Victor -I-T Advertising.

15 THE REPORTER: Thank you.

16 MR. JOHNSON: Next is 443, last two digits
17 45. 443, last two digits 45. Next, 443, last two
18 digits 74. 443, last two digits 74. Next is 917, last
19 two digits 00.

20 MR. JONES: Good morning. My name is Tim
21 Jones. I'm a V.P. at Strategic Partnerships for Phoenix

1 Lifestyle Marketing Group. Women-owned, SBR/MBE.

2 THE REPORTER: What do you do there, sir,
3 again? What's your title at that entity?

4 MR. JONES: Vice President of Strategic
5 Partnerships.

6 THE REPORTER: Thank you.

7 MR. JONES: Thank you.

8 MR. JOHNSON: Next is 413, last two digits
9 61. 413, last two digits 61.

10 MS. HEIDEMAN: Hi, this is Dawn D-A-W-N, last
11 name is Heideman, H-E-I-D-E-M-A-N and I'm with Impact
12 Marketing.

13 MR. JOHNSON: Thank you. I want to make sure
14 that I say this, Shelley Kaplan? Shelley is spelled S-
15 H-E-L-L-E-Y, Kaplan K-A-P-L-A-N at KDH Research and
16 Communications is on the phone. She's Senior Director
17 of Corporate Media and Communications, Walter. Do I
18 need to say that again?

19 THE REPORTER: Just one more time, if you
20 would, to make sure. Thank you very much. I really
21 appreciate it, Calvin.

1 MR. JOHNSON: I absolutely will. Shelley
2 Kaplan. Shelley is spelled S-H-E-L-L-E-Y, C-A-P-L-A-N,
3 Senior Director for Marketing -- Corporate Marketing
4 and Communications at KDH Research and Communications.

5 THE REPORTER: Okay. That's spelled K-A-P-L-
6 A-N or C-A-P-L-A-N on that one?

7 MR. JOHNSON: I'm sorry, C. I'm sorry, C.

8 THE REPORTER: C-A-P-L-A-N on the last name,
9 right?

10 MR. JOHNSON: Yes.

11 THE REPORTER: Got it. No problem.

12 MR. JOHNSON: Yes, sir.

13 THE REPORTER: Got it. Thank you.

14 MR. JOHNSON: Okay.

15 THE REPORTER: Thanks, Calvin.

16 MR. JOHNSON: Thank you, Shelley. I want to
17 make sure my computer is (audio interference). The
18 last two digits -- the first four -- I'm sorry, 412,
19 last two digits 12. 412, last two digits 12. 614,
20 last two digits 74. 614, last two digits 74.

21 MR. MAMLIN: No, I'm sorry, I had to unmute.

1 This is Joe Mamlin and it's M-A-M as in Mary L-I-N as
2 in Nancy. I'm also with Grays Peak Strategies, which
3 was spelled previously, but I can spell it again if you
4 want me to.

5 THE REPORTER: Yes, please, if you would, Mr.
6 Mamlin. I think I'm saying your name right, but go
7 ahead and spell it, please. Thank you.

8 MR. MAMLIN: Yes. My name, again, is M-A-M
9 as in Mary L-I-N as in Nancy. The company is Grays
10 Peak Strategies, G-R-A-Y-S Peak Strategies.

11 THE REPORTER: Got it. Thanks so much for
12 the repeat.

13 MR. MAMLIN: Sure. No problem.

14 MR. JOHNSON: That was --

15 MS. QUERRY: Hi, this is --

16 MR. JOHNSON: I'm sorry. Go ahead.

17 MS. QUERRY: Sorry, this is Melanie 412, last
18 digits 12 -- or 21.

19 MR. JOHNSON: Yes.

20 MS. QUERRY: Melanie Querry, M-E-L-A-N-I-E,
21 last name Querry Q-U-E-R-R-Y with Beyond Spots and

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1 Dots. We're women owned and SBR as well.

2 THE REPORTER: Okay. Pittsburgh area, right?

3 MS. QUERRY: Pittsburgh, Baltimore, Columbus,
4 yes. Thank you.

5 THE REPORTER: Thank you very much, Ms.
6 Querry.

7 MR. JOHNSON: Right. Well, thank you all.
8 Again, I know that was a little bit of time, but I want
9 to make sure we have everyone on the line and that
10 we're counting everyone. Who did we miss?

11 MS. BRITT: Hi, this is Elizabeth Britt B-R-
12 I-T-T from Britt's Industries. We're certified as a
13 MBE for commercial printing and literature for
14 community outreach. Thank you.

15 THE REPORTER: Okay. Do you spell your first
16 name with a Z or with an S?

17 MS. BRITT: Like the Queen with a Z, E-L-I-Z-
18 A-B-E-T-H.

19 THE REPORTER: Thank you, Ms. Britt.

20 MS. BRITT: Thank you.

21 THE REPORTER: Pleasure.

1 MR. COX: Hello, this is Christopher Cox from
2 TUWYN, (audio interference). We are a service-disabled
3 veteran-owned company.

4 MR. JOHNSON: I'm sorry, can you say your --
5 yeah, can you say that again?

6 MR. COX: This is Christopher Cox, C-O-X from
7 TUWYN - *Tell Us What You Need*.

8 THE REPORTER: Spell that name of the entity,
9 please.

10 MR. COX: T-U-W-Y-N.

11 THE REPORTER: Thank you.

12 MR. COX: You're welcome.

13 MS. LIN: This is Aline Lin, ALINE LIN,
14 Creative Director at Astriata.

15 THE REPORTER: Spell that entity, please.

16 MS. LIN: A-S-T-R-I-A-T-A.

17 THE REPORTER: Okay, so it starts out as A,
18 what is the second letter?

19 MS. LIN: S as in Sam.

20 THE REPORTER: Got it.

21 MS. LIN: Thank you.

1 THE REPORTER: Thank you very much.

2 MS. BOBB: Hello, this is Kelly Bobb, BOBB
3 and I'm the Government Partnership Manager for the East
4 Coast Division with Entercom.

5 THE REPORTER: Okay. Ms. Cobb (sic), it's K-
6 E-L-L-Y on your first name?

7 MS. BOBB: Yes. B-O-B-B.

8 THE REPORTER: Right. Got it. Thanks so
9 much.

10 MS. BOBB: Thank you.

11 MS. BACK: Hi, this is --

12 MR. JOHNSON: All right.

13 MS. BACK: Oh, sorry.

14 MR. JOHNSON: No, you're fine. You're fine.
15 We want to make sure everyone's on this.

16 MS. BACK: Okay, great. This is Ellen Back,
17 last name B-A-C-K and I am the Proposal Manager at The
18 Hatcher Group.

19 THE REPORTER: Okay. That was B for boy A-C-
20 K on your last name?

21 MS. BACK: Yes.

1 THE REPORTER: Yes. Okay. Ellen is your
2 first name, E-L-L-E-N, right?

3 MS. BACK: Yes, that's correct.

4 THE REPORTER: Thank you, Ms. Back.
5 Appreciate it.

6 MS. BACK: Thank you.

7 MR. JOHNSON: Okay. Are we missing anyone
8 else? All right. All right. We're all present and
9 accounted for.

10 So I'll go ahead and start. Do we -- okay, I
11 hear someone else. 44 -- 334 -- I mean 443? Last two
12 digits 80?

13 All righty. I'm going to go ahead and mute
14 anyone that I kind of (audio interference) feedback.

15 So, good morning and welcome. My name is
16 Calvin P. Johnson from the Office of Procurement and
17 Support Services or OPASS for short. I'm here today to
18 help you understand the process for this procurement.

19 For further clarification, if further
20 clarification is needed, after this meeting I can be
21 reached via email at

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1 MDH.solicitationquestions@maryland.gov. I am also
2 available -- many of you have also emailed me at
3 calvin.johnson@maryland.gov as well.

4 This solicitation is to review the Request
5 for Proposals to Develop, Implement and Evaluate a
6 Social Marketing Campaign to Support the Referral to
7 Dental Care Pilot Programs for People Living With HIV
8 in the State of Maryland. The Department intends to
9 make an award as a result of this RFP.

10 We've already signed in, but again, please
11 feel free to send us your email, especially if you are
12 an MBE. I'm sure Janelle wants to make sure that we
13 count for any MBEs. Is it Maryland -- just Maryland
14 MBE or just MBE period, Janelle?

15 MS. ROBINSON: Just MBE.

16 MR. JOHNSON: Okay. Just MBE. Thank you,
17 Janelle.

18 MS. ROBINSON: Yep.

19 MR. JOHNSON: As you know, the contract
20 resulting from this solicitation is for an
21 approximately 1-year contract with three 1-year

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1 options. There are no minimum qualifications for this
2 solicitation.

3 Section 2 -- Afua, please make sure -- Afua,
4 she's going to make sure I'm on point.

5 Section 2, the contract requirements, Scope
6 of Work, beginning on page 4 of the RFP. As noted, the
7 Maryland Department of Health, MDH, the department is
8 issuing this Request for Proposal in order to develop,
9 produce, implement a communication and social marketing
10 campaign designed to increase awareness to create a
11 conversation about the importance of oral health that
12 will lead to changes in behavior resulting in increased
13 access to oral health care health among people living
14 with HIV.

15 All subsequent documentation regarding this
16 solicitation will be posted on eMMA, eMaryland
17 Marketplace Advantage, and MDH -- the MDH website. And
18 I'll go ahead and go down the MDH website,
19 [https://health -- lowercase health.maryland --](https://health--lowercase.health.maryland--)
20 [lowercase maryland.gov/procurement/pages/propopps.aspx.](https://lowercase.maryland.gov/procurement/pages/propopps.aspx)
21 Please remember that in order to receive a contract

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1 award a vendor must be registered on eMMA.
2 Registration is free. Please review Subsection 4.2 for
3 details. Again, in order to be awarded -- to receive
4 an award for a contract, a vendor must be registered on
5 eMMA, eMaryland Marketplace Advantage. Registration is
6 free. Please review Subsection 4.2 for details.

7 I'd like to stress to everyone that today,
8 that any questions asked during -- asked during the
9 question -- during the question-and-answer portion of
10 the meeting, be submitted to the Department for clarity
11 purposes. Questions and answers along with the minutes
12 and other documents, if required -- well, let me just
13 say this, questions and answers, especially if they are
14 substantive in nature for the procurement, as well as
15 the documents and minutes from this meeting will be
16 posted to eMMA and to the MDH website as soon as
17 possible.

18 Carefully review Subsection 4.3, questions,
19 on page 34, regarding how to submit questions
20 subsequent to the procurement's pre-proposal
21 conference. Questions to the procurement officer, Ms.

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1 Queen Davis, shall be submitted via
2 MDHsollicitationquestions.gov -- at maryland.gov.
3 Again, mdhsollicitationquestions@maryland.gov.
4 Questions should be submitted no later than 5 days
5 prior to the proposal due date. The procurement
6 officer, based on the availability of time to research
7 and communicate an answer, shall decide whether an
8 answer can be given before the proposal due date.
9 Given that, please try to submit your questions as soon
10 as possible.

11 Again, the contract resulting from this
12 solicitation will be effective for 1 year with 3 one-
13 year options. The period beginning around or about --
14 John, am I hearing July? I believe the last message I
15 received is July, you'll be looking to begin this
16 program in July?

17 MR. WELBY: Yeah. Yeah, I believe that's
18 about when we -- you know, wrap up.

19 MR. JOHNSON: Okay. And so -- and we say
20 July, but we also are cognizant that this is a Board
21 item and so it is based off approval from the Board,

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1 but it is a July beginning program.

2 Carefully review the clause shown in
3 Subsection 4.23, page 39, Payments by Electronic Funds
4 Transfer. By submitting a response to this
5 solicitation, the author agrees to accept payment by
6 electronic funds transfer, or EFT, unless the State
7 Comptroller's Office grants an exemption. Payments by
8 EFT is mandatory for contracts exceeding \$200,000.
9 This section goes into detail on how to register or
10 request an exemption.

11 Points of Emphasis. The procurement method
12 for this solicitation is Competitive Sealed Proposal.
13 There are several steps involved in this method, so
14 your attention to the solicitation document is crucial
15 to the successful submission of your proposal.

16 There are no minimum qualifications for this
17 -- participation in this solicitation, as noted in
18 Section 1.

19 The Scope of Work requirement listed in
20 Section 1, Subsection 2.3, begins on page 2. This is
21 the beginning of the meat of the proposal that will

1 give you a clear understanding of what the Department
2 expects in our policy Department Program expects the
3 successful offeror in the provision of services.

4 Please note, someone representing the program staff
5 will give further emphasis on the Scope of Work. I
6 believe John is going to do that or be one of the
7 persons who is going to do that.

8 Section 2, Subsection 2.3 on page 4, this
9 subsection gives an outline of the responsibilities of
10 the contractor.

11 Subsection 2.4 are Deliverables and Key
12 Performance Indicators, located in the solicitation.

13 Proposal Format. Offerors are required to
14 submit their responses -- their response to the RFP in
15 two parts. Section 5, Proposal Format, beginning on
16 page 50 clearly lists all the submission requirements.

17 Again, I want to stress to everyone, your proposal
18 shall be submitted -- shall be submitted attached in
19 two volumes. Volume 1 will be the Technical Proposal
20 that will be sent -- and I want to make sure I state
21 this clearly. All proposals, if you look in the key

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1 information sheet, all proposals are to be sent
2 electronically. They are to be emailed directly to me
3 electronically. The first copy will be an electronic
4 proposal, Technical Proposal -- do I hear someone? You
5 got a question? Okay. The Technical Proposal.

6 The next, Volume 2, is going to be the
7 Financial Proposal -- your Financial Proposal. The
8 Financial Proposal should come with a password
9 encryption in order to open the form. Once the
10 Technical Proposals have been evaluated, I will contact
11 the qualified offerors for the password for the
12 Financial Proposal.

13 Again, the Financial Proposal should come --
14 the Excel file should come with a -- should arrive in
15 -- and emailed to myself as well, password encrypted.
16 Once the technical evaluations have been evaluated, I
17 will contact qualified offerors for a -- for the
18 password to the technical -- to the Financial Proposal.

19 Subsection 5.1, Proposals, found on page 50
20 -- Technical Proposal. Volume 1, Technical Proposal
21 lists all the documents, the information required for

1 your Technical Proposal. There is an MBE goal for
2 this, and Janelle Robinson will discuss the MBE goal
3 amount for this particular solicitation.

4 The following number of Technical Proposals
5 are required: one electronic version, the email, in
6 Microsoft Word, PDF form, of course. The second
7 electronic version is also to be -- a second version is
8 to be sent -- and what we're calling that is our Public
9 Information Act version. So, I'll read that, a second
10 electronic version in a searchable PDF document in the
11 same format for Public Information Act request. This
12 copy shall be redacted, and that confidential and
13 proprietary information has been removed.

14 To simplify this submission, Subsection 5.3
15 Technical Proposals, beginning on page 51 shows where
16 documents and information should be included in the
17 Technical Proposal.

18 Section 5.4 Volume -- Financial Proposals
19 found on page 59. Under a second -- well, we say
20 second seal, but it is within the email that's going to
21 be sent that's clearly defined as the Financial

1 Proposal, identified in Section 5.2, Proposals
2 regarding the Financial Proposal, the offeror shall
3 submit an electronic version via email, Microsoft Word
4 or Excel, again, password encrypted.

5 The Financial Proposal instructions can be
6 found on page 68 and 69. For the purposes of this
7 procurement, the Financial Proposal worksheet are
8 included and formatted in Excel. They are found on
9 eMaryland Marketplace and MDH website.

10 As previously mentioned, comments, notes
11 regarding the Financial Proposal are found on page 68.
12 If there are any questions regarding the Excel
13 financial worksheets or Excel file, please direct them
14 to myself -- or please direct them to the program staff
15 or myself here today, or you may send me an email to
16 follow-up on any questions.

17 I promise you all I'm rounding the end here.
18 The Evaluation Committee, Evaluation Criteria and
19 Selection Procedures are outlined in Section 6
20 beginning on page 60. Your proposals will be evaluated
21 by a committee organized for that purpose and will be

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1 based on the criteria set forth in the RFP. The
2 Technical Criteria listed in the descending order of
3 importance can be found in Subsection 6.2, page 60,
4 with the Financial Proposal Criteria listed in
5 Subsection 6.3, also found on page 60.

6 The Selection Procedures is highlighted in
7 Subsection 6.5 beginning on page 61. As noted, the
8 contract will be awarded to the responsible offeror
9 that submitted the proposal determined to be the most
10 advantageous to the State, considering the technical
11 evaluation factors and the price factors set forth in
12 the RFP.

13 The Documents Required Upon Notice of
14 Recommendation for Contract Award is listed in Section
15 6.6., beginning on page 62.

16 Other than composing your Technical and your
17 Financial Proposals, the most important matter is to
18 have your documents -- your proposals submitted by the
19 date, time and location, with the correct email
20 address, listed. Therefore, your proposals are due no
21 later than April 16th, 2021 by 2:00 p.m. If we receive

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1 an email at 2:01, we will not be able to accept it. So
2 please make sure you do so.

3 The address for receipt for proposals I have
4 listed in the Key Information Sheet. No proposal will
5 be accepted after 2:00 p.m. Please note that proposals
6 are to come via email, attention Calvin T. Johnson.

7 Please note, you are hereby notified that the
8 deadline for receipt of proposal will remain 2:00 p.m.
9 local standard time; you should judge yourselves
10 accordingly.

11 Again, like I said, electronically sent. And
12 please remember that after this pre-proposal
13 prospective offerors may have questions answered that
14 may help them understand the RFP.

15 Please keep in mind that answers to your
16 questions, if they are significant in nature, shall be
17 posted to eMMA and MDH website. Therefore, please
18 allow sufficient time for that to occur.

19 Again, if you have any questions, comments
20 about the procurement process, you may contact me at
21 the email address

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1 mdhsolicitationquestions@maryland.gov. As I said, many
2 of you have already contacted me at Calvin with a c.
3 Johnson @ Maryland.gov, so I check and respond to both.

4 I will now introduce Janelle Robinson who
5 will have a conversation regarding the MBE Requirements
6 for information. Janelle.

7 MS. ROBINSON: Good morning everybody. This
8 is Janelle Robinson. I'm the MBE Liaison for the
9 Department of Health. I'm just going to go over the
10 requirements for the MBE Program and for the VSBE
11 Program. There is a goal for both programs for this
12 solicitation.

13 The M.Certified MBE Utilization and Fair
14 Solicitation Affidavit, Attachment D-1, must be fully
15 and accurately completed and submitted in Tab O of the
16 Technical Proposal of your bid's technical section of
17 your bid or proposal. Failure to do so will result in
18 your bid or proposal being deemed non-responsive.

19 On the D-1 Form you must first acknowledge
20 and express your intentions to meet the overall MBE
21 percentage -- goal percentage established for this

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1 solicitation. As no sub-goals have been established
2 for this solicitation, do not enter any information
3 regarding the percentages for African American,
4 Hispanic American, Asian American or women-owned
5 businesses in Section 1.

6 The MBE Participation Schedule should include
7 the names of the minority business enterprises that you
8 intend to use to meet the required MBE goal, along with
9 their Federal Employment Identification Number, their
10 M.MBE Certification Number as well as their
11 Certification Category. Only M.MBE Certification is
12 acceptable. MBE Certification from another entity or
13 jurisdiction will not be accepted.

14 Additionally, the percentage of the total
15 contract value to be provided by the particular MBE
16 should be entered as well as a specific description of
17 the work that is to be performed by that particular
18 MBE.

19 MBEs must be fully certified at the time of
20 submission of your bid or proposal. MBE Prime
21 Contractors may count 50 percent towards the

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1 established sub-contracting goal.

2 Within 10 working days of receiving notice
3 that your firm is the apparent awardee, you must submit
4 your Outreach Effort Compliance Statement, Attachment
5 D-2, and your Sub-contractor Project Participation
6 Certification, Attachment D-3.

7 You must submit -- oh, sorry, excuse me. You
8 may request a waiver of the MBE goals and within 10
9 working days of receiving notice that your firm is the
10 apparent awardee, you must submit all required waiver
11 documentation in accordance with COMAR 21.11.03.10.

12 Please carefully review the Liquidated
13 Damages provisions in the solicitation regarding
14 compliance with the MBE Rules and Regulations.

15 The VSBE Utilization Affidavit and Sub-
16 contractor Participation Schedule, Attachment E-1, must
17 be fully and accurately completed and submitted in Tab
18 O of your bid or proposal. Failure to do so may result
19 in your bid or proposal being deemed non-responsive.

20 On the E-1 Form, you must first acknowledge
21 and express your intention to meet the overall VSBE

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1 goal percentage established for this solicitation. The
2 VSBE Sub-Contractor Participation Schedule should
3 include the names of the veteran-owned business
4 enterprises that you intend to use to meet the required
5 VSBE goal, along with their DUNS number. United States
6 Department of Veterans Affairs and Maryland Department
7 of Veterans Affairs Certifications are acceptable.
8 VSBE Certification from other entities or jurisdictions
9 will not be accepted.

10 Additionally, the percentage of the total
11 contract value to be provided by the particular VSBE
12 should be entered, as well as a specific description of
13 the work that is to be performed by that particular
14 VSBE.

15 Within 10 working days of receiving notice
16 that your firm is the apparent awardee, you must submit
17 your Sub-Contractor Project Participation Statement,
18 Attachment E-2.

19 You may request a waiver of the VSBE goal and
20 within 10 working days of receiving notice that your
21 firm is the apparent awardee, you must submit all

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1 required waiver documentation in accordance with COMAR
2 21.11.13.07.

3 And I will stick around on this call for the
4 question-and-answer session, so if anybody has any
5 questions or concerns, I will be here.

6 MR. JOHNSON: Just so everyone knows, the MBE
7 percentage for this solicitation is 23 percent. The
8 VSBE goal for this solicitation is 1 percent.

9 The program staff will now discuss the Scope
10 of Work.

11 MS. TISDALE: Hey, Calvin?

12 MR. JOHNSON: Yes, ma'am.

13 MS. TISDALE: Yeah, this is Afua. I just
14 want to emphasize some of the things that Janelle said.
15 The MBE forms have to be completely and accurately
16 completed. When submitting just be sure that you're
17 following all instructions, because there is no
18 forgiveness if the forms are not completed correctly
19 and you will be disqualified. So please make sure that
20 they are completed accurately.

21 Also, for those MBEs who are prime

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1 contractors, you cannot claim the whole goal as Janelle
2 said. If you submit saying that you're going to claim
3 the whole 23 percent, you will be disqualified. Prime
4 contractors that are MBE will need another MBE sub-
5 contractor.

6 I just wanted to emphasize those points
7 because a lot of times contractors get disqualified
8 because those forms are not completed accurately.

9 MR. JOHNSON: Absolutely.

10 MS. TISDALE: That's it.

11 MR. JOHNSON: And just so you know, again, we
12 are the Maryland Office of Procurement and Support
13 Services. If you have questions, we would rather you
14 ask the question versus -- instead of being
15 disqualified.

16 So, please, do not -- you know, please don't
17 walk away saying, "Oh well, you know; can I call and
18 ask them about the correct place to fill this out?"
19 Please, do. We would much rather you get it right than
20 to not be able to be -- able to participate at all.
21 All righty. Thank you so much. So that's that.

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1 John, you want to take it?

2 MR. WELBY: I prepared a -- well, first, let
3 me just say, thank you everyone for coming today. It
4 is awesome to see 36 people here, and I am really
5 looking forward to your proposals and your questions
6 today.

7 I've prepared a overview statement of the
8 Communications and Social Marketing Campaign. I'm just
9 going to read through that rather than go every --
10 everything on the RFP. If you have any questions about
11 specific areas on the RFP, please be sure to ask. This
12 is an overview. Okay.

13 Dental care is the single greatest unmet
14 healthcare need among people living with HIV.
15 Additionally, for people living with HIV in low-income
16 groups and without insurance, that unmet need is almost
17 twice as high.

18 When compared to individuals without HIV,
19 people living with HIV are not only less likely to
20 visit the dentist but they are also more likely to
21 require complex and extensive dental care.

1 In addition, because of widespread lack of
2 communication and collaboration between medical and
3 dental practices, primary care physicians tend to
4 overlook referring people living with HIV to oral
5 healthcare services. And, unfortunately, many dentists
6 continue to struggle with how to incorporate the HIV
7 patient into their practice.

8 In July of 2019, the Office of Oral Health at
9 the Maryland Department of Health set out to address
10 this unmet healthcare need by creating a five-year oral
11 healthcare referral program for people living with HIV.

12 The key component of this five-year
13 initiative is a three-year pilot project that will seek
14 to directly increase referrals of people living with
15 HIV from primary care providers to dental practices.

16 This referral to dental care pilot program
17 will take place in Baltimore City as well as in
18 Montgomery and PG Counties. The pilot will recruit
19 primary care and dental practices in these areas to
20 participate in the pilot referral program. It will
21 also provide education and training programs for

1 primary care physicians on interacting with patients
2 about oral health and making referrals to participating
3 dental providers. And on the oral health side, it will
4 help to -- it will develop and implement trainings for
5 oral healthcare professionals on the importance of
6 dental care for people living with HIV and on
7 interacting with and creating a professional and
8 welcoming environment for people living with HIV in the
9 dental setting.

10 Now, to support and reinforce the value of
11 this referral to dental care pilot program, the Office
12 of Oral Health seeks to develop, implement, and
13 evaluate a communications and social marketing
14 campaign. This is where all you guys come in.

15 The campaign will create a broad conversation
16 about the importance of oral health and access to oral
17 healthcare among people living with HIV, as well as for
18 providers and the public.

19 Its goals are to create awareness, provide
20 knowledge and change the attitudes and behaviors that
21 will result in increased access to oral healthcare

1 among people living with HIV.

2 The Communications and Social Marketing
3 Campaign will provide communication support throughout
4 the entire length of the referral to dental care pilot
5 program and all campaign materials will be created in
6 both English and Spanish.

7 Year 1 will be devoted to creating a
8 comprehensive communication plan, developing a campaign
9 evaluation strategy, pre-campaign testing, awareness
10 testing, knowledge testing, developing the campaign
11 brand and creative approach, audience testing of
12 campaign materials, production of materials and
13 preparing to implement the campaign.

14 The option years, years 2, 3 and 4 will be
15 spent primarily implementing the campaign and engaged
16 in the ongoing collection of data to evaluate the
17 program and the campaign.

18 Year 4, the final year, will include some
19 campaign implementation and then winding down that
20 implementation to include post-campaign evaluation
21 testing, data analysis, preparing a final campaign

1 evaluation report, as well as completing a
2 comprehensive overall final report of the entire
3 project.

4 The Development, Implementation and
5 Evaluation of an Effective Social Communications and
6 Social Marketing Campaign will not only make a
7 significant contribution to success of the referral to
8 dental care pilot program, but it can almost become a
9 testament to the value of social marketing and behavior
10 change communication in public health. By addressing
11 this unmet healthcare need and increasing access to
12 dental care, you will not only improve oral health but
13 the overall health of people living with HIV in
14 Maryland.

15 THE REPORTER: So who was --

16 MR. WELBY: So that's my statement and I'm
17 sticking to it.

18 (Members speaking over each other.)

19 THE REPORTER: -- who was -- who was just --
20 who was the speaker who was just speaking right now?

21 MR. WELBY: That is a summary of the

1 campaign, but now we could --

2 MR. JOHNSON: Absolutely. I want to
3 encourage everyone, please make sure that you are
4 reviewing the RFP. I believe it's pretty much
5 straightforward, but again, you know, we want to make
6 sure we're here if you have any questions. Do we have
7 anyone who would like to have any questions for the
8 program or the procurement process?

9 THE REPORTER: If the court reporter can jump
10 in for a second. The last speaker was --

11 MR. JOHNSON: We'll take your questions now.
12 Again, I'm going to ask if you do have questions,
13 please state your name, your organization and then the
14 question. And then -- and please make sure that you
15 follow-up in an email to myself with the question as
16 well.

17 THE REPORTER: If your court reporter can
18 jump in very quickly and back out.

19 MR. JOHNSON: Please.

20 THE REPORTER: Was the speaker who just
21 completed speaking, John Welby?

1 MR. WELBY: Yes, he was.

2 THE REPORTER: Okay. Just wanted to make
3 sure I got that right. I'll bow out. Thank you.

4 MS. POPP: Hi, I have a question.

5 THE REPORTER: Name?

6 MS. POPP: This is Kate Popp, K-A-T-E P-O-P-P
7 with Impact. And I'm wondering if you can share more
8 details about the budget for this work?

9 MR. JOHNSON: We cannot.

10 MS. POPP: Okay. Thank you.

11 MR. JOHNSON: Thank you. Any more questions?

12 MS. BRITT: Hi, this is Elizabeth Britt from
13 Britt's Industries. For the community outreach, are
14 you looking to state-wide or were you looking in
15 certain counties?

16 MR. WELBY: The three counties -- the three
17 areas that I mentioned: Baltimore City, Montgomery
18 County, and PG County.

19 MS. BRITT: Thank you, sir.

20 MR. JOHNSON: And can you just make sure that
21 you send that question -- email that question as well?

1 MS. BRITT: Okay, I will.

2 MR. JOHNSON: We want to put it in writing
3 and make it a part of the solicitation as well.

4 MS. TISDALE: And that's listed in the RFP as
5 well, right, John? This is Afua Tisdale.

6 MR. WELBY: Yes, definitely. As any of -- as
7 all of you know, that in any communication campaign,
8 you know, your messaging will still, you know, into
9 other geographies, but they are the primary target
10 audience, those three geographies.

11 MR. JOHNSON: Any additional questions?

12 MS. QUERRY: Hi, this is Melanie with Beyond
13 Spots and Dots. I'm curious --

14 MR. WELBY: Hi, Melanie.

15 MS. QUERRY: Yes, sir.

16 MR. WELBY: No, I said hi.

17 MS. QUERRY: Hello. I was curious about your
18 fixed-fee structure in the valuation form for
19 deliverables and pricing.

20 Is it possible to provide a cost sheet for
21 pricing of the services you're requesting, if we do not

1 charge the way that you're requesting within your form?

2 MR. JOHNSON: So are you asking -- when you
3 say provide a cost sheet; what do you mean?

4 MS. QUERRY: In your form --

5 MR. JOHNSON: I assume on the valuation form
6 or are you talking about within the solicitation?

7 MS. QUERRY: Within the actual RFP itself,
8 I'm reviewing the tabs in Deliverables for pricing.

9 MR. JOHNSON: Which page are you on?

10 MS. QUERRY: These are the forms that had to
11 be downloaded. I'm looking at the one that says,
12 Option Year 1 --

13 MR. JOHNSON: So you're on the financial --
14 the Excel form? Financial Proposal?

15 MS. QUERRY: Exactly.

16 MR. JOHNSON: Okay.

17 MS. QUERRY: That's exactly right.

18 MR. JOHNSON: Okay.

19 MS. QUERRY: And there -- it's being
20 requested of us to provide fixed fees for each of these
21 elements. And I'm just curious if we're able to

1 provide you with a separate or an additional Excel
2 document that would have fees the way that we typically
3 charge if we're not charging exactly as you've asked?

4 MR. JOHNSON: What we can say is that would,
5 technically, be in addition. You would have to fill
6 out the form as submitted on eMaryland Marketplace.
7 You can ask the question -- submit the question in the
8 program and the procurement staff will review your
9 question and have a response for you.

10 MS. QUERRY: Okay. Great. And then --

11 MR. WELBY: Another thing I would add is that
12 the specific deliverables may be slightly altered
13 depending on your proposal. In other words, you may
14 think doing something slightly different than what
15 we've asked for is a better approach. If that is the
16 case, I would encourage you to explain why that's the
17 case and then specify how much that would cost.

18 MS. QUERRY: Okay.

19 MR. JOHNSON: And again, if there are any
20 changes on any of the documents that -- as far as the
21 financial forms or the solicitation, you know, we will

1 take that under advisement. You are the professionals
2 in the field and so we will take that under advisement.
3 And any change in the proposal -- in the financial
4 proposal or in the RFP, I will be communicating with
5 everyone, but again, if you don't ask, then we won't do
6 -- it won't happen. So, if you do have any changes or
7 any suggestions to the financial forms, the program can
8 take that under advisement.

9 MS. QUERRY: Understood.

10 MR. JOHNSON: And any changes will be
11 communicated. But I can tell you this, you cannot in
12 the current form, you cannot doctor, you cannot alter
13 the financial form in any way. You cannot -- if you
14 add assumptions, if you add anything additional to the
15 form that's not there, it can render your proposal --
16 we could have to possibly either throw out your
17 proposal or it could call for some type of clarity
18 (audio interference).

19 So, again, before you alter the form, make
20 sure that you have gotten the answers that you need and
21 that we have posted any changes -- posted or approved

1 any changes. All righty?

2 MS. QUERRY: Great. And then the second part
3 of my question is, is there a do not exceed amount that
4 we should all be following?

5 MR. JOHNSON: We -- we will not -- we can't
6 necessarily discuss that at this point. This is a
7 competitive solicitation. So we will not be discussing
8 price at this point. This is a -- Afua, may help me
9 understand, this is a new procurement, so this isn't
10 something that's happening right now, so we can't
11 discuss unit pricing of a (audio interference)
12 proposal. So with that, there isn't -- we aren't at a
13 point of discussing a not to exceed amount or a current
14 amount. What we can say is this is a competitive
15 solicitation, so we encourage you to be competitive.

16 MS. QUERRY: Thank you.

17 MS. TISDALE: That's correct, we cannot give
18 the budget. And this is the first procurement.
19 Usually in previous procurements, we could give what
20 the previous total was, but this is a first procurement
21 so we cannot give the budget for this procurement.

1 MR. JOHNSON: And can you please make sure --
2 thank you for those great questions. Can you please
3 make sure you follow-up with those questions as well
4 via email? We want to make sure we are able to
5 respond.

6 MS. QUERRY: Yes, absolutely. Thank you.

7 MR. JOHNSON: Great.

8 MS. TISDALE: Again, this is Afua Tisdale.
9 And just to be clear on the financial form, if you have
10 suggestions on the financial form or think it should be
11 done a different way, again, submit these questions to
12 Calvin, he will get with the program and they will make
13 a final decision. If there are changes made, then an
14 amendment to the financial form will be issued. But
15 you cannot just submit a financial -- or alter the
16 financial form you've submitted; you could be
17 disqualified.

18 MR. JOHNSON: And we don't want to disqualify
19 anybody. Any more questions?

20 MS. ONG: Hi, this is Karen Ong from
21 Marketing for Change. I am on page 60, looking at 6.4

1 of the Reciprocal Preferences and was wondering if you
2 could explain the qualifications or if they were given
3 to Maryland agencies?

4 MR. JOHNSON: Just one second. And you say
5 you're on page 60?

6 MS. ONG: Yes, page 60 6-0. And it's right
7 at the bottom of the page, 6.4, I believe into page 61,
8 the top of the page 61.

9 MR. JOHNSON: Can you give us -- tell us --
10 give us a question?

11 MS. ONG: Yes.

12 MR. JOHNSON: Are you asking -- okay, go
13 ahead.

14 MS. ONG: I was wondering if you could
15 explain that Subsection, 6.4, and any favor
16 qualifications that are given to Maryland agencies?

17 MR. JOHNSON: Well, what I can tell you is
18 Maryland practices reciprocal preferences based off of
19 -- and I'll read it here for those who, you know:

20 "Although Maryland law does not authorize
21 procuring agencies to favor resident Offerors in

1 awarding procurement contracts, many other states
2 do grant their resident businesses preferences over
3 Maryland contractors."

4 So what they're basically saying is, although
5 Maryland does not "favor" Maryland businesses over,
6 essentially, if other states do, then Maryland can
7 somewhat provide that same standard -- standards of
8 operation against contractors in most states.

9 So if a state in -- I'll just say -- I'm from
10 Arkansas, so if the state of Arkansas -- hopefully
11 there are no Arkansas firms on the line -- is that they
12 have a preference -- they have to give preference to
13 Arkansas businesses before any outside businesses,
14 then, basically, what Maryland can do is apply the same
15 standard.

16 What I can tell you is that that is a
17 decision that is up to the Procurement Officer to make
18 that final determination in advisement with the
19 Attorney General's -- Assistant Attorney General's
20 Office.

21 MS. ONG: Thank you.

1 MR. JOHNSON: Thank you. And again, the
2 criteria is listed there in A through D, so just so
3 everyone would know that.

4 All right. Any more questions? Thank you
5 for that question. Please follow-up if you don't mind?

6 MS. ONG: Yes.

7 MR. JOHNSON: Any more questions?

8 MS. ROBINSON: Calvin?

9 MR. JOHNSON: Yes, ma'am.

10 MS. ROBINSON: I'm sorry. This is Janelle
11 Robinson --

12 MR. JOHNSON: Please.

13 MS. ROBINSON: -- with MDH. I just wanted to
14 reiterate what I said and what Afua said. This MBE
15 portion and the VSBE portion are very, very important.
16 I'm the first person to look at anything in that
17 solicitation and that form should be correct. So if
18 you have any questions about how to fill it out, if you
19 have any concerns, please email the MDH Solicitations
20 email and they'll pass the question on to me, and I'll
21 be happy to provide the answer. So please, we're happy

1 to help. We'd rather not disqualify anybody. And
2 that's it.

3 MR. JOHNSON: All right. If we do not have
4 any more questions, again, I want to thank you all for
5 attending today's pre-proposal conference. If you do
6 have any more questions, please feel free to follow-up
7 via email at MDH Solicit -- and I'm going to bring it
8 up one more time or make sure I'm saying it one more
9 time. Any questions should be at
10 mdh.solicitationquestions@maryland.gov.

11 Again, I see I have quite a few emails here.
12 So any additional emails -- some people just email me
13 directly at Calvin.Johnson@maryland.gov, we will make
14 sure that your questions will be posted, as well as the
15 transcript this meeting as well.

16 All right. Well, we thank you all. If MDH
17 staff can stay online just for a little bit longer from
18 the program, that will be great. Other than that, we
19 thank you. Please be safe and have a great rest of the
20 day.

21 (Attendees saying thank you.)

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1 MR. JOHNSON: Thank you all. Thank you
2 everyone.

3 THE REPORTER: Okay. The court reporter is
4 still with you if you want me to be.

5 MR. JOHNSON: Yes. Well, what I can tell you
6 is, I will -- if you can send me an email at
7 Calvin.Johnson or I can send my script directly to Afua
8 and Afua can forward you my script, so that you can --

9 MS. TISDALE: He should have everything
10 recorded, Calvin.

11 MR. JOHNSON: Oh, I'm sure he does, but I
12 always share my script in case he needs to read
13 something verbatim or anything like that.

14 THE REPORTER: Okay, Calvin.

15 MR. JOHNSON: It's entirely up to you.

16 THE REPORTER: Okay. Well, I will be in
17 touch with you, Calvin. This is Walter Murphy, the
18 court reporter.

19 MR. JOHNSON: Okay.

20 THE REPORTER: I've got your email --

21 MR. JOHNSON: Great.

1 THE REPORTER: -- Calvin.Johnson@maryland --
2 at -- anyway, I've got it in print. I don't have it
3 under my nose at this second, but I did write it down
4 very carefully.

5 MR. JOHNSON: Great. Okay.

6 THE REPORTER: So I have your email address,
7 is the point, and I'll get to you right after we hang
8 up, but I wanted to be with you when you want me, so
9 I'll stay here until you leave the building.

10 MR. JOHNSON: I think we're done. Nope, I
11 think we are done.

12 THE REPORTER: Okay. I just didn't want to
13 cut off too early.

14 MR. JOHNSON: Oh no, you're fine. You're
15 great.

16 THE REPORTER: Okay. Well you all are great
17 too.

18 MR. JOHNSON: We appreciate you so much.

19 THE REPORTER: Well, you all were so easy to
20 work with. Calvin, you're a dream, really helping out
21 with the spellings and everything. I'd probably just

1 jump in and jump out, I don't like to interrupt things,
2 but I really do want to spell peoples names correctly.

3 MR. JOHNSON: Absolutely. Absolutely. Well,
4 we appreciate it. Thanks a lot, Walter.

5 THE REPORTER: Okay, Calvin. I'll see you
6 all later. Nice to be with you all. Take care.
7 Pleasure.

8 (Members saying thank you.)

9 THE REPORTER: You bet.

10 MS. ROBINSON: Thanks.

11 THE REPORTER: Yes, Ms. Robinson. Bye-bye.

12 (Whereupon, at 11:11 a.m., the meeting was
13 adjourned.)

CERTIFICATE OF NOTARY

I, WALTER MURPHY, the officer before whom the foregoing testimony was taken, do hereby certify that the witness whose testimony appears in the foregoing transcript was duly sworn by me; that the testimony of said witness was taken by me by stenomask means and thereafter reduced to typewriting by me or under my direction; that said testimony is a true record of the testimony given by said witness; that I am neither counsel for, related to, nor employed by any of the parties to the action in which this testimony is taken; and, further, that I am not a relative or employee of any attorney or counsel employed by the parties hereto, nor financially or otherwise interested in the outcome of the action.

This certification is expressly withdrawn and denied upon the disassembly or photocopying of the foregoing transcript of the proceedings or any part thereof, including exhibits, unless said disassembly or photocopying is done by the undersigned court reporter and/or under the auspices of Hunt Reporting Company, and the signature and original seal is attached thereto.



WALTER MURPHY,
Notary Public in and for
the State of Maryland

My Commission Expires:
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