

## MBE University Survey

Respondents: 309

Status: Closed

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### 6. Which two terms and conditions of Maryland's standard contract do you believe are the most challenging for your business? Please cite specific terms and explain.

1. Don't have time to look this up at the moment.; Don't know
2. professional liability insurance for non-engineering consulting firm
3. bundling
4. Payment terms. Incremental payment instead of a single completion payment.; N/A
5. n/a; n/a
6. very specific past performance requirements; often too many requirements are bundled into one contract, meaning smaller companies can't compete as primes
7. Bonding; Bias of being a Small business
8. Bonding related issues to discourage us to pursue. It is also difficult to get it.
9. Have never had one so I don't know; Same as above.
10. cats; blanket
11. None other than not having State of MD past performance; None
12. the requirement to use other DBE's when bidding as a prime contractor; meeting the sub goal for DBE's when bidding as a prime contractor
13. MBE requirements, Very Confusing and Inflammatory during bidding; Bonding for large projects!
14. Must be MBE certified
15. Repeated new reference letters from same people; Proposal requirements are too voluminous
16. #10 Non-Hiring of Employees - this is difficult because the state has hired numerous employees of ours but we are not allowed to hire state employees.; N/A
17. One that says I have to have provided a service like what I am bidding on in the last 18 months.; Can't meet that requirement if I never get a chance to bid because of that restraint
18. NA; NA
19. none; none
20. N/A; N/A
21. .; .
22. None; None
23. Needing alot more insurance and bonding, with cost; Alot of not understanding all the paperwork
24. There are usually no MBE requirements!!; There are usually no MBE Requirements!!!
25. Restrictions that will not allow for personnel substitutions on RFP before contract award.; Contracts that are issued with large portions of scope labelled "optional"

26. financial capability; insurance  
team constraints - lose an opportunity because one resource is no longer available 120 days after bid date; personal physical interviews - costs associated with lost billing time & other travel expenses
27. MBE sub goals; Proposal submission requirements - too many irrelevant items.
28. DTD; DTD
29. Past Performances; Not many responds - huge competition
30. Insurance Requirements; bonding requirements
31. NA
32. The limit of title 1 cost to 6%; Insurance limits
33. VSBE participation; none  
Teaming with a Prime that actually wants to work with a MBE. Many see this as giving money away.; Getting propr fee. Many firms feel that if the project has 7% MBE than the MBE can only make 7% of the fee regardless of the work or task performed.
34. N/A; N/A
35. n/a
36. n/a; n/a
37. Sub-contractor part when were supplier
38. N/A; N/A
39. Working with no up front money
40. None; None
41. ?; ?
42. I have no contracts with MD.
43. not enough experience; not in business long enough
44. Requirement for additional MBE participation; Five year limit on directly related projects
45. over administration of qualification requirements; Data entry burden responsibilities by contractor / sub contractor  
Time it takes between solicitation release, interviews, selection and contract process is too long and resources become unavailable.; Substitution of personnel not allowed which goes hand in hand with the selection and contract process.
46. n/a; n/a
47. Receiving Information; Meeting requirements
48. Please show examples
49. NA; NA
50. N/A
51. n/a; n/a
52. duration of contract; location -- would be better if they could be done remotely at our office
53. past performance: if you are a new company you have no past. and I am always considered non responsive (common problem)

57. don't know; don't know
58. Partnership; Previous experience
59. Haven't gotten that far.
60. Find it difficult to provide bond and non-union employees to compliment projects
61. n/a
62. Insurance; Experience
63. MBE percentages; Waivers to General Contractors
64. N/A
65. N/A; N/A
66. \$1 million in insurance
67. prior experience in areas we can offer services but do not have adequate quals; local presence
68. NA; NA
69. None
70. Nothing to report; Nothing to report
71. na; na
72. NA; NA
73. Not being able to replace candidates that are no longer available at no fault of ours.; SBRs should be for smaller companies like they used to be.
74. Getting Bonding
75. NA; NA
76. Bonds rather than Liability insurance coverage; small businesses with employees beyond one or two persons  
Generic provisions that are interpreted differently by agency, procurement, contracts, PM's, management, consultants all within each department.; Payment is supposed to be in 30days. Our experience is 90 days to 3 years for payment
77. \_; \_
78. The specific work stipulations do not ever show our line of work.; The specific work stipulations do not ever show our line of work.
79. unknown; unknown
80. Insurance Certificates - cost and liability coverage amounts; Invoicing/Payment - reporting requirements and payment turn-around duration
81. All are equal
82. None; N/A
83. Past Performance record; Stingent Insurance/Bond requirements
84. N/A; N/A
85. minority subcontracting when the prime is a subcontractor itself - this merely adds to the cost
86. n/a; n/a
87. Acquisition; length of response term
- 88.

89. I havent seen one
90. Requirements that must be fulfilled by prime, when often SB needs to partner to meet the requirements as a team; Pressure to reduce rates to be competitive make it difficult to both compete and stay in business.
91. N/A; N/A
92. withholding a retainage; deliverable based contract
93. Exclusive Rights; Patent copyright and intellectual property
94. the fromat is to long and repeated question ask majority time; term and condations Insurance that is too much I beilive if you can Amended it ?
95. none; none
96. The State shall own all right, title and interest in and to all Custom Software Deliverables and all intellectual property rights subsisting therein.; All work performed or provided by the Contractor in connection with the RFP, including any and all deliverables (including any Custom Software Deliver
97. .5% VSBE participation. A small VSBE can not stay in business and gain experience with such a low %.; Fluid partnership with a firm to mentor and develop my small firm.
98. Not sure what these are
99. x; x
100. N/A; N/A
101. ???; ???
102. n/a; n/a
103. bonding; insurance
104. n/a; n/a
105. none; none
106. Must have 3-5 years of experience with same size building
107. The contracts that I have provided services under have not been a problem.
108. NA; NA
109. Financial Reports/As a growing small business, funding is challenging; Experience/With opportunities for my services being limited, I don't have a strong presence in the Government.
110. None; None
111. poor; poor
112. Ability to obtain financing for many of the larger hardware solicitations; Ability to find adequate teaming opportunities with prime contractors
113. NA; NA
114. having to have minority subcontractors as subcontractors even though we are a minority contractor; percentages required for subcontractors in human services contracts when subcontracts are typically not used
115. not sure; not sure
116. Don't know at this time; Don't know..
117. timeline; limited solicitation information.
118. I don't understand.

119. No comment
120. Don't Know; Don't Know
121. N/A; N/A
122. TO HAVE PERFORMING BONDS; LOCAL JOBS FOR LOCAL CONTRACTORS
123. finding a prime that needs a project management company; In most cases we don't have the IT people
124. N/A; N/A
125. not sure
126. n/a; n/a
127. MBE Participation requirements make it difficult to find enough qualified subs; NA
128. Unable to answer this question at this time.; Unable to answer this question at this time
129. GSA Schedule
130. do not know, Iam new.; do not know ,Iam new
131. No specific issues issues with clauses.; However, you should consider reviewing clasuses to ensure the use of MBEs and other small businesses
132. None
133. Past performance; Size of my Company
134. not familiar with the standard; language of the contract
135. n/a; n/a
136. no work in my field; you need to do more work in getting different types of businesses
137. Please see above; 100% onsite instead of accepting remote site if fessible
138. N/A; N/A
139. bonding
140. The monthly MBE payment report, payment not received for over 60 days; The percentage for MBE/WBE should increase
141. Bid bonds; Insurance
142. n/a; n/a
143. na; na
144. Wage rates are to high for a small company like mine. Its WRONG for the government to tell us what to pay our workers.; WAGE RATES!!! They are too high. See above comments.
145. Not knowledgeable about all the T's and C's
146. -; -
147. unknown; unknown
148. Unknown; Unknown
149. n/a; n/a
150. Maryland uses IDIQ contracts as personal services vehicles. It's a joke.
151. do not know; do not know

152. Some criteria that is written for the incumbent contractor.
153. none are.
154. Insurance requirements; Staffing
155. Bonding; Insurance
156. Bid bonds; Time frame turn around
157. N/A; N/A
158. Not Certified By SHA
159. We are an MBE firm and the requirement that we submit MBE reports even when we have not had any work is very challenging - we have to eat the cost.  
  
The agency's refusal, after award, to stick to the scope of work defined in the RFP; FFP contracts
160. where the winning team is forced into default due to having to bid so low to win. MD has an unrealistic expectation of the cost
161. none; none
162. Having previous business; No other terms
163. Only project award thus far so and currently reviewing the contract.; no known challenges yet.
164. Size of staff/number of required resources