

## MBE University Survey

Respondents: 309 displayed, 309 total Status: Closed  
 Launched Date: 10/14/2014 Closed Date: 10/31/2014

1. Does your company routinely respond to (bid on) State of Maryland technology solicitations?

	Response Total	Response Percent	Points	Avg
Yes	66	40%	n/a	n/a
No	98	60%	n/a	n/a
Total Respondents		164	100%	
(skipped this question)			145	

2. Please identify your normal role when your company bids on State of Maryland technology procurements.

	Response Total	Response Percent	Points	Avg
Prime Contractor	25	15%	n/a	n/a
Subcontractor	43	26%	n/a	n/a
Both	52	32%	n/a	n/a
I don't bid on these solicitations	44	27%	n/a	n/a
Total Respondents		164	100%	
(skipped this question)			145	

3. Please rate your experience bidding on State of Maryland procurements.

	Response Total	Response Percent	Points	Avg
1. Very Easy	3	2%	n/a	n/a
2. Easy	17	10%	n/a	n/a
3. Neutral	79	48%	n/a	n/a
4. Difficult	40	24%	n/a	n/a
5. Very Difficult	25	15%	n/a	n/a
Total Respondents		164	100%	
(skipped this question)			145	

4. Are solicitation requirements of Maryland technology solicitations typically adequate to make a clear bid/no bid decision?

	Response Total	Response Percent	Points	Avg
Yes	121	74%	n/a	n/a
No	43	26%	n/a	n/a
Total Respondents		164	100%	
(skipped this question)			145	

5. Companies typically have multiple areas of expertise and skill sets to offer the State. Is your company able to fully use its areas of expertise on State of Maryland solicitations?

	Response Total	Response Percent	Points	Avg
Yes	116	71%	n/a	n/a
No	48	29%	n/a	n/a
Total Respondents		164	100%	
(skipped this question)			145	

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.

Response Total Response Percent

<a href="#">view</a>	Term/Condition #1: [redacted]	164	53%
<a href="#">view</a>	Term/Condition #2: [redacted]	126	41%
		Total Respondents	164
		(skipped this question)	145
7. Do you feel that having a partnership agreement with potential prime contractors would enhance your company's opportunities with State of Maryland solicitations?			
		Response Total	Response Percent
		Points	Avg
Yes	[redacted]	133	81%
No	[redacted]	31	19%
		Total Respondents	164
		(skipped this question)	145
8. What suggestions would you make to improve MBE success in obtaining business with the State of Maryland through technology solicitations?			
		Total Respondents	118
		(skipped this question)	191