

**SUPPLEMENT D  
DEPARTMENT OF INFORMATION TECHNOLOGY  
ACTION AGENDA**

**ITEM:** 3-IT **Agency Contact:**  
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**DEPARTMENT/PROGRAM:** Department of Information Technology

**CONTRACT ID:** Consulting and Technical Services Plus (CATS+)  
eMaryland Solicitation No. MDF5031003752  
ADPICS No.: 060B2490023

**CONTRACT DESCRIPTION:** Multiple award, indefinite quantity, task order based Master Contract to provide Statewide Information Technology technical and consulting services for 17 functional areas. *Award during pendency of protest (see Remarks).*

**AWARD:** See Pages 10D-24D

**TERM:** 4/22/2013 to 4/21/2028 (15 years)\*

\*Note: Every three years, DoIT will allow new vendors to submit offers for inclusion on the Master Contract and will allow existing contractors to add Functional Areas

**AMOUNT:** \$150,000,000 for 3 years

**PROCUREMENT METHOD:** Competitive Sealed Proposals

**BIDS OR PROPOSALS:** See Pages 10D-24D

**MBE PARTICIPATION:** 20%

**INCUMBENT(S):** See Pages 25D-39D

**REMARKS:** A notice of the availability of the Request for Proposals was advertised on *eMaryland Marketplace* and the DoIT website. E-mail notice was sent to all businesses were identified as capable of delivering these services in the certified Minority Business Enterprise Directory, to seventeen minority business advocacy groups, and to the Governor's Office of Minority Affairs. A total of 359 proposals were received. DoIT recommends 320 offerors for Master Contract award: 196 are Maryland resident businesses, 134 are small businesses, and 138 are MBEs.

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This Consulting and Technical Services Plus (CATS+) Master Contract will run concurrently with the existing Consulting and Technical Services II (CATS II) Master Contract, and will then replace the latter contract when it expires May 31, 2014. During the remaining term of CATS II, this CATS+ Master Contract will be used only if it is reasonably anticipated that the project could not be completed by the CATS II expiration.

For all services procured under this contract, there will be a second level of competition through a Task Order RFP (TORFP) or Requests for Resumes (RFR) process. In the TORFP and RFR process, each Master Contractor will receive an opportunity to compete for award under each of the functional areas for which they have received a Master Contract. Each Master Contractor must respond to all TORFPs or RFRs issued in their functional area with a proposal submission or a written notification explaining the reason why they do not intend to submit a response. When submitting responses, Master Contractors are expected to provide offers that are less than their proposed not-to-exceed labor rates in order to maximize task order competition. This contracting vehicle is also available to all non-State public entities within Maryland.

With respect to MBE participation, DoIT has had significant success with the CATS contracts. Since CATS I, MBE participation has increased steadily, primarily as a result of participation by MBE firms as prime contractors. The overall MBE subcontracting participation goal for CATS II is 35%. However, in terms of overall MBE participation, DoIT has achieved more than 51% MBE participation considering participation from both MBE primes and subcontractors, while the MBE subcontracting component has been approximately 17%. One of the main reasons why the MBE subcontracting participation did not meet expectations was the addition of the Request for Resume (RFR) process. Although MBE firms are able to compete at the prime level for these contracts, RFRs are mostly used to procure only one or a few resources and do not lend themselves to subcontracting opportunities. Based on these factors, a determination was made that the MBE subcontracting goal for CATS+ should be revised to 20%. This MBE participation goal is only an overall goal for this contract. Each agency will be evaluating each TORFP or RFR to maximize opportunities for MBE participation. Further, each TORFP and RFR will also be evaluated for designation as a Small Business Reserve (SBR) under the SBR Program. For SBR-designated TORFPs and RFRs, only those Master Contractors registered as SBR firms will be able to compete within their approved functional areas. Many of the MBE firms participating as Master Contractors are also SBR firms. With

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the increased participation by MBE Master Contractor and our process to maximize MBE subcontracting opportunities for each contract, we expect to continue our success in increasing overall MBE participation in CATS+.

**FUNCTIONAL AREAS**

- (1) Enterprise Service Provider
- (2) Web and Internet Services
- (3) Electronic Document Management
- (4) Geographical Information Systems
- (5) Software Engineering
- (6) Systems/Facilities Management and Maintenance
- (7) Information System Security
- (8) Application Service Provider
- (9) IT and Telecommunications Financial and Auditing Consulting Services
- (10) IT Management Consulting Services
- (11) Business Process Consulting Services
- (12) Tower Site Preparation
- (13) Tower Installation
- (14) Tower Equipment Installation and Services
- (15) Electronic Benefits Transfer
- (16) Media and Training Center Support
- (17) Documentation/Technical Writing

Three unsuccessful offerors protested. One was rejected for award because it failed to provide pricing for all labor categories as the RFP required. The other two protestors, which also did not provide prices for all labor categories, challenged the RFP's requirement; one of the protestors has since withdrawn its protest. DoIT concludes that the rejections were appropriate and that the extant protest that challenged the RFP's requirement also is untimely.

In any event, it is in the State's best interest to approve the award of the master contracts to the qualifying 320 offerors while the two protests are processed. The resolution of the two protests will have no legal effect on the award of master contracts to the successful offerors recommended in this Item; if the protests were upheld, award of master contracts to those companies could be made separately.

Delay in awarding the other 320 CATS+ master contracts would impact the 24 Executive Branch agencies, as well as county and local government agencies that depend on the contract. Delay in awarding this master contract would necessitate the extension of the expiring CATS II master contract.

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<b>FUND SOURCE:</b>	Various
<b>APPROP. CODE:</b>	Various
<b>RESIDENT BUSINESS:</b>	See Pages 10D-24D
<b>MD TAX CLEARANCE:</b>	See Pages 10D-24D

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Board of Public Works Action - The above referenced Item was:

<b>APPROVED</b>	<b>DISAPPROVED</b>	<b>DEFERRED</b>	<b>WITHDRAWN</b>
<b>WITH DISCUSSION</b>		<b>WITHOUT DISCUSSION</b>	