

INFORMATION TECHNOLOGY CONTRACT

ITEM: 3-IT **Agency Contact:** Ellis Kitchen (410) 260-2994
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DEPARTMENT/PROGRAM: Budget and Management (DBM)
Office of Information Technology

CONTRACT ID: 050B7800017;
Cable and Wiring Services
ADPICS NO. 050B7800017

CONTRACT DESCRIPTION: Master contract for statewide services to install copper and fiber optic cable and ancillary equipment to support data and/or voice applications in two functional areas (FAs). FA I is for cable and wiring inside State premises and in between adjacent buildings and FA II is for installation, relocation, preventive/routine maintenance of outside plant fiber optic and communications cable.

AWARDS: See Attachment 1

TERM: 11/1/2006 - 10/31/2011

AMOUNT: \$15,000,000 (5 years)

PROCUREMENT METHOD: Competitive Sealed Proposal

BIDS OR PROPOSALS: See Attachment 2

MBE PARTICIPATION: 30%

PERFORMANCE SECURITY: None

INCUMBENT: FiberPlus, Inc.
Jessup, MD

REQUESTING AGENCY REMARKS: A notice of the availability of the Request for Proposals (RFP) was advertised in the *Maryland Contract Weekly*, on *eMarylandMarketplace.com* and on the DBM Website. Copies of the solicitation notice were emailed directly to 142 prospective vendors, 110 of which were Maryland firms and included 40 MBEs. A copy was also sent to the Governor's Office of Minority Affairs.

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Prospective Offerors were asked to propose providing services in either or both of two functional areas. A total of 18 different firms submitted 24 proposals in the two functional areas. The number of proposals for Functional Area I (FA I) was 14 and for Functional Area II (FA II) was 10. Seven proposals representing 6 Offerors were deemed not reasonably susceptible of being selected for award. Remaining as reasonably susceptible of being selected for award were 11 proposals in FA I and 6 proposals in FA II.

Approval is requested for five awards in FA I and five FA II master contractors for Statewide services to install copper and fiber optic cable, as well as, ancillary equipment used to support data, video and/or voice applications.

FA I provide services for cabling and wiring systems inside State premises and FA II provides services for installation, relocation, preventive and routine maintenance of outside plant fiber optic and communications cables.

The incumbent is now doing the work defined as FA I whereas FA II work was done in the past through contracts awarded from separate solicitations by the requiring agency. This contract will allow all cable and wiring work to be done under the statewide master contracts and multiple awards will allow multiple work requirements beyond the capacity of a single contractor to be done on a timelier basis.

For FA I, Small Work Orders (defined as \$25K or under) will be awarded to the highest ranked Master Contractor under the RFP which is FiberPlus. Any Small Work Orders that FiberPlus refuses will be awarded to the next lowest priced Master Contractor under the RFP. Functional Area I Task Orders (defined as over \$25K) and FA II Task Orders will be awarded through secondary competition. Secondary competition will be achieved by the requiring agency issuing a Technical Order Request for Proposals (TORFPs) with the specifics of the job and a subsequent award to the winning proposal.

FUND SOURCE: Various
APPROP. CODE: Various
RESIDENT BUSINESS: Yes for all
MD TAX CLEARANCE: See Attachment 1

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

APPROVED	DISAPPROVED	DEFERRED	WITHDRAWN
WITH DISCUSSION		WITHOUT DISCUSSION	

AWARDS AND MD TAX CLEARANCE

	<u>Contractors: Functional Area I</u>	<u>Comptroller's Control #</u>
1.	FiberPlus, Inc. Jessup, MD	06-2142-1111
2.	Plexus Installations, Inc. (DBA Plexus Communications Group) Baltimore, MD	06-2119-1111
3.	Technology Alliance, LLC Oxen Hill, MD	06-2129-0000
4.	The Tel-Net Group, Inc. Baltimore, MD	06-2122-1111
5.	Verizon Select Services, Inc. Linthicum Heights, MD	06-2123-1101
	<u>Contractors: Functional Area II</u>	<u>Comptroller's Control #</u>
1.	Cable Constructors, Inc. Iron Mountain, MI (local address in Edgewood, MD)	06-2116-1111
2.	FiberPlus, Inc. Jessup, MD	06-2142-1111
3.	LAI Construction Services, Inc. Cockeysville, MD	06-2118-0111
4.	PrimeNet, Inc. Glen Burnie, MD	06-2120-1001
5.	Verizon Select Services, Inc. Linthicum Heights, MD	06-2123-1101

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ATTACHMENT 2

BPW 10/18/2006

BIDS OR PROPOSALS (Cont):

<u>FA I OFFERORS</u>	<u>Technical Ranking</u>	<u>Financial Amount & Ranking*</u>	<u>Overall Ranking**</u>
FiberPlus, Inc. Jessup, MD	1	\$1,309,536 (1)	1
Plexus Installations, Inc. (d/b/a Plexus Communications Group) Baltimore, MD	4	\$1,818,757 (4)	2
Technology Alliance, LLC Oxen Hill, MD	6	\$1,817,682 (3)	3
The Tel-Net Group, Inc. Baltimore, MD	8	\$1,548,632 (2)	4
Verizon Select Services, Inc. Linthicum Heights, MD	2	\$2,223,807 (7)	5
AVA Electric Company, Inc. Capital Heights, MD	5	\$2,325,340 (9)	6
Technical Specialties, Inc. Lanham, MD	7	\$2,254,195 (8)	7
FastTech, Inc. Beltsville, MD	11	\$1,881,640 (5)	8
PrimeNet, Inc. Glen Burnie, MD	3	\$2,610,773 (10)	9
Technical Connections, Inc. Annapolis, MD	9	\$2,169,999 (6)	10
A&T Systems, Inc. Silver Spring, MD	10	\$3,203,810 (11)	11

Note: * The financial offer total was based upon a model contained in the RFP.

** Technical factors had greater weight than financial factors in the overall award determination.

***Shaded rankings represent top five rankings and the proposed awards.

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ATTACHMENT 2 (Cont)

BPW 10/18/06

BIDS OR PROPOSALS (Cont):

<u>FA II OFFERORS</u>	<u>Technical Ranking</u>	<u>Financial Amount & Ranking*</u>	<u>Overall Ranking**</u>
LAI Construction Services, Inc. Cockeysville, MD	1	\$2,781,650 (2)	1
FiberPlus, Inc. Jessup, MD	3	\$2,428,768 (1)	2
Cable Constructors, Inc. Iron Mountain, MI (local address in Edgewood, MD)	4	\$3,543,633 (4)	3
PrimeNet, Inc. Glen Burnie, MD	5	\$3,175,908 (3)	4
Verizon Select Services, Inc. Linthicum Heights, MD	2	\$5,669,375 (6)	5
Technology Alliance, LLC Oxen Hill, MD	6	\$3,730,750 (5)	6

Note: * The financial offer total was based upon a model contained in the RFP.

** Technical factors had greater weight than financial factors in the overall award determination.

***Shaded rankings represent top five rankings and the proposed awards.