STATE OF MARYLAND
MARYLAND STATE RETIREMENT AGENCY

PRE-PROPOSAL CONFERENCE
TORFP G20 B440001
MPAS O&M SUPPORT SERVICES (SRA 14-06)

Thursday, January 30, 2014

WHEREUPON,

Pursuant to Notice, the above-entitled meeting was held at 10:05 a.m., there being present the following parties:

FROM STATE:

MARGIE J. GORDON
IRA R. GREENSTEIN
VAN LEWIS
THOMAS MONTANYE

VENDORS:

KANDACE DEISHER, UNITED SOLUTIONS
AMBER SCHAD, GANTECH
JOEL BEATON, HPE ENTERPRISE SERVICES
KEN MATTOLA, SOFTWARE CONSORTIUM
LEO HUSSEY, CAI
TERRANCE BROWN, TVCOFA
SANDEEP HARJANI, INFOJINI

REPORTED BY: CHRIS HOFER, NOTARY PUBLIC

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P R O C E E D I N G S

MS. GORDON: Okay, good morning everyone.

VOICE: Good morning.

MS. GORDON: We are going to be recording this pre-proposal conference. We have Chris Hofer of Hunt Reporting. And we would ask that when you ask a question that you say your name and the company that you are with so that it will be transcribed on the minutes. The minutes will be emailed to everyone once we get them. We review them and then get them to you along with a copy of the sign in sheet so that you see who attended.

We are here for the Maryland Pension Administration System operations and maintenance support services. TORFP, it’s the CATS Plus contract for functional area five, software engineering. The closing date for this TORFP, closing date and time is February 12th at 4:00 p.m. Due by 4:00 p.m., no later than. No late bids will be accepted. Questions and proposals are to be sent to myself at the procurement@sra.state.md.us. I am going to introduce myself, my name is Margie Gordon. I'm the Senior Procurement Officer. To my left is Van Lewis. He is the Director of Budget, Contracts and Procurement. To my right is Ira Greenstein. He is the Chief Information Systems Officer. Next to him is Thomas Montanye, he is the Director of Systems Development. And of course, our court reporter.

Going on the key information summary sheet, if you do have the RFP in front of you, on page four, the type is time and materials with a not to exceed limit. The period of performance is to begin on June 1, 2014 and extending until October 31, 2018. The MBE goal is 30 percent. There is no, the VSBE goal, the VSBE is veteran small business enterprise, there is zero percent on that. Small business reserve, this is not. The primary place of performance is the Maryland State Retirement Agency here in the Suntrust Building. We also request that you return a feedback form. I think you find that on the DoIT website. If you would please do so.

Going to page five, we talk about the task order proposal submissions. It is to be submitted by email, not to exceed 25 megabytes, as two attachments in MS Word 2010 format. The subject line in the email submission shall state the TORFP number, which is G20 B4400001. The first file that you send shall be attached shall be the technical proposal. Please title it CATS Plus TORFP G20 B440001 Technical. The second file shall be task order financial proposal and title it CATS Plus TORFP G20 B4400001 financial.

The following proposal documents shall be submitted with the required signatures as PDF files with the signatures clearly visible, please. Attachment one, price proposal. Attachment two, the MBE forms D-1 and D-2. Your attachment four, which is the conflict of interest and disclosure affidavit. Attachment 13, which is the living wage affidavit of agreement. And Attachment 15, which is certification regarding investments in Iran.

Oral presentations, Ira?

MR. GREENSTEIN: There is an error here. It says that all master contractors and proposed staff will be required to make an oral presentation. That is not correct. Only those who are deemed susceptible for award will be called in for oral presentations. There will be a screening of people who are not susceptible for award and they will be notified before orals are scheduled. We don't want to waste your time or ours.

MS. GORDON: Questions, all questions shall be submitted via email to myself no later than five business days prior to the closing date as stated in the key information summary sheet. And once we get all our questions in we will, I will forward them over to Ira and Thomas and then they would get back to me, and then I will put them as an email Q & A to everyone.

As I said, page six, the minority business enterprise. Failure to submit these forms, sign and submit them will result in a rejection of your proposal. There is no cure for that.

As I said, the conflict of interest is next as far as that form.

The non-disclosure agreement, we ask that you fill that out completely. There are several non-disclosure and then there's a couple forms right after that which pertain to the non-disclosure. Please make sure that those are submitted.

And we will have appointments to the reading room. That is going to be held here. They can only be for two hours at a time. And you will contact me to schedule an appointment for that. That is on, in section 1.9 of the non-disclosure agreement.

The living wage, 1.13, living wage, please read that over and make sure that that copy is filled out.

We now will go to the scope of work. Any questions before I turn this over to Ira for the scope of work?

MR. MATTOLA: I have a question regarding the MBE.

MS. GORDON: Mm-hmm?

MR. MATTOLA: If I was an MBE, does that satisfy the 30 percent MBE goal?

MR. GREENSTEIN: The answer to that is no. There is still an MBE requirement even if the MBE is a prime. And the prime is not counted toward that. My understanding is the reason for that, and that is a decision made in Annapolis, the reason is that it puts other primes at a disadvantage. And in order to make it, you know, because there is administrative cost associated with having subcontractors. Therefore it makes it more appropriate if all MBEs have to be subcontractors even if the prime is an MBE.

MS. GORDON: For anyone who just walked in, if they could one point fill out the sign in please?

VOICE: Okay.

MS. GORDON: Okay, the scope of work, sir?

MR. GREENSTEIN: Okay. Section two, scope of work. I'm not going to ready everything aloud. It's here. But I do want to highlight a few things.

On the middle of page eight, it is issued to initially obtain services of five full-time technical staff members comprised of one senior computer systems programmer and four senior computer programmers to support MPAS. All of this is subject to budget constraints. I think we are all sort of aware of that in this business. But it could go up and down. It could go up and down.

Reading further on, the master contractors will propose up to four named resources. That is a DoIT requirement, not to mandate that anyone name five. It is also not a requirement but it is a request that you name up to four. And the reason for that is stated right here. CATS Plus rules require, and I'm reading this from the RFP, we added this but this text was specifically approved. And in fact they liked it down at the Department of IT in Annapolis. CATS Plus rules require that any named proposed on site resource, submitted in a proposal participating in an oral presentation or otherwise incorporated into the agency's substantive evaluation of a proposal submission via task order contractor be fully available to start work on any contract that might result from this procurement at the time of contract award. If any such proposed named or participating on site resource is not available at the time of award, then the proposed submission will be eliminated from further consideration. Okay, is there any question on that? That is new. Okay? But that is a requirement.

If it's post-award it's different. But at the time an award is made if an individual that has been considered as part of the evaluation process is not available, the proposal gets tossed out.

MR. HARJANI: So if the award date is --

MS. GORDON: Excuse me, can you state your name and your company you are with? We are recording.

MR. HARJANI: Yes. It's Sandeep Harjani, company name is INFOJINI, Inc. So if the award is made on say January 1st, and then the notice to proceed is from February 1st. And between January 1st and February 1st, if the person doesn’t become available and he cannot start on February 1st, so would you consider that to be eliminated? Or would you consider that to be post-award?

MR. GREENSTEIN: If on January 1st you do not have a commitment from that individual to start, if that person is no longer with you or is it a contingent hire that is not going to be available to be hired that you know you can’t, that you know you cannot deliver, then we have to eliminate --

MR. HARJANI: Okay.

MR. GREENSTEIN: -- the proposal from consideration. And we will in all likelihood have to develop some kind of a certification that is done at the time of award that you attest to the fact that these people are all available. Not, you know, as far as you know but that they are available to actually participate, you know, in the contract as of this date. MR. HARJANI: Okay, thank you.

MR. GREENSTEIN: Uh-huh.

MR. HUSSEY: Another question?

MR. GREENSTEIN: Yes?

MR. HUSSEY: I'm sorry, Leo Hussey, with CAI. You said up to four resources?

MR. GREENSTEIN: Yes.

MR. HUSSEY: But is there a minimum number of named resources that we must propose to be considered?

MR. GREENSTEIN: Yes, one.

MR. HUSSEY: Okay.

MR. GREENSTEIN: And that is the, and we'll get to that, but it is the team leader who is named key personnel, and that is a requirement of this RFP. I'll discuss that a little more later.

We recognize that at times we will be comparing apples to oranges. But if one proposal contains four names and another contains two, that's a trade off, you know, in our minds to, in order to fulfill the requirement. If we required everyone to do four that means you are rolling the dice on four people. And we feel that that's not necessarily a good situation for you either. So what we tried to do is to say you can name up to four, we will evaluate them, and so on. Okay?

The fact that it's four rather than five is a DoIT requirement which means that your staffing plan becomes that much more critical, how you intend to fill the at least one other position assuming that we go with five. Okay? Again, budget constraints and so on. Continuing on, I'm not going to talk about the agency background unless anyone has any questions specifically about that? I do want to get to page 13 and talk about the reading room. The reading room, which is referenced in Section 1.9, will contain documents intended to assist offerors in assessing the scope of work and preparing proposals. It's hard to put in a proposal to operate and maintain a system if you have no clue what the system is all about, or what the code is like, or anything like that. We recognize that. We are setting up a reading room. It will have design documents, specifically the overall system design and the technical support manual in hard copy. In addition to which we have three volumes each for two of the most prevalent jobs that have to be maintained on a regular basis. We decided not to do the 285 but rather to do the 198 job instead. It has more changes usually than the 285. Again, we understand you don't know what a 285 or a 198 is but that will be, you know, specifically the documentation is there. We have three volumes each: one for .net, one for database, and one for the ILOG and other kinds of code that's related to it so that you can actually look at the programs themselves. So we have the 198 job and the 320 job, both of which are included somewhere in terms of what they actually accomplish.

We have also included, we have a work station set up there with an overhead projector so multiple people can share and look at the thing at the same time that has the DP Requests, which are basically the to-do lists that we create going back to I believe 2012. So you probably have 150 or 200 of those that if you wanted just to look them through and see what it is that typically our business analysts give to the programmers as specifications on what to change and how to change it. That is also there. Look at it to your heart's content. There are more documents and you can open it up and see, you know, not just some samples but you can actually just look at ones however you wish. And again, there is an LCD projector. There are three copies of each of the hard copy documents so that multiple people can come and look at the same time.

Continuing on, on page 16, talking about the requirements, basically what this says it is operations and maintenance. We do not have our own staff to support MPAS, not on the technical side, okay? So it is a fairly all inclusive tasks list that one would typically see for any kind of system maintenance, on an existing system. And in this particular case, as we note, there are somewhere around 150 to 200 requests for changes to be made per year. So it is a fair amount, it is a very active system. Most of them are narrow, some of them are extraordinarily large. It varies greatly. But they are all spec'd out and again you can look at that in the reading room.

Continuing on, on page 20 -- does anyone have any questions up until now that they have, or -- okay. On page 20, G, we have to ensure that the TL contractor personnel when viewed as a collective team be familiar with, and then we list out a bunch of functions. Business knowledge on the team is important. It's not required of each individual. And these areas that are listed here correspond to Attachment 14, where you get to basically say for the people that you are willing to name in the proposal, here is what the level of knowledge that they have in your assessment to each of these areas, general areas.

Jumping ahead to page 22, there is a Section 2.12 on premises and operational security. Please review it. It is not that this is Prussian, but we are very sensitive here to the security and the nature of the system that you are working on has a great deal of nonpublic personal information in it. We do go further in this than the baseline CATS Plus template for the confidentiality agreements that are typically part of the State contract.

While we expect that all work will be done on site, there may be times when off site work will be needed. If nothing else than for people's homes, but potentially on certain tasks, you know, more than that. The bottom line is that we take nonpublic personal information seriously and that this contract handles a whole lot of it.

Questions on that?

Page 24, 2.13, Deliverables. Formal deliverables other than status reports shall be determined and specified by the task order manager during the term of the contract, shall be subject to the standards. Most deliverables are going to be routine. The majority of what we go through is handled through a change management process and through just updating documentation. So there is not necessarily a form of deliverable. It is operations and maintenance, not intended to be lots of new project kind of stuff where the whole systems development life cycle comes into play. But there may be enhancements where we want to go through those SDLC deliverables and so what we have done is accommodated them in the task order RFP.

Questions about that?

Okay, jumping to page 25. Let’s talk about the personnel and the company qualifications. It’s important to understand this is not a supplemental staffing contract. This is a total staffing contract. The agency has none of its own programmers on MPAS maintenance. And while the agency understands that it will have to deal with transition issues, because that that will come up as topic of conversation so we will address it head on, we know we'll have to deal with it but we don't know what those are going to be until after the award. Our intent is to have sufficient lead time and resources to make anything we need into a reality in terms of providing a transition. Okay?

Let's talk about minimum qualifications. There is one senior computer systems programmer. This is the team leader but we expect it to be a hands on work effort kind of person. So in addition to having the usual technical kind of skills we want at least two years of work experience in public sector defined benefit retirement and pension applications. You know, this person is going to be dealing with these kinds of issues. We want this person to have a clue what they are doing.

The rest of the team not necessarily so. We have not put that as a minimum qualification. Preferred qualifications, we do prefer that people who are proposed as senior computer programmer, where you can propose up to three and it might have up to four, we strongly prefer that the proposed personnel in that job class have a minimum of two years of experience working with public defined benefit systems in addition to requisite skills. Their industry specific skills will be given additional weight and consideration when comparing proposals. Okay? That is not a requirement, that is a preference.

We do have a requirement, though, that programmers who work on this have two years of experience dealing with financial type application systems. For example, general ledger accounting, tax issues, interest bearing, customer accounting, calculation based, or something similar to that. Okay? And again, the master contractor proposed personnel will be considered as a collective set of credentials. Okay? Is that clear?

We're going to move on then to the company qualifications. As a minimum qualification we do have that the company has to have experience dealing with financial type application systems. And we have put certain numbers down in terms of how many years or dollar amounts and all of that. We really did try to set these qualifications to be inclusive. But given that, if you have ever done anything in public pension administration you would understand that even a package implementation can take four years with a lot of modifications. If you have dealt with public pensions they are not typical kinds of systems that you would see in manufacturing or in a lot of other public entities. And consequently we want, if the people do not necessarily have to have that experience at least we want a company that has some understanding of what is involved in this to help them along. And in terms of preferred qualifications the people here, again the people are more important than the company. But there is a preference to have organizations familiar with our industry. Any questions about that? And that applies to the master contractor or subcontractor.

Jumping ahead into Section 3.

MR. BROWN: I have --

MR. GREENSTEIN: Yes?

MR. BROWN: This is Terry Brown, TVCOFA.

MR. GREENSTEIN: I'm sorry, because you are not sitting over that way we can't hear you. Could you please, I'm sorry to ask you to relocate but we want to capture the questions. Thank you, sir. Could you please speak up?

MR. BROWN: Yes, sir. I said for the minimum qualification for the company, what if the company does not have ten contracts of $500,000? But they have some that's over $500,000 but they have done extensive billing for financial systems so those (unintelligible) tend to equate to $500,000?

MR. GREENSTEIN: I understand. We picked the numbers here to try to be inclusive. We understand that it will by the fact that we have been specific, it will be exclusive also. If you would like to consider subcontractors in the total number, I guess we can, we would consider that and we will let people know whether that is acceptable. But we put the numbers here to be very explicit. This was also bounced past to folks down in Annapolis before being issued. Is that it?

MR. BROWN: Yes.

MR. HARJANI: So excuse me, one question on that?

MR. GREENSTEIN: Yes?

MR. HARJANI: The $500,000, does it need to be the work we just completed? Or it's a contract which is say $500,000 or more and maybe $300,000 are completed so far?

MR. GREENSTEIN: My understanding is reading this is that the contract value is $500,000. If it is partially complete, that would count.

MR. HARJANI: Okay. Thank you.

MR. GREENSTEIN: Going into proposal format and submission, 3.21-B talks about proposed names, personnel, and task order RFP staffing. To be clear, because we have made a distinction between named personnel and key personnel, we want to be clear that named personnel impact the proposal stage. Key personnel extends for the duration of the contract. Are there any questions on that?

You may name up to four people. You may decide that all of them are key personnel. We have only mandated that the one team leader be key personnel but you may designate other people as key personnel, in which case they will be given additional weight in the evaluation. Is that clear? And this is consistent with the way this agency has handled things in that past, where key personnel are given additional weight. But that also means that for the duration of the contract they are not as readily substitutable as other personnel on the contract might be.

We do want the name and title of specifically proposed key personnel. And again, I remind you that there is an Attachment 14, Proposed

Personnel Retirement Business Understanding Matrix, that needs to be completed and submitted with the proposal. Yes, ma'am?

MS. DEISHER: Kandace Deisher with United Solutions. Because the lead is being proposed as a key personnel, do we need to include the resume and attachment, on Attachment 5 for all key personnel or just that lead personnel?

MR. GREENSTEIN: I would assume you will provide Attachment 5 for all named personnel. Because that is the way we find their credentials out and can assess them. If you wish to provide a company resume format in addition to that, that's fine.

MS. DEISHER: Okay.

MR. GREENSTEIN: Also, Attachment 5 has to be signed. And, okay, yes. The signature is required at the time of oral presentation on Attachment 5. In other words, we recognize that there can be logistical issues in getting signatures from people. We don't want that to mess up the evaluation or your ability to submit in a timely manner. On the other hand, we will want that attestation that is associated with that signature if you folks are called into oral presentations. Does that work for everyone? Okay.

Jumping to page 30, the staffing management plan is very important. Since it is your choice whether to name people and DoIT won't permit you to name all five anyway, there has to be some process for getting more people into the contract. Therefore how you go about doing that is important to us. That is something that has not been as critical in previous, you times, we have issued contracts like this. And we have provided some samples of what might you tell us on how you go about identifying and proposing people to work on a contract. We will add people through work order process, which is defined in the RFP. But how you go about finding those people is important to us. Okay? And that is new this year, if you will, with CATS Plus.

Jumping ahead to the financial proposal, 3.2.2. We were asked to make the contract year 12 months following notice to proceed and therefore the contract year will not be the same as fiscal years here. Which does have some impact in terms of how our budget times out, budget discussions versus how your rates time out, and that is the way it is. It also means that given the tail end of this contract being when it is, the last year is going to be a partial year. It will not be 12 calendar months.

We did that specifically because we did not want contracts ending at a time when we are very busy here. We selected a date in October because that happens to be one of the slower months here. There is no other reason that we picked it other than that. But that matters a lot. We want the next contract process to go smoothly. We recognize that right now is a very busy time. That's not our choice, but it is what it is. Any questions on that? Okay.

Moving ahead to the award process, the contractor will be selected from among the eligible master contractors and in making the award determination we will consider all information submitted in accordance with Section 3. I want to elaborate a bit on the word "all." This includes both the substance of the content and the content itself. So for example if the proposal has a large number of grammatical errors, we are going to make an assumption that documentation that is delivered once the contract is awarded might also be problematic. Similarly a well-written proposal is to us one indication that the organization has the ability to do quality documentation. And documentation is an inherent task within this contract, as is communication and presentation. Those are typical kinds of things that someone has got to do on this project team.

Our qualifications for the technical proposal are listed in descending order. First and foremost is the qualifications of named personnel who are proposed when viewed as a collective team. Key personnel again being given greater weight than other named personnel. We understand we cannot evaluate personnel whose credentials we don't have. And we don't expect resumes to come in here like here is a sample of what other kinds of people we have. That we cannot consider, okay?

Second criterion is the experience of the master contractor with pension-related clients. Third, the master contractor staffing management plan. Fourth is the experience of proposed subcontractors with pension-related clients, and so on. There's two more criteria, the general experience of the master contract and the proposed subcontractors. I am not going to disclose the weighting that we have given them but it is very clearly in this order.

Any proposals deemed susceptible for award will be invited to make presentations where we will evaluate both the offeror and the individuals. And again, it is the on site personnel that are subject to the evaluation. If you bring a vice president of the company to the oral presentation, that person is not subject to the same restrictions about having to be there at the time that the award is made, and so on.

Technical merit and credentials are given greater weight than price. That has been the case here all along. It is certainly the case here.

Questions on that?

Okay. Attachment 1 is the price proposal. Because it is an option to name personnel, but we need to compare apples to apples on pricing, and because what we call a senior computer systems programmer and describe, or a senior computer programmer, may not relate to the job titles that you have in your organizations respectively, we have provided that you can give us resource number one, who is the team lead. You put the resource name and your CATS Plus labor category. And then for the other three positions you can include a resource name if proposed but we do need to know a CATS labor category. And then in terms of the fifth individual we want you to insert the labor category. We know it cannot be a named individual.

And that is why the price proposal has been structured the way it is. We do not make assumptions about how you relate job titles in your organization to the requirements of this task order RFP.

If there are several titles you would like to include and you believe the agency needs in order to deliver on the substance of the requirements with the scope of work, then put several titles down. Any questions on that?

There was a question which came up in terms of class hours. We used 2080 as the base. Okay? Which would imply no one takes any vacation, no one takes any training time, or whatever. That is not the case. We needed to pick a number. However when one looks at the fact that there are evenings and sometimes other work time required outside of the typical 8:00 to 4:30 or whatever work day, the hours add up and we have provided and it is our intent to base our budgeting on 2080. And similarly then the last year because it is a partial year we would only have 870 hours for that year. So this was where we get into an apples to apples kind of comparison. Okay? Questions on that?

The last item I wanted to again highlight is Attachment 14, which is on page 64. The agency has very limited business analyst resources. And it is important for us to know and consider how much of their time is going to be required by the contractor's team certainly at the beginning. It is not a huge gating factor but it is something we need to consider in planning our own resource allocation internally. We need technical people on this contract, but again we're factoring in team business knowledge as a collective group. We are not looking for a non-technical analyst to be proposed because we do not want a person who does not do programming and testing to be proposed. All right? A pure business analyst. We have found frankly that a pure business analyst is going to be of limited value here and therefore we are not asking for it. But we are hoping that you have technical people who also understanding something about our business here. And that is why we are just trying to find out, again, this is more for our benefit. Not an evaluation but for understanding what kind of resource needs we are going to have to give to this contract from one contract or another.

Is that clear? Okay. That being the case I had a couple of questions that were posed to us last minute and I have answers to them. One question was is each master contractor required to propose at least four named resources or can we propose less? And then it goes on to quote various parts of the RFP and say please clarify how many named resources must be proposed.

I think I’ve been explicit on that. Must be proposed? One. Beyond that, it is your option.

Section question, we happen to have issued two task order RFPs on the same date, both of which will start, or we hope to start, the day after CATS Plus terminates, the master contract --

MS. GORDON: CATS II.

MR. GREENSTEIN: CATS II, I'm sorry, CATS II terminates. Does MSRA have a desire or preference for the MPAS O&M versus the systems development staffing support services to be provided by one or separate master contractors?

Answer, both are competitive procurements and the outcomes are the outcomes. There is no preference or desire, it is however it happens.

Third, please clarify if Attachment 1 price proposals should be delivered as a Word doc or a PDF file?

The bottom line on this is that the task order RFP language, which does have certain conflicts in it, is the template that comes from the Department of IT. It is inconsistent; we admit that. Because it requires a signature the price proposal, as an example, should come in a PDF format. Other documents that do not require signatures can come as Word format. But if you, you cannot capture a signature in a Word document, I mean not unless it is electronically wanting to see a signature. Therefore that would come in on PDF. Is that clear?

And that is all I have. Any general questions of me at this point? Sir?

MR. MATTOLA: Ken Mattola from Software Consortium. I just want to clarify what I believe I heard earlier.

MR. GREENSTEIN: Uh-huh.

MR. MATTOLA: You talked about the minimum qualifications of the master contractor.

MR. GREENSTEIN: Yes.

MR. MATTOLA: I believe you did say that the combination of the subcontractors and the master contractor could be added together to meet those qualifications?

MR. GREENSTEIN: I believe I said that we would consider that and be clear, and let people know afterwards. I think, because that is not specific in the task order RFP I will need to confirm that back.

MR. MATTOLA: Okay.

MR. GREENSTEIN: But we understand that issue.

MR. HARJANI: But to produce it in a proposal would you need like ten references, maybe? Like who would verify these things? Or how would you want it to be produced? How would you like to see it, basically?

MR. GREENSTEIN: I think that to the extent that you are providing references, I believe that you have to reference all State of Maryland contracts. There can be more detailed references and less detailed references. I think the easiest way to resolve that, and we actually did give some thought to this in writing the RFP, is if you want to identify ten contracts, that would be appropriate, but only provide detail, a lot of detail, on five of them that are specific to our industry, I would understand that. Thought is, you have to substantiate both the minimum qualifications and any preferred qualifications. I would provide detailed references and descriptions on ones that you want us to give more detailed consideration to. But substantiate the others at least in a reference.

Because remember that we must evaluate your proposal based on what you submit. If there is a credential that is particularly relevant to your corporate qualifications here, I would recommend that you provide more information on it. And if you don't provide reference contact information from that, then we may very well ask for it later. But the more you can provide us, remember there is a first process that we go through to deem a company susceptible for award or not. And to the extent that you want to bolster that process, it would be better to provide more information than less if it is relevant to substantiating the credentials of your organization, or for that matter the individuals that you are proposing.

MR. HARJANI: Thank you.

MR. GREENSTEIN: Okay? Sir?

MR. MATTOLA: Yes. I just want to clarify when you say public sector, you mentioned just now states. What about local government or federal --

MR. GREENSTEIN: Public sector includes local government and so on. In the past we have found, and we are this specific because this is not a 401K organization kind of thing. This is not defined contribution. This is a defined benefit plan. This is not the Pension Benefit Guarantee Corporation, which is an insurance company. This is a public defined benefit pension system. And there are differences in the kinds of considerations that we have here as in the public sector than there would be necessarily in the private sector, for example. Which they do have pension systems in the private sector. Most, as I understand it, do not have employee contributions the same kind of way. Most have different, you know, kinds of provisions. And understanding of what happens in the public sector is important to us.

There are also some public sector organizations that have shifted to defined contribution as opposed to defined benefit. There is a difference and we would understand that difference. We are a defined benefit plan here.

Other questions? Okay?

MR. HARJANI: I'm not sure if this was asked earlier, but who is the current incumbent here of this contract?

MR. GREENSTEIN: I would clarify the word incumbent. This is a competitive procurement. There is an organization who is currently maintaining the MPAS system and that is HP, let me get this right, Enterprise Services State and Local Government Division. Okay? And in that sense I guess they are an incumbent. But this is not just a rebid of an existing contract. There are a few changes here, both in the substance of what we have asked for, and certainly in the proposal that comes in. So the incumbent in that sense is HP.

MR. HARJANI: Okay, thank you.

MS. GORDON: Any further questions? Okay. If you have any questions, as I said, they have to be to me five days prior to closing of the bid so that we can have time to answer them and get them back out to you. All right? Thank you for coming. And for those that came in late, please make sure that you sign in on the sign in sheet. I would greatly appreciate it. Thank you again for coming.

(Whereupon, the above-named pre-proposal conference was concluded at 11:02 a.m.)

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CERTIFICATE OF NOTARY

I, CHRIS HOFER, NOTARY PUBLIC, 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.

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CHRIS HOFER
Notary Public in and for
the State of Maryland

My Commission Expires:

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