

**In The Matter Of:**  
*PRE-PROPOSAL CONFERENCE*  
*ENTERPRISE CONTENT MANAGEMENT SYSTEM*

---

*TASK ORDER REQUEST FOR PROPOSALS*  
*October 31, 2014*  
*OTHS/OTHS-14-002-S*

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Original File CONF1031.TXT

Min-U-Script® with Word Index

1 STATE OF MARYLAND  
 2 DEPARTMENT OF HUMAN RESOURCES  
 3 \* \* \* \* \*  
 4 PRE-PROPOSAL CONFERENCE  
 5 TASK ORDER REQUEST FOR PROPOSALS  
 6 ENTERPRISE CONTENT MANAGEMENT SYSTEM (ECMS)  
 7 AND MAINTENANCE (O&M) SUPPORT SERVICES  
 8 (OTHS/OTHS-14-002-S) NOOB4400085  
 9 \* \* \* \* \*  
 10 Friday, October 31, 2014  
 11 10:00 a.m. to 10:30 a.m.  
 12 \* \* \* \* \*  
 13 Held at:  
 14 State of Maryland  
 15 Department of Human Resources  
 16 1100 Eastern Blvd.  
 17 Essex, Maryland  
 18 COURT REPORTERS, ETCetera, INC.  
 19 Maryland Washington  
 20 (410) 653-1115 (202) 628-DEPO  
 21 1-800-947-DEPO

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1 IN ATTENDANCE (cont'd.)  
 2 TVCOFA Corporation:  
 Brandon Humphries  
 3  
 4 SQN Systems:  
 Louis Bullock  
 5  
 6 FIA:  
 Joyce Westbrook  
 7  
 8  
 9 -oOo-  
 10  
 11  
 12  
 13  
 14  
 15  
 16  
 17  
 18  
 19  
 20  
 21

Page 2

1 IN ATTENDANCE  
 2 STATE OF MARYLAND:  
 3 Kenyatta Powers, CIO  
 4 Tanya Williams, Deputy CIO  
 5 Tiyashi Dastidar, Chief of Staff  
 6 Joe Reese, Procurement Specialist  
 7 L'Aaron Johnson, Procurement  
 8 Richard Wright, Procurement Specialist  
 9 Donna Foster, MBE Administrator  
 10 Sharon Little, OTHS  
 11 ATTORNEY GENERAL'S OFFICE:  
 12 Scott Moore  
 13 Maximus:  
 14 Brian Shea, Director  
 15 Powersolv, Inc.:  
 16 Beth Wong, VP, Business Development  
 17 CantonGroup:  
 18 Thomas Gardner, Director  
 19 PTS Solutions:  
 20 Khin Contrino, President  
 21

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1 PRE-PROPOSAL CONFERENCE  
2 Welcome and Introduction:  
3 **RICHARD WRIGHT:** Welcome to the  
4 Pre-Proposal Conference. My name is Richard  
5 Wright, a Procurement Specialist with OTHS.  
6 Before we begin, just a few  
7 housekeeping notes:  
8 Restrooms are located along the main  
9 hallway near the entrance. Water fountains can  
10 also be found near the restrooms.  
11 All visitors should have signed in  
12 with the security guard upon entering the  
13 building and received a visitor's sticker.  
14 Please note visitors are not permitted throughout  
15 the building without an escort.  
16 In the event of an emergency, please  
17 proceed to the nearest exit. Exits are located  
18 at the front of the building, the rear of the  
19 building, and the western side of the building.  
20 Today we'll be sharing information  
21 regarding the TORFP for Enterprise Content

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1 Management System Operations and Maintenance  
2 Support Services, originally designated with  
3 Agency Control Number OTHS/OTHS-15-029-S.  
4 If you haven't done so already, please  
5 make sure you sign in on the Sign-In Sheet; leave  
6 your business card, and identify yourself as  
7 either a Minority Business Enterprise, or  
8 Veterans Business Enterprise, or Small Business  
9 Reserve Vendor, if applicable.  
10 As we move through each section of the  
11 Agenda, please hold your questions until we reach  
12 the end of each section.  
13 Also, for the purposes of the  
14 transcription, please remember to state your name  
15 and identify your firm or corporation prior to  
16 asking your question. Court Reporters ETCetera,  
17 Incorporated is recording today's proceedings.  
18 We'll proceed now with introductions.  
19 First we'll go around the room and have State  
20 personnel introduce themselves.  
21 **KENYATTA POWERS:** Kenyatta Powers,

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1 Chief Information Officer for DHR.  
2 **TANYA WILLIAMS:** Tanya Williams,  
3 Deputy CIO.  
4  
5 **TIYASHI DASVIDA:** Tiyashi Dastidar,  
6 OTHS. I'm Chief of Staff.  
7 **DONNA FOSTER:** Donna Foster, Minority  
8 Business Enterprise.  
9 **SCOTT MOORE:** Scott Moore, Office of  
10 the Attorney General.  
11 **SHARON LITTLE:** Sharon Little, OTHS  
12 Procurement.  
13 **JOE REESE:** Joe Reese, OTHS  
14 Procurement.  
15 **RICHARD WRIGHT:** Now I would ask the  
16 representatives from our Master Contractors  
17 introduce themselves, our guests.  
18 **BRIAN SHEA:** Would that be us?  
19 **RICHARD WRIGHT:** Yes.  
20 **BRIAN SHEA:** Good morning. Brian Shea  
21 with Maximus.

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1 **BETH WONG:** Beth Wong from Powersolv,  
2 Inc.  
3 **TOM GARDNER:** Tom Gardner with the  
4 Canton Group, and we're an MBE.  
5 **KHIN CONTRINO:** Khin Contrino with  
6 Preferred Technology Solutions, MBE.  
7 **BRANDON HUMPHRIES:** Brandon Humphries  
8 TVCOFA Corporation, MBE.  
9 **LOUIS BULLOCK:** Louis Bullock, SQN  
10 Systems, MBE and Veteran.  
11 **RICHARD WRIGHT:** Okay. Thank you.  
12 We'll proceed now with opening remarks  
13 from Kenyatta Powers, the Chief Information  
14 Officer for OTHS.  
15 **THE COURT REPORTER:** Another person  
16 just came in.  
17 **RICHARD WRIGHT:** That's Joyce  
18 Westbrook.  
19 **KENYATTA POWERS:** From Family  
20 Investment Administration.  
21 Good morning, Joyce.

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1           **JOYCE WESTBROOK:** Good morning.  
2           Opening Remarks:  
3           **KENYATTA POWERS:** Good morning, ladies  
4 and gentlemen, and welcome to the Pre-Proposal  
5 Conference for the Enterprise Content Management  
6 System, Task Order Request for Proposal. The  
7 ECMS TORFP is intended to obtain maintenance and  
8 support services as well as enhancement upgrades  
9 for DHR's existing Enterprise Content Management  
10 System.  
11           This TORFP is essential to DHR, as the  
12 current ECM System provided DHR with improvements  
13 in accessing case documents, improvements in case  
14 work efficiency, improvements with customer  
15 service, and it also provided a foundation for  
16 future automation.  
17           The ECM system has also caught the eye  
18 of the Department of Information Technology,  
19 where they have actually asked DHR to conduct  
20 demos, provide presentations and lessons learned  
21 of our experience with the system to other state

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1 agencies.  
2           DHR is seeking a highly-qualify  
3 business partner with experience in managing  
4 large scale ECMS operations, and they will also  
5 continue to allow DHR to lead state agencies with  
6 ECMS guidance and support.  
7           This TORFP is primarily structured to  
8 provide maintenance and operation to the current  
9 system. However, it is also designed with the  
10 flexible to, at minimum: Make enhancements,  
11 integrate other systems, and add equipment, as  
12 funding becomes available.  
13           We are delighted to have released this  
14 TORFP and look forward to working with a business  
15 partner that will help us mature our technology  
16 services.  
17           Thank you.  
18           **RICHARD WRIGHT:** Thank you, Kenyatta.  
19           We'll now proceed with remarks from  
20 Donna Foster, the MBE Liaison for the Department  
21 of Human Resources, Central Procurement Unit.

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1           **DONNA FOSTER:** Thank you, Rick.  
2           Key Information:  
3           Good morning. Again, I'm Donna  
4 Foster, Minority Business Enterprise  
5 Administrator for the Department of Human  
6 Resources.  
7           Minority businesses are encouraged to  
8 respond to this Task Order and network after the  
9 Pre-Proposal Conference, as long as the room is  
10 available.  
11           It should be noted that the new  
12 regulation regarding a Certified MBE Prime  
13 Contractor meeting up to 50 percent of the  
14 overall MBE goal, and 100 of any one sub-goal,  
15 does not apply to this Task Order, as it results  
16 from a Master Contract that was executed prior to  
17 the effective date of the change.  
18           There has been a 35 percent MBE goal  
19 established for this Task Order, and sub-goals of  
20 9 percent women, 6 percent African American, and  
21 2 percent Hispanic American.

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1           Now we'll cover highlights of Section  
2 1.14, which covers Attachment 2 of the Task Order  
3 Request for Proposal.  
4           There are two MBE documents that must  
5 be submitted with the Task Order proposal: The  
6 MBE Utilization and Fair Solicitation Affidavit,  
7 and the MBE Participation Schedule.  
8           The MBE Utilization and Fair  
9 Solicitation Affidavit, on this form the offeror  
10 must indicate whether they plan to meet the MBE  
11 goal and sub-goals, or indicate that they plan to  
12 request a waiver, in whole or in part, of the MBE  
13 goal and sub-goals.  
14           The MBE Participation Schedule will  
15 list all the subcontractors that will be  
16 associated with this Task Order, the percentage  
17 toward the MBE goal and sub-goals, and work to be  
18 performed.  
19           In addition, the offeror will  
20 acknowledge that other MBE forms will be  
21 required.

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1 Failure to submit the MBE Utilization  
2 and Fair Solicitation Affidavit, and the MBE  
3 Participation Schedule with the Task Order  
4 Proposal, the Procurement Officer shall deem the  
5 bidder or offeror to be nonresponsive, or shall  
6 determine that the offeror is not reasonably  
7 susceptible of being selecting for award.  
8 Within 10 days of notification as the  
9 apparent awardee, the following documents are to  
10 be submitted: The Outreach Efforts Compliance  
11 Form, the Subcontractor Project Participation  
12 Certification, and Waiver documentation, if  
13 indicated on the MBE Utilization and Fair  
14 Solicitation Affidavit.  
15 If for any reason, after demonstrating  
16 a good faith effort, the successful bidder or  
17 offeror is unable to achieve the MBE goal or  
18 sub-goals, the bidder or offeror may request, in  
19 writing, a Request for a Waiver.  
20 Please pay close attention to Items 1  
21 through 5 on Form D-7, for this information

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1 supports good faith efforts and documentation to  
2 support the Waiver.  
3 Please note that if the Waiver is  
4 denied, the bid or offer is rejected, and any  
5 other documents that are required by the  
6 Procurement Officer.  
7 Failure to submit these documents  
8 within the required time frame, the Procurement  
9 Officer may determine that the bidder or offeror  
10 is not responsible and, therefore, not eligible  
11 for award. If the Task Order Agreement has been  
12 awarded, the award is voidable.  
13 Any questions?  
14 (No Response.)  
15 **DONNA FOSTER:** Thank you.  
16 **RICHARD WRIGHT:** Thank you, Donna.  
17 Section 1:  
18 We'll proceed with an overview of  
19 Section 1, in short order, but first a couple of  
20 reminders.  
21 First of all, a reminder that the

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1 following attachments must be submitted with each  
2 Technical Proposal: Attachment 2, you must  
3 submit MBE Forms D-1 and D-2; Attachment 4, the  
4 Conflict of Interest Affidavit and Disclosure;  
5 Attachment 5, the Labor Classification Personnel  
6 Resume Summaries; Attachment 13, the Living Wage  
7 Affidavit of Agreement; Attachment 15, the VSBE  
8 Utilization form; and Attachment 16,  
9 Certification Regarding Investments in Iran.  
10 The following attachments shall be  
11 included with the TO Financial Proposal:  
12 Attachments 1A, 1B, 1C, and 1D, Price Proposals.  
13 The Office of Technology for Human  
14 Services is seeking a TO Contractor to provide  
15 maintenance and system operations support  
16 services, as well as enhancement upgrades for  
17 DHR's web-based ECMS application from one Master  
18 Contractor.  
19 A resulting TO Contract will be a  
20 combination of fixed price and time and  
21 materials. Only one Contract will be awarded,

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1 and the Contract will be awarded for a period of  
2 three years with two one-year options to be  
3 exercised at the sole discretion of the State.  
4 As part of the evaluation of the  
5 proposal for this TO Contract, Master Contractors  
6 shall propose exactly four named Key Resources,  
7 and shall describe in a Staffing Plan how  
8 additional resources shall be acquired to meet  
9 the needs of the DHR, and shall do so by  
10 proposing a Service Level Agreement that details  
11 the timing, plan, and methodology for initial  
12 staffing.  
13 While only four labor categories are  
14 identified as Key Personnel to be available for  
15 evaluation, DHR will issue a Sub Task Order  
16 immediately upon TO award for 4 additional  
17 Non-Key Resources, following the Sub Task Order  
18 process in Section 2.17, for a total of 8  
19 resources at the start of the TO Contract.  
20 DHR may request an additional 10  
21 resources using the Sub Task Order process, for a

Page 17

1 maximum concurrent resource count of 18.  
2 The Key Resources and Non-Key  
3 Resources are listed in Section 2.1, Page 23 of  
4 the TORFP.  
5 As you're no doubt aware, if you're  
6 doing business with the State of Maryland, you're  
7 required to register with the Maryland Department  
8 of Assessments and Taxation, as well as with the  
9 Department of Labor and Licensing.  
10 Failure to complete registration with  
11 the Department of Assessments and Taxation may  
12 disqualify an otherwise successful Master  
13 Contractor from final consideration and  
14 recommendation for contract award.  
15 Also, please remember that I am the  
16 sole point of contact for any questions you may  
17 have during the procurement process, both before  
18 and after the closing date. If you have any  
19 questions, or if you are sending in any  
20 documentation, you need to send them to my  
21 attention.

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1 The deadline for submitting questions  
2 prior to the closing date is 2:00 p.m., November  
3 25th, 2014, and this deadline will be strictly  
4 enforced.  
5 Proposals must be received no later  
6 than 2:00 p.m. local time on December 12th, 2014.  
7 This deadline will also be strictly enforced.  
8 The subsections of Section 1 are  
9 primarily TORFP boilerplate, developed by the  
10 State of Maryland Department of Information  
11 Technology. I'm confident everyone has had a  
12 chance to review these subsections.  
13 At this time, I'll open the floor to  
14 anyone who has any questions pertaining to  
15 Section 1. Please remember to state your name  
16 and identify your firm or corporation prior to  
17 asking your question.  
18 Any questions on Section 1?  
19 (No Response.)  
20 Section 3 - Proposal Format:  
21 **RICHARD WRIGHT:** Very well.

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1 Now we'll move on to Section 3, which  
2 details the manner in which Technical and  
3 Financial Proposals are to be submitted.  
4 Please remember that electronic  
5 submissions are not acceptable for this TORFP,  
6 and must be delivered to the address listed in  
7 the Key Information Sheet, in the form of hard  
8 copies and CD-ROM, exactly as specified in  
9 Sections 3.1 through 3.4.  
10 I'll now open the floor to any  
11 questions pertaining to Section 3. Please  
12 remember to state your name and identify your  
13 firm or corporation prior to asking your  
14 question.  
15 (No Response.)  
16 **RICHARD WRIGHT:** Very well. Thank  
17 you.  
18 Section 4 - Procedure for Awarding Agreement:  
19 We'll now move on to Section 4, which  
20 describes the procedures that will be used for  
21 evaluation and award. I trust that everyone has

Page 20

1 had a chance to read Section 4.  
2 Please remember that prior to Price  
3 Proposals being opened, the Technical Proposals  
4 will be evaluated and ranked. The Technical  
5 Proposal carries more weight in terms of  
6 evaluation.  
7 At this time, I'll open the floor to  
8 anyone who has any questions pertaining to  
9 Section 4. Please remember to state your name  
10 and identify your firm or corporation prior to  
11 asking your question.  
12 (No Response.)  
13 **RICHARD WRIGHT:** Okay. Very well.  
14 Thank you.  
15 Before we get into Section 2, the  
16 Scope of Work, I'd like to draw your attention to  
17 the two Amendments that have been issued thus  
18 far.  
19 Amendments:  
20 Amendment Number 1, issued on October  
21 20th, 2014, adds Procurement Officer information

Page 21

1 to the Key Information Summary Sheet; revises the  
2 deadline for the submission of questions to  
3 November 25th, 2014; and revises the TORFP  
4 closing date and time to December 12th, 2014.  
5 Amendment Number 2, issued on October  
6 22nd, 2014, revises the Control Number of the  
7 TORFP, changing it from OTHS/OTHS-15-029-S to  
8 OTHS/OTHS-14-002-S.  
9 At this time, I'll open the floor to  
10 any questions pertaining to the Amendments.  
11 Please remember to state your name and identify  
12 your firm or corporation prior to asking your  
13 questions.  
14 Are there any questions on the  
15 Amendments?  
16 (No Response.)  
17 **RICHARD WRIGHT:** Very well. At this  
18 time, Kenyatta Powers, the Chief Information  
19 Officer for the Office of Technology, Human  
20 Sources, will discuss Section 2, the Scope of  
21 Work.

Page 22

1 Section 2 - Scope of Work:  
2 **KENYATTA POWERS:** I wanted to  
3 highlight a few sections in Section 2 that are  
4 key features that you all may need to pay very  
5 close attention to.  
6 The Purpose on Page 23, as Rick has  
7 stated, and I think is very key to repeat again:  
8 The TO Contractor shall propose exactly four (4)  
9 named resources listed as Key Personnel that DHR  
10 will evaluate for purposes of TO award.  
11 The TO Contractor shall describe in a  
12 Staffing Plan how additional resources shall be  
13 acquired to meet the needs of DHR.  
14 At Contract award, DHR will issue a  
15 Sub Task Order with Notice to Proceed to  
16 authorize an additional four (4) Non-Key  
17 personnel staff, for a maximum startup total of  
18 eight (8) resources.  
19 DHR may request an additional ten (10)  
20 resources using the Sub Task Order process, for a  
21 maximum concurrent resource count of eighteen

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1 (18) resources.  
2 In Section 2.2, it provides the DHR  
3 background information, including information on  
4 the three DHR program administrations and the  
5 three divisions within OTHS.  
6 2.2.1 and 2.2.2 provides details of  
7 DHR's current network architecture and DHR's  
8 current systems that this TORFP is supporting.  
9 Section 2.2.3 provides the background  
10 of three major contracts that this TORFP will  
11 also support, that includes DHR's Application  
12 Maintenance, Hosting, and Enterprise Project  
13 Management Office contracts.  
14 Section 2.3 explains the software  
15 vendors, which is Compass and OnBase, the  
16 document process and functionality, ECMS  
17 capabilities, equipment, and how data's actually  
18 transferred. Knowing this section is very key in  
19 understanding the structure of how ECMS currently  
20 operates.  
21 Section 2.5, starting on Page 46 to

Page 24

1 Page 69, consists of the requirements for this  
2 TORFP, that includes Contractor Responsibilities,  
3 that consists of interaction with the other key  
4 contracting vendor, maintaining the ECMS help  
5 desk, hardware, software, and N-1 requirements,  
6 technology refresh, SLAs, backup and discovery,  
7 disaster recovery, continuity plan, and details  
8 around IV&V.  
9 2.6.7.1 describes the Background  
10 Checks. The TO Contractor shall ensure its  
11 employees and subcontractors background check  
12 certifications are renewed annually at the TO  
13 Contractor's sole expense.  
14 Section 2.7, please note that the  
15 Deliverable Acceptance criteria in Section 2.7.5,  
16 and the descriptions of each deliverable starting  
17 on Page 75 through 79.  
18 In addition to the experience  
19 identified in the CATS+ Master Contract in  
20 Section 2.10, labor categories and  
21 qualifications, the TO Contractor personnel must

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1 also meet the specific qualifications in Section  
2 2.9.2.  
3 Section 2.14, Invoicing: The TO  
4 Contractor shall submit invoices monthly, by the  
5 15th business day of each month, which should  
6 include an itemized billing for all work  
7 completed and services rendered for the previous  
8 month.  
9 Section 2.16 for Time Sheet Submission  
10 and Acceptance: Within three business days after  
11 the 15th, and the last day of the month, the TO  
12 Contractor shall submit a semi-monthly time sheet  
13 for the preceding half month, providing data for  
14 all resources provided under the Task Order.  
15 This section explains in detail the minimum  
16 information that must be included in the time  
17 sheets.  
18 Time sheets shall be submitted to the  
19 TO Manager for approval by signature.  
20 Page 93, Section 2.17 explains the new  
21 Sub Task Order process.

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1 The issuance of Sub Task Orders will  
2 be subject to Department priorities and  
3 availability of funds.  
4 Additional services or resources may  
5 be provided via the Sub Task Order process. The  
6 TO Contractor shall be required to respond to the  
7 initial DHR request for a Sub Task Order within  
8 ten (10) business days, or within the time frame  
9 designated by the TO Manager.  
10 Proposed personnel on any type of Sub  
11 Task Order shall be approved by the TO Manager.  
12 The TO Manager will issue an NTP after the Sub  
13 Task Order is approved and/or interviews are  
14 completed.  
15 Are there any questions on Section 2?  
16 Yes ma'am.  
17 Questions:  
18 **BETH WONG:** Beth Wong, Powersolv, Inc.  
19 Is there an incumbent doing all this?  
20 **KENYATTA POWERS:** Correct. Yes, it  
21 is.

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1 **BETH WONG:** And can you identify who  
2 is?  
3 **KENYATTA POWERS:** Maximus.  
4 **BETH WONG:** Say it again.  
5 **KENYATTA POWERS:** Maximus is currently  
6 doing -- is the incumbent for the current  
7 contract.  
8 **BETH WONG:** Second question is that it  
9 says the company provides proof of certification,  
10 CMMI Level 3. So, I guess that's mandatory, as  
11 well?  
12 **KENYATTA POWERS:** No.  
13 **BETH WONG:** It is not company's  
14 minimum qualification?  
15 **KENYATTA POWERS:** Let me get back to  
16 you. We'll follow up with that answer. That  
17 shouldn't be there. But let's follow up on that  
18 answer to that question.  
19 **TOM GARDNER:** Tom Gardener with The  
20 Canton Group.  
21 Minimal qualifications by the Master

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1 Contractor. Can the team meet those  
2 qualifications?  
3 **KENYATTA POWERS:** The team?  
4 **TOM GARDNER:** The proposed team with  
5 your subcontractors, or is that just for the  
6 Master Contractor?  
7 **KENYATTA POWERS:** They're more -- I  
8 need to look at it in more detail and we can  
9 answer a more detailed question in writing. But  
10 more specifically it's more around the prime, but  
11 we'll answer that more in writing.  
12 **TOM GARDNER:** Okay. Thank you.  
13 **KENYATTA POWERS:** Yes.  
14 **BETH WONG:** Beth Wong, Powersolv, Inc.  
15 The evaluation criteria, do you focus  
16 more on the Master Contractor, rather the prime  
17 vendor, and not the sub? Or it's both,  
18 combination?  
19 **KENYATTA POWERS:** It's both, a  
20 combination of.  
21 Sir?

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1           **BRANDON HUMPHRIES:** Brandon Humphries,  
2 TVCOFA Corporation.  
3           Regarding the Minimum Qualifications,  
4 DBA certification from an accredited institution,  
5 will that course qualify as oracle (phonetic),  
6 service certifications, or formal college?  
7           **KENYATTA POWERS:** Repeat the question;  
8 I didn't hear the first part.  
9           **BRANDON HUMPHRIES:** Section, Minimum  
10 Qualification, "The Master Contractor's proposed  
11 Database Manager shall," and on Page 84, "Possess  
12 a DBA certification from an accredited  
13 institution." So, specifically, which  
14 institution -- I mean, what form of --  
15           **KENYATTA POWERS:** What form of a  
16 accredited institution?  
17           **BRANDON HUMPHRIES:** Yeah.  
18           **KENYATTA POWERS:** We'll have that  
19 answer in writing.  
20           **TANYA WILLIAMS:** I'm sorry, you're  
21 asking what type of certification?

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1           **BRANDON HUMPHRIES:** Right.  
2           **TANYA WILLIAMS:** The specific type of  
3 database, like if a SQL or --  
4           **BRANDON HUMPHRIES:** Right.  
5           **TANYA WILLIAMS:** So, we'll answer  
6 that.  
7           **KENYATTA POWERS:** So, I just want to  
8 be clear on your question: About the  
9 certification, or the type of institution?  
10           **BRANDON HUMPHRIES:** The certification,  
11 the SQL server, or would other ones qualify as  
12 well.  
13           **KENYATTA POWERS:** Okay. Any other  
14 questions?  
15           (No Response.)  
16           **KENYATTA POWERS:** Thank you.  
17           **BETH WONG:** Beth Wong again from  
18 Powersolv.  
19           I notice all the required key  
20 resources doesn't provide the education  
21 qualification in terms of their background. It's

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1 more emphasized on the experience. Is that  
2 something it's a must, is more experience rather  
3 than education?  
4           **L'AARON JOHNSON:** Part of the answer  
5 in the Master Contract has the qualifications for  
6 all positions, so that is the basis for the  
7 persons beginning to be qualified. And what  
8 we've done is specify the additional experience  
9 expected for the person to be evaluated on.  
10           **BETH WONG:** So, it's again more  
11 focused on the experience rather than the  
12 education?  
13           **KENYATTA POWERS:** It's both, because  
14 if you look at the Master Contract, it has  
15 specific qualifications for that particular  
16 category, so you have that qualification that you  
17 have to meet, in addition to what's stated in  
18 this TORFP.  
19           **BETH WONG:** Okay.  
20           **KENYATTA POWERS:** So, it's both.  
21           **BETH WONG:** It's both, combination.

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1 Okay.  
2           **KENYATTA POWERS:** Yes?  
3           **BRANDON HUMPHRIES:** Brandon Humphries,  
4 TVCOFA.  
5           Can a totally new solution be proposed  
6 for the ECM application?  
7           **KENYATTA POWERS:** Are we asking for a  
8 totally new --  
9           **BRANDON HUMPHRIES:** Is that possible?  
10 Could that be proposed as well, too?  
11           **KENYATTA POWERS:** You can propose it,  
12 but that's not necessarily what we're asking for.  
13           **BRANDON HUMPHRIES:** Okay.  
14           **CLARENCE HAWKINS:** We're trying to  
15 maintain and operate our current solution. But,  
16 I mean, of course we'll listen to anything you  
17 got.  
18           **KENYATTA POWERS:** Any other questions?  
19           (No Response.)  
20           **RICHARD WRIGHT:** Okay. Once again, no  
21 further questions?

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1 (No Response.)  
2 **RICHARD WRIGHT:** Kenyatta will be  
3 offering closing remarks momentarily. Give you a  
4 chance to ask any that you haven't asked. So,  
5 looks like you don't, so Kenyatta will be  
6 offering closing remarks.  
7 Closing Remarks:  
8 **KENYATTA POWERS:** So, first I'd just  
9 like to thank you for your interest in possibly  
10 bidding on the ECMS TORFP, and for attending this  
11 Pre-Proposal Conference. I hope the information  
12 that was provided was valuable and beneficial to  
13 you and that could assist you in better preparing  
14 for your Proposal.  
15 DHR is eager to award this Contract to  
16 dedicated and committed business partners.  
17 Thank you again for your time.  
18 **RICHARD WRIGHT:** Thank you, Kenyatta.  
19 Please remember that any additional questions  
20 must be e-mailed to me at:  
21 Richard.wright@maryland.gov. The

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1 cut-off date for submitting questions is November  
2 25th, 2014 at 2:00 p.m.  
3 Thank you.  
4 (Conference concluded at 10:30 a.m.)  
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1 **CERTIFICATE OF REPORTER**  
2 I, **CHERYL JEFFERIES**, a certified court  
3 reporter, do hereby certify that the foregoing  
4 Pre-Proposal Conference was stenographically and  
5 electronically recorded by me and transcribed to  
6 the best of my ability.  
7 As witness my hand this 12th day of  
8 November, 2014.  
9  
10  
11 -----  
12 **CHERYL JEFFERIES**  
13  
14  
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16  
17  
18  
19  
20  
21

<p><b>A</b></p>	<p>11:20,21 and/or (1) 26:13</p>	<p><b>background (5)</b> 23:3,9;24:9,11;30:21</p>	<p>20:5 <b>case (2)</b> 9:13,13</p>	<p>17:10 <b>completed (2)</b> 25:7;26:14</p>
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<p><b>achieve (1)</b> 13:17</p>	<p><b>apply (1)</b> 11:15</p>	<p><b>beginning (1)</b> 31:7</p>	<p><b>CD-ROM (1)</b> 19:8</p>	<p><b>CONFERENCE (6)</b> 5:1,4;9:5;11:9; 33:11;34:4</p>
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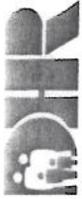
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