

**DEPARTMENT OF BUDGET AND MANAGEMENT  
ACTION AGENDA**

**INFORMATION TECHNOLOGY CONTRACT**

**ITEM:** 3-IT

**Agency Contact:** Ellis Kitchen  
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**DEPARTMENT/PROGRAM:**

Budget and Management (DBM);  
Office of Information Technology (OIT)

**CONTRACT ID:**

050R58800353;  
Purchase of MRV-Brand Network Communications  
Hardware Products and Related Telephone Support  
Services  
ADPICS NO: 050B6800046

**CONTRACT DESCRIPTION:**

Contract to provide MRV-Brand network communications hardware products and related telephone support services. A fixed percentage discount off of applicable MRV-Brand hardware list prices and related telephone support services will be applied at the time of each hardware product's purchase (see Requesting Agency Remarks below).

**AWARD:**

Acela Technologies, Inc.  
Frederick, MD  
(MDOT Certified MBE)

**TERM:**

4/20/2006 - 4/30/2008

**AMOUNT:**

\$400,000 NTE (2 Years, 11 Days)  
(\$320,000 Gen.; \$80,000 Reimb.)

**PROCUREMENT METHOD:**

Competitive Sealed Bidding

**BIDS OR PROPOSALS:**

Only one bid received

**MBE PARTICIPATION:**

None (see Requesting Agency  
Remarks below)

**FUND SOURCE:**

80% Gen.; 20% Reimb.

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**ITEM:** 3-IT (Cont)

**APPROP. CODE:** F10A0404

**INCUMBENT:** None

**REQUESTING AGENCY REMARKS:** A notice of the availability of the Invitation for Bids (IFB) was advertised in the *Contract Weekly*, at the *eMarylandMarketplace.com* (eMM) website and on the DBM Bid Board. Notification at eMM went to 67 vendors that were registered on eMM. A copy was also sent to the Governor's Office of Minority Affairs. In addition, eight different vendors were directly solicited by DBM. There was no MBE goal established for this contract as there is no known opportunity to subcontract.

A Pre-bid Conference was held for this procurement; however, there were no attendees from the vendor community. Only one bid was received in response to this solicitation.

The recommended contractor, Acela Technologies, Inc. ("Acela") is responsible and its bid meets all the requirements set forth in the IFB. Moreover, the bid has been deemed fair and reasonable and other prospective bidders had a reasonable opportunity to respond to the solicitation.

A survey of potential vendors was conducted to determine why there was only one bid. Three of the eight vendors directly solicited sent information that they would not be bidding, which included MRV itself. One of these noted that the scope of the work was beyond their current capacity.

Follow-up with the documented 'no-bid' vendors and other inquiries to other non-bidding vendors indicated that their lack of response was because of no interest to actually participate in the contract, no capacity, hesitation over the COMAR compliance to such things as non-visual access, and shipping costs requirements which might be affected by unknown fluctuating fuel costs.

This contract will provide to networkMaryland™ an efficient means of obtaining network components for the completion of the networkMaryland™ high-speed network communications project. Acela will provide a percent discount off MRV's Price list which is between 34% and 35% on all hardware products and 5% on related telephone support.