

**DEPARTMENT OF BUDGET AND MANAGEMENT  
ACTION AGENDA**

**INFORMATION TECHNOLOGY CONTRACT**

**ITEM:** 7-IT **Agency Contact:** Ellis Kitchen  
(410) 260-2994  
ekitchen@dbm.state.md.us

**DEPARTMENT/PROGRAM:** Budget and Management (DBM)  
Office of Information Technology

**CONTRACT ID:** 050R5800226;  
PBX Equipment, Software, Services and  
Maintenance  
ADPICS NO. 050B6800048

**CONTRACT DESCRIPTION:** Statewide contract to provide State agencies  
an economical and efficient way to obtain certain telephone switching systems and  
associated peripherals (see Requesting Agency Remarks below).

**AWARD:** NuVision Technologies, LLC  
Sterling, VA

**TERM:** 6/1/2006 - 5/31/2011

**AMOUNT:** \$30,000,000 Est. Total (5 years)

**PROCUREMENT METHOD:** Competitive Sealed Proposals

**BIDS OR PROPOSALS:** See Attachment

**MBE PARTICIPATION:** 35%

**FUND SOURCES:** Various Agencies

**APPROP. CODE:** Various

**INCUMBENT:** See Requesting Agency Remarks below

**REQUESTING AGENCY REMARKS:** A notice of the availability of the Request For Proposals (RFP) was posted on the DBM website, was advertised in the *Maryland Contract Weekly* and at the *eMarylandMarketplace.com* website. The solicitation was also e-mailed directly to 32 prospective vendors and a copy was also sent to the Governor's Office of Minority Affairs.

A previous contract was awarded for NEC Brand PBXs (see DBM BPW Agenda Item 6-IT of 3/2/2005). NEC Brand PBXs are installed in many State Agencies. That contract

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will be used for all NEC PBX purchases, while this contract will be used for all others (see below).

This contract provides agencies a cost effective means to acquire equipment, software, services and maintenance for non NEC Brand Private Branch Exchanges (PBXs), electronic key systems, hybrid key systems, Voice Over Internet Protocol (VOIP) hardware and other peripherals to support video teleconferencing, interactive voice response systems, automated call distribution systems, voice mail systems and paging systems. The contract also includes telecommunication management tools, wiring, and cabling services in direct support of installation of the systems.

This contract will supply any or all of seven non NEC Branded manufacturers of PBX telephone systems. The RFP allowed offerors to propose any or all of the seven PBXs. However, the RFP also stated that the award would be made to an offeror that proposed providing most or all product lines if there were adequate competition.

Four proposals were received in response to the solicitation. Two were for all seven product lines (see Attachment) while two were for only one or two product lines. Accordingly, the two offerors with the limited product line offerings were deemed to be not reasonably susceptible of being selected for award.

NuVision Technologies, Inc. was ranked first technically and financially. It was determined to have submitted the most advantageous offer to the State and is recommended for award. In making this determination, technical factors were given greater weight than price.

The contract's *Award Amount* shown above is different from the *Offer Amount* shown in the Attachment. The *Offer Amount* was based upon a model in the RFP for evaluation purposes. The *Award Amount* is estimated and based upon firm-fixed unit prices established in the contract. Payments will be made only for the actual amounts of equipment or services provided.

**RESIDENT BUSINESS:** No

**MD TAX CLEARANCE:** 06-0948-1111

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

APPROVED            DISAPPROVED            DEFERRED  
WITHDRAWN

WITH DISCUSSION

WITHOUT DISCUSSION

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## ATTACHMENT

BPW 5/3/2006

**BIDS OR PROPOSALS**

| <u>Offeror</u>                             | <u>Tech.<br/>Rank</u> | <u>Financial *<br/>Offer (Rank)</u> | <u>Overall **<br/>Rank</u> |
|--|-----------------------|-------------------------------------|----------------------------|
| Nu-Vision Technologies<br>Sterling, VA     | 1                     | \$7,354,209 (1)                     | 1                          |
| Black Box Network Services<br>Sterling, VA | 2                     | \$9,192,850 (2)                     | 2                          |

\* Note: The financial offer amount was based upon a one-year model in the RFP for evaluation purposes.

\*\* Note: Technical ranking had greater weight than financial ranking in the overall award determination.