

**Supplement D**  
**Department of Information Technology**  
**ACTION AGENDA**  
**February 6, 2019**



# Supplemental

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## 4-IT. DEPARTMENT OF INFORMATION TECHNOLOGY

**Contract ID:** Statewide Network Management Services (SNMS)  
ADPICS BPO No.: 060B8400023

**Contract Description:** Provide access Statewide to IT network management and maintenance services, including MDOT's IT network.

**Awards:** Digital Management, LLC, Bethesda, MD

**Term:** 3/1/2019 – 2/28/2022 (3-year base w/two 2-year options)  
*\*or earlier upon Board approval*  
3/1/2022 – 2/28/2024 (option 1)  
3/1/2024 – 2/28/2026 (option 2)

**Amount:** \$27,201,877 (base)  
\$17,915,460 (option 1)  
\$18,267,433 (option 2)  
\$63,384,770

**Procurement Method:** Competitive Sealed Proposals

**Proposals:**

Offeror	City, State	RANKING			
		Technical	BAFO Financial	Evaluated Price	Overall Rank
Digital Management, LLC	Bethesda, MD	2	1	\$63,384,770	1
CACI, Inc. – Federal	Chantilly, VA	1	3	\$83,550,544	2
GANTECH Inc.	Columbia, MD	3	4	\$88,661,971	3
A&T Systems, Inc.	Silver Spring, MD	4	2	\$81,852,582	4
Verizon Business Services	Silver Spring, MD	5	5	\$101,766,009	5

**MBE Participation:** 25%

**VSBE Participation:** 3%

**Remarks:** The Department of Information Technology, on behalf of State agencies, issued a Request for Proposal to obtain cost-effective IT network management and maintenance services. The resulting contract will provide the State support in the following task areas:

- Network management, maintenance, and operations support
- Systems maintenance and operations support

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## 4-IT. DEPARTMENT OF INFORMATION TECHNOLOGY (cont'd)

### **Remarks: (cont'd)**

- Infrastructure management
- Network Operations Center management
- Technical services
- Network security and certification services
- Disaster Recovery services including backup and restoration
- Strategic IT consulting and business planning
- Enterprise architecture and design
- Application server support and application support
- On-demand technical services

The solicitation was advertised in *eMarylandMarketplace* and on DoIT's IT Bid Board; additionally DoIT directly solicited 684 firms. Technical factors were given greater weight than financial factors in making the award recommendation. The RFP required offerors to: (1) respond to an initial work order to provide network management support services to MDOT on a fixed price basis; and (2) propose fixed labor rates on a time and materials basis for future on-demand work orders by State agencies. Six proposals were submitted. One offeror was determined not reasonably susceptible for award for failing to meet minimum requirements. The evaluation team evaluated the remaining five proposals, including past performance through reference checks, and hosted oral presentations with each offeror to determine, on a consensus basis, the technical rankings. DoIT requested best and final offer from the five offerors which resulted in the financial rankings provided.

Digital Management, LLC has significant experience supporting government agencies and large organizations on a worldwide scale, possesses mature business processes, is ITIL certified, and proposes highly-knowledgeable personnel. Digital Management's solution meets all RFP requirements. Based on its second-rank technically and its lowest price offer, award is recommended to Digital Management, LLC as the most advantageous.

<b>Fund Source:</b>	General	<b>Approp. Code:</b>	Various
<b>Resident Business:</b>	Yes	<b>MD Tax Clearances:</b>	18-2300-1111

This Item was withdrawn as Item 3 on the 1/23/19 DoIT Agenda.

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### **BOARD OF PUBLIC WORKS ACTION – THIS ITEM WAS:**

**APPROVED**

**DISAPPROVED**

**DEFERRED**

**WITHDRAWN**

**WITH DISCUSSION**

**WITHOUT DISCUSSION**