

**Supplement D**  
**Department of Information Technology**  
**ACTION AGENDA**  
**June 20, 2018**



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**3-IT. DEPARTMENT OF INFORMATION TECHNOLOGY**

**Contract ID:** Geographic Information System Software-as-a-Service Master Contract  
*eMM* Solicitation No.: MDF5031031325  
 ADPICS BPO No.: 060B7400056

**Contract Description:** Multiple-award, indefinite-quantity, purchase-order-request-for proposals, master contract to provide a variety of Geographic Information System (GIS) software-as-a-service (SaaS) products and training.

**Award:**

Contractor	Functional Area		
	I	II	III
Applied Geographics, Inc., Boston MA	X		X
Boundless Spatial, New York, NY	X		X
BWRIGHT Consulting & Tech. Training, LLC, Upper Marlboro, MD			X
Cyclomedia Technologies, Berkeley, CA	X	X	X
Data Transfer Solutions, LLC, Orlando, FL	X	X	X
Geo-Comm, Inc., St. Cloud, MN	X	X	
Health Solutions Research, Inc., Rockville, MD	X	X	X
IIC Technologies, Columbia, MD	X		X
Michael Baker International, Linthicum, MD	X		X
Sanborn, Colorado Springs, CO	X		
Socrata, Inc., Seattle, WA	X		

*Functional Area I*      SaaS GIS and Open Data Cloud Services  
*Functional Area II*     SaaS GIS Data Services/Subscriptions  
*Functional Area III*    SaaS Training and Support

**Term:** 7/1/2018 – 6/30/2021 (3-year base term w/ two 2-year options)  
 7/1/2021 – 6/30/2023 (first 2-year option)  
 7/1/2023 – 6/30/2025 (second 2-year option)

**Amount:** \$ 10,000,000 (3-year base term)  
 \$ 7,000,000 (first 2-year option)  
\$ 8,000,000 (second 2-year option)  
 \$25,000,000

**Procurement Method:** Competitive Sealed Proposals

Supplement D  
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June 20, 2018



**3-IT. DEPARTMENT OF INFORMATION TECHNOLOGY (cont'd)**

**Proposals:** See Remarks

**MBE Participation:** None

**Remarks:** DoIT advertised the Request for Proposals on *eMarylandMarketplace.com* and on the DoIT website. The RFP was sent directly to all vendors identified as being capable of delivering the services. DoIT received fifteen proposals.

- One offeror was not reasonably susceptible for award as it did not meet minimum qualifications
- One offeror withdrew its proposal during the Best and Final Offer process
- DoIT currently recommends award to 11 of the remaining 13 offerors (includes four Maryland businesses)
- NOTE: DoIT may seek future approval to award master contracts to the final two vendors if negotiation of licensing agreements, contract exceptions, and satisfactory financial evaluation is completed.

This new Master Contract offers State agencies access to GIS SaaS products and training, and will enable agencies to select the best GIS SaaS for their particular tasks at competitive prices. Services available under these GIS SaaS Master Contracts fall into three functional areas: SaaS GIS and open data cloud services; SaaS GIS data services/subscriptions; and SaaS training and support. An agency that seeks GIS software and maintenance services will engage in a second level of competition through a purchase-order-request-for-proposal sent to the Master Contractors authorized to provide the needed software or maintenance. Master Contractors may not bid prices on the PORFPs that exceed the manufacturer's suggested retail price. Moreover, it is expected that the competitive PORFP process will produce lower prices than proposed pricing.

Very limited subcontracting opportunities exist due to the proprietary nature of commercial GIS SaaS. Accordingly, no MBE goal was established for these Master Contracts.

This procurement was designed to provide State agencies with a selection of Master Contractors who offer a variety of GIS SaaS products. Through these awards, State agencies will obtain software and maintenance quickly and efficiently by issuing PORFPs specific to each agency's needs.

This contract is available for Maryland counties and municipalities to use as well.

Supplement D  
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**3-IT. DEPARTMENT OF INFORMATION TECHNOLOGY** *(cont'd)*

**Fund Source:** Various                      **Approp. Code:** Various

**Resident Business/MD Tax Clearance:**

Contractor	Resident Business	Tax Clearance Number
BWRIGHT Consulting & Tech. Training, LLC, Upper Marlboro, MD	Yes	18-1089-0001
Health Solutions Research, Inc., Rockville, MD		18-1095-0000
IIC Technologies, Columbia, MD		18-1096-1111
Michael Baker International, Linthicum, MD		18-1097-1111
Applied Geographics, Inc., Boston, MA	No	18-1088-0001
Boundless Spatial, New York, NY		18-1337-0000
Cyclomedia Technologies, Berkeley, CA		18-1090-0000
Data Transfer Solutions, LLC, Orlando, FL		18-1091-0001
Geo-Comm, Inc., St. Cloud, MN		18-1094-0000
Sanborn, Colorado Springs, CO		18-1099-1101
Socrata, Inc., Seattle, WA		18-1100-0111

**BOARD OF PUBLIC WORKS**

**THIS ITEM WAS:**

**APPROVED**

**DISAPPROVED**

**DEFERRED**

**WITHDRAWN**

**WITH DISCUSSION**

**WITHOUT DISCUSSION**



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**9-IT. DEPARTMENT OF INFORMATION TECHNOLOGY**

**Contract ID:** Geographic Information System  
 Software-as-a-Service Master Contract  
 eMM Solicitation No.: MDF5031031325, ADPICS BPO No.: 060B7400056

**Contract Description:** Additional two Master Contractors on indefinite-quantity purchase-order-request-for proposals master contract to provide a variety of Geographic Information System (GIS) software-as-a-service (SaaS) products and training.

**Award:**

Contractor	Functional Area		
	I	II	III
Eagleview Pictometry, Rochester, NY	X		X
Esri, Redlands CA	X		X

**Functional Area I**     **SaaS GIS and Open Data Cloud Services**  
**Functional Area II**     **SaaS GIS Data Services/Subscriptions**  
**Functional Area III**     **SaaS Training and Support**

**Term:** 7/19/2018 – 6/30/2021 (3-year base term w/ two 2-year options)  
 7/1/2021 – 6/30/2023 (first 2-year option)  
 7/1/2023 – 6/30/2025 (second 2-year option)

**Amount:** \$ 10,000,000 (3-year base term)  
 \$ 7,000,000 (first 2-year option)  
\$ 8,000,000 (second 2-year option)  
 \$25,000,000

**Procurement Method:** Competitive Sealed Proposals

**MBE Participation:** None

Supplement D  
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**ACTION AGENDA**  
 July 19, 2018



*Supplemental*

**9-IT. DEPARTMENT OF INFORMATION TECHNOLOGY (cont'd)**

**Remarks:** Reference is made to DoIT Item 3-IT (6/20/2018) in which the Board of Public Works approved awarding 11 vendors to the GIS SaaS Master Contract. DoIT recommends awarding contracts to two additional offerors. These contractors submitted proposals on time; however, they were not presented to the Board of Public Works at the earlier meeting because DoIT was still negotiating with these firms regarding terms and conditions and financial evaluations. All negotiations and both technical and financial evaluations are now complete.

These are the last offerors whose awards are pending presentation to the Board.

**Fund Source:** Various      **Approp. Code:** Various

**Resident Business/MD Tax Clearance:**

Contractor	Resident Business	MD Tax Clearance
Eagleview Pictometry	No	18-1092-1111
Esri	No	18-1093-1101

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

**APPROVED**      **DISAPPROVED**      **DEFERRED**      **WITHDRAWN**  
**WITH DISCUSSION**      **WITHOUT DISCUSSION**