

**DEPARTMENT OF INFORMATION TECHNOLOGY
ACTION AGENDA**

ITEM: 3-IT

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DEPARTMENT/PROGRAM: Department of Information Technology (DoIT)
Telecommunications Division

CONTRACT ID: **Public Branch Exchange (PBX)**
Telecommunications Equipment and Services
ADPICS NO. 060B1400048

CONTRACT DESCRIPTION: Multiple award, indefinite quantity, Contract to provide PBX telecommunications equipment and related services for the State of Maryland.

AWARDS: See Attachment 1

TERM: 3/23/2011 – 3/31/2015(w/two two-year renewal options)

AMOUNT: \$48,000,000 Base Period (4 Yrs.)
24,000,000 (Option Years 1-2)
24,000,000 (Option Years 3-4)
\$96,000,000 Total

PROCUREMENT METHOD: Competitive Sealed Proposals

BIDS OR PROPOSALS: See Attachment 1

MBE PARTICIPATION: 12.5% (See Requesting Agency Remarks below)

INCUMBENTS: Verizon Select Services, Inc.
Linthicum Heights, Maryland

NuVision Technologies, LLC
Sterling, VA

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REQUESTING AGENCY REMARKS: A notice of the availability of the Request for Proposals (RFP) was advertised on *eMarylandMarketplace.com* and DBM's website. In addition, a *Notice of Availability* (and copy of the RFP) was sent directly to 77 prospective vendors, 51 of which were Maryland firms and 34 of which were MBEs. A copy was also sent to the Governor's Office of Minority Affairs and the Governor's Office of Business Advocacy and Small Business Assistance.

A total of 21 proposals were received in response to the RFP. Twenty proposals were deemed reasonably susceptible of being selected for award and are recommended for award to receive a Master Contract. Of these 20 recommended contractors, 15 are Maryland resident businesses, two are Small Businesses and two are MBEs (see Attachment 1).

This PBX III Master Contract replaces the two soon-to-expire Contracts (PBX 1 and PBX II) that provide public branch exchange (PBX) telecommunications equipment and related services for the State of Maryland. This new Master Contract will provide State agencies with the flexibility of obtaining telecommunications equipment and services quickly and efficiently by issuing Purchase Order Requests for Proposals (PORFP) specific to their needs.

This Master Contract encompasses the following three functional areas:

- Functional Area 1 – Hardware, Software, and Licenses
- Functional Area 2 – Maintenance Services
- Functional Area 3 – Time and Material Labor

This new Master Contract is structured to be adaptable to rapidly changing technology by allowing Master Contractors the option to add additional manufacturers' product lines throughout the term of the Master Contract as they become authorized to sell those lines.

There will be a second level of competition through a Purchase Order Request for Proposals (PORFP) sent to all Master Contractors awarded a Master Contract within the appropriate functional area who are authorized to provide the equipment and/or services for the requested manufacturer(s) product line.

In addition, selected PORFPs can be designated as Small Business Reserve (SBR) competitions. For SBR designated PORFPs, each Master Contractor that is a small business will be able to compete within its approved functional area.

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Master Contractors affirmed that their prices for the PORFPs will not exceed the Manufacturer's Suggested Retail Price (MSRP) or GSA Schedule for the hardware, software, licenses and maintenance services being purchased for the term of the Master Contract in Functional Areas I and II., and it is expected that the competitive PORFP process will produce lower than MSRP/GSA Schedule pricing.

This procurement vehicle was designed to provide State agencies with a wide selection of Master Contractors who offer an extensive variety of telecommunications equipment and services. As a result of the awards from this solicitation, State agencies will obtain hardware, software, licenses, maintenance services and installation/ repair services quickly and efficiently by issuing PORFPs specific to agencies' needs. This contracting vehicle is also available to Maryland local and County government jurisdictions.

MBE subcontracting goals of 25% will be applied to each individual PORFP for Functional Areas II and III. An MBE goal was only applied to Functional Areas II and III because Functional Area I involves purely the provision of hardware and warranty, which does not afford any subcontracting opportunities. It is estimated that Functional Areas II and III will account for 50% of the total amount of this item resulting in a 12.5% overall MBE goal.

FUND SOURCE:	Various
APPROP. CODE:	Various
RESIDENT BUSINESSES:	See Attachment 1
MD TAX CLEARANCES:	See Attachment 1

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

APPROVED	DISAPPROVED	DEFERRED	WITHDRAWN
WITH DISCUSSION		WITHOUT DISCUSSION	

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**Telecommunications
Equipment and Services
(PBX III)**

ATTACHMENT 1

Contractors	City	State	Functional Area			Maryland Tax Clearance Number	Maryland Resident Business		MBE	SBR
			FA1	FA2	A3		Yes	No		
1 Alliance Technology Group, LLC	Hanover	MD	X	X	X	# 11-0411-1010	X		X	
2 Altura Communication Solutions, LLC	Brookeville	MD	X	X	X	# 11-0412-1110	X			
3 Atlantech Online, Inc.	Silver Spring	MD	X	X	X	# 11-0413-1111	X			
4 Black Box Network Services	Millersville	MD	X	X	X	# 11-0471-1111	X			
5 Carousel Industries of North America, Inc.	Hunt Valley	MD	X	X	X	# 11-0454-1111	X			
6 Chesapeake Telephone Systems, Inc.	Millersville	MD	X	X	X	# 11-0414-1111	X			X
7 DISYS Solutions, Inc.	Chantilly	VA	X	X	X	# 11-0415-1110		X		
8 ePlus Technology, Inc.	Columbia	MD	X	X	X	# 11-0416-1111	X			
9 IPC Technologies, Inc.	Richmond	VA	X	X	X	# 11-0417-1110		X		
10 Mitel Business Systems, Inc.	Chandler	AZ	X	X	X	# 11-0418-1001		X		
11 MS Technologies Corporation	Rockville	MD	X	X	X	# 11-0419-1111	X		X	X
12 NEC Corporation of America	Columbia	MD	X	X	X	# 11-0420-1111	X			
13 Optus, Inc.	Jonesboro	AR	X	X	X	# 11-0456-1000		X		
14 Presidio Networked Solutions, Inc.	Greenbelt	MD	X	X	X	# 11-0421-1111	X			

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15	Shared Technologies, Inc.	Beltsville	MD	X	X	X	# 11-0422-1111	X			
16	Siemens Enterprise Communications, Inc.	Reston	VA	X	X	X	# 11-0423-1111		X		
17	Skyline Network Engineering, LLC	Eldersburg	MD	X	X	X	# 11-0424-1111	X			
18	Telephonet Corporation	Baltimore	MD	X	X	X	# 11-0425-1111	X			
19	TrueCommunications Inc.	Rockville	MD	X	X	X	# 11-0455-1111	X			
20	Verizon Select Services, Inc.	Silver Spring	MD	X	X	X	# 11-0426-1101	X			
				20	20	20	TOTALS	15	5	2	2