

Supplement D
Department of Information Technology
ACTION AGENDA
April 26, 2017



REVISED

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5-IT. DEPARTMENT OF INFORMATION TECHNOLOGY

- Contract ID:** Statewide Cloud Solutions Participating Addendum
for Amazon Web Services
ADPICS BPO No.: 060B7400081
- Contract Description:** Provide Amazon Web Services
- Award:** Deloitte Consulting LLP, Minneapolis, MN
- Term:** 7/1/2017* – 9/8/2022 (3 year base with 2 one-year options)
(*or earlier upon Board approval)
- Amount:** \$50,000,000
- Procurement Method:** Intergovernmental Cooperative Purchase Agreement
Contract: State of Utah/NASPO ValuePoint Cloud Solutions
Contract #AR2479
- MBE Participation:** None
- Incumbents:** Day 1 Solutions, LLC, McLean, VA
(acquired by Deloitte Consulting LLP)

Remarks: National Association of State Procurement Officials ValuePoint (formerly the Western States Contracting Alliance) awarded the Cloud Solutions Contract in September 2016, a ten-year multi-state cooperative contract to achieve cost-effective and efficient acquisition of cloud infrastructure services. The competitive procurement process, developed and led by the State of Utah with a team of procurement and IT professionals from eight states, resulted in contract awards to 38 cloud service providers.

The Cloud Solutions Contract maximizes cost avoidance, reduces individual state administrative costs, and encourages market competition and product availability through standard specifications and consolidated requirements. It also provides access to a full range of cloud services:

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Remarks: *(cont'd)*

- Software-as-a-service (SaaS) delivers software deployed over the Internet as a service to use on an on-demand basis
- Platform-as-a-service (PaaS) delivers a development platform on which software developers can build new applications
- Infrastructure-as-a-service (IaaS) delivers computing infrastructure as a service such as server, storage and network equipment

DoIT determined that participation in the Cloud Solutions Contract to provide Statewide access to **Amazon Web Services** will provide Maryland with the opportunity to realize significant cost benefits through pre-negotiated volume pricing, and the avoidance of duplicative procurement efforts. . . . DHR **presently uses the Amazon Web Services platform and it** anticipates continued use of and greater expansion of **the platform** for the MD THINK initiative.

DoIT reviewed and evaluated the 20 contractors under the Cloud Solutions Contract who could deliver all three cloud services – SaaS, IaaS and PaaS. DoIT evaluated these 20 for their ability to best meet the State’s needs and provide the best value for the State. Evaluation criteria included:

- Services provided: DevOps, infrastructure, experience with Microsoft products, automation, agile development, cloud migration services, and training
- Product portfolio sold: Amazon Web Services products/services sold and discount level
- Cost: service/support prices, labor prices
- Security: FedRAMP certifications, firewalls, security standard compliance (NIST, IRS 1075)

Through this review, DoIT determined Deloitte Consulting, LLP has the broadest catalog of Amazon Web Services products and services meeting the State’s needs and offers Amazon Web Services product discounts and labor rates most advantageous to the State. Consequently, DoIT seeks approval to enter into contract with Deloitte to accommodate current and anticipated demand for Amazon Web Services products and services.

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Remarks: (cont'd)

If DoIT determines to enter into an agreement with any other company awarded the Cloud Solutions Contract to provide similar cloud services, it will return to the Board of Public Works for approval.

There is no MBE goal for this contract because there are no sub-contracting opportunities. Local vendors including MBEs and SBRs on DoIT's Consulting and Technical Services Plus master contract will be able to provide services for the environments purchased under this agreement.

Fund Source: Various

Approp. Code: Various

Resident Business: No

MD Tax Clearances: 17-0979-1111

BOARD OF PUBLIC WORKS ACTION – THIS ITEM WAS:

APPROVED

DISAPPROVED

DEFERRED

WITHDRAWN

WITH DISCUSSION

WITHOUT DISCUSSION