



Global Alliant
"Deliver IT Right"

M 301-801-3157
P 410-927-3501
F 410-510-1320
E Rajan.N@GlobalAlliantinc.com

Rajan Natarajan, Ph.D., MBA
Founder / CEO

8825 Stanford Blvd, Suite 205,
Columbia, MD 21045

GSA IT 70 | MD MBE | CMMI Level 3 | ISO 9001 | ISO 27001
www.GlobalAlliantinc.com



Global Alliant
"Deliver IT Right"

M 301-801-3157
P 410-927-3501
F 410-510-1320
E Rajan.N@GlobalAlliantinc.com

Rajan Natarajan, Ph.D., MBA
Founder / CEO

8825 Stanford Blvd, Suite 205,
Columbia, MD 21045

GSA IT 70 | MD MBE | CMMI Level 3 | ISO 9001 | ISO 27001
www.GlobalAlliantinc.com

BRIAN ZERNHELT
DIRECTOR OF BUSINESS DEVELOPMENT



Let us show you what real performance is

12200 Tech Road, Suite 200
Silver Spring, MD 20904
Office: 301-384-1425 x319 Direct: 240-705-7826
Fax: 301-384-1405 Cell: 240-620-2080
Email: brian.zernhelt@ats.com www.ats.com

Ashley Boykin
Business Development Manager

T: +1 443 449 0903
F: +1 443 672 2575
ashley.boykin@serigor.com
www.serigor.com



Strategy. Execution. Rigor.

400 East Pratt Street, Suite 800
Baltimore, MD 21202 USA

WBE / MBE Certified
IT Services & Government Solutions

govt@tscti.com

22nd Century Technologies, Inc.
CMMI Level 3 Company

Reddy Prudhvi Bollineni
Business Development Manager

8251 Greensboro Drive, 9th Floor
McLean, VA 22102
Office: 703-721-8373
Mobile: 502-488-0162

E-mail: reddy.bollineni@tscti.com

ISO 9001:2015
ISO 20000-1:2011
ISO 27001:2005

www.tscti.com



IT-CNP, Inc.
9160 Red Branch Road, Suite E-4
Columbia, MD 21045
Office: 410-884-1004
Fax: 410-884-0412
www.govdatahosting.com | www.it-cnp.com
E-mail: adalton@it-cnp.com

Allen Dalton, PMP, CISM, CISA
Program Manager
Professional Services

SECURING AMERICA'S INFRASTRUCTURE...SECURING AMERICA'S INFRASTRUCTURE



DYNAXYS

RUSSELL J. MOSLEY
DIRECTOR, NETWORK ENGINEERING

301.622.0900 301.622.5608 FAX
11911 TECH ROAD
SILVER SPRING, MD | 20904
RMOSLEY@DYNAXYS.COM



DYNAXYS

AVA LATANYA HILTON
CEO

301.622.0900 240.328.2953 CELL
11911 TECH ROAD | SILVER SPRING, MD | 20904
THILTON@DYNAXYS.COM



LISTED | INNOVATE | DELIVER

Jay Elis
President

GANTECH Inc.
9175 Guilford Rd.
Suite 101
Columbia, MD 21046

443.319.8426
443.276.4777
301.254.1665
jelis@gantech.net



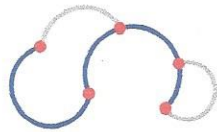
THE FIRST CHOICE, L.L.C.

Frank Taylor
President

13225 Piscataway Drive
Ft. Washington, MD 20744
www.tfcllc.net

Tel: 301-520-5506
Fax: 443-607-6436
f.taylor@tfcllc.net

8(a) Certified
VOSB



sidus

Kurt Baumann
Chief Executive Officer
Sidus Group

kdb@sidusgroup.com
c: 202.415.0088
o: 410.897.1050
175 Admiral Cochrane Drive, Suite 301
Annapolis, MD 21401



sidus

Laura Berry
Director of Operations
Sidus Group

lberry@sidusgroup.com
c: 202.695.2888
o: 410.897.1050
175 Admiral Cochrane Drive, Suite 301
Annapolis, MD 21401

CHAD RICHTER

Business Development Director

crichter@DMInc.com
M 612.991.0565
6550 Rock Spring Drive, 7th Floor
Bethesda, MD 20817

DMI

FRED MAIER

Associate Vice President
IoT & Analytics

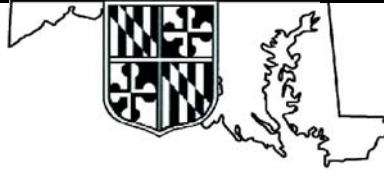
fmaier@DMInc.com
M 703.851.2545
6550 Rock Spring Drive
Bethesda MD 20817

DMI

STATE BOARD OF ELECTIONS

P.O. BOX 6486, ANNAPOLIS, MD 21401-0486 PHONE (410) 269-2840

Michael R. Cogan, Chairman
Patrick J. Hogan, Vice Chairman
Malcolm L. Funn
Kelley Howells
William G. Voelp



Linda H. Lamone
Administrator

Nikki Charlson
Deputy Administrator

Pre-Bid Conference for TORFP D38B940008

MDVOTERS IV DATA CENTER OPERATIONS

Date: August 14, 2019
Time: 2:00 pm at SBE Offices

- I. Welcome:
 - a. Introductions: Start with introductions (Whitney LeRoux, Director of Procurement & Task Order Procurement Officer, Sarah Thornton (MDVOTERS TO Manager), Nikki Charlson (Deputy Administrator, and Mary Wagner (Director, Voter Registration and Petition Division). Have attendees introduce themselves and say what company they are from.
 - b. **Reminder- Prime Contractor Offerors must be Master Contractors in FA 2 of the CATS Plus contract. You will not be susceptible for award unless you meet these requirements, meaning your proposal will be eliminated.**
 - c. Whitney LeRoux: Advise the contractors present that there will be a question period at the end of the conference and to please wait until that point for questions. Let them know that all question and answers from this pre-proposal conference will be released to the listserve of master CATS Plus contractors for Functional Area 2.

- II. Procurement – Whitney LeRoux
 - a. There is a current Task Order in place that expires 12/31/2019 and the incumbent is Sidus Group.
 - b. **Please note minimum qualifications section 1.1. The Prime Contractor must be able to meet the minimum qualifications independently without subcontractors, however subcontractors are permitted.**
 - c. This is a firm fixed price Task Order to obtain data center hosting services, including hardware, for several election systems, network administration, and data center migration relocation services, as well as a managed services provider for data centers. The task order includes the Primary Data Center (VROC) and the management of the COOP data center.
 - d. While only Functional Area 2 CATS Plus master contractors are eligible to bid as prime contractors for this contract, you may include subcontractors that are not part of the CATS Plus FA2 list with your proposal. There is no required MBE or VSBE subcontract goal for this task order.
 - e. The deadline for proposal submission is September 5, 2019 at 2:00 pm unless changed by amendment. No late proposals can be accepted, even if just a matter of minutes late per procurement regulations.

Please do not wait to submit your proposal until the last minute, because the transmission time can take a few minutes and SBE's time of receipt of what is used for timeliness determination.

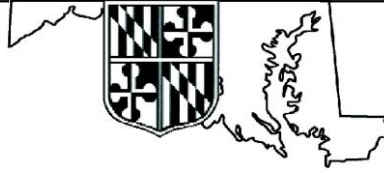
- f. Proposal Format is very important and Contractors should read TORFP section 5 closely to make sure their proposals meet all requirements; failure to do so could result in elimination. To highlight a few important points:
 - i. The forms (attachments and pricing form) provided must be used; do not modify a form or use another form that your company generally uses that is similar. You must include all relevant attachments with your proposal- refer to Table 1 on pages 70-71.
 - ii. Since proposals are accepted over email, it is essential that the instructions are followed in order to avoid disqualification.
 - 1. Password protection- see section 5.3.4(C)- All technical and financial proposals must be submitted in separate emails and BOTH must be password protected. The passwords must be different for your technical and financial proposals. I will request the passwords at different times based on what phase of the evaluation we are in. The financial proposal passwords will not be requested until the technical evaluation and technical rankings are finalized.
 - 2. If your technical proposal is not susceptible for award, I will advise you of that and will not request a password for your financial proposal.
 - 3. Ensure the subject line of your email submission includes the TORFP number- D38B9400008 and "Technical" or "Financial."
 - 4. Note that versions redacted to conceal proprietary or confidential information are also required as part of your technical and financial submissions; SBE is contacted relatively frequently with Public Information Act (PIA) requests, so it is important we have these versions available.
 - 5. No pricing information may be included in the technical proposal. For the technical proposal, a word and PDF version is required.
- g. Questions and Answers:
 - i. **All questions must be emailed to Whitney LeRoux at Whitney.LeRoux@Maryland.Gov.** Please do not call with a question, because the exact question and answer must be released to all the master contractors eligible to bid for this TORFP. The Procurement Officer will not identify which contractor asked the question.
 - ii. We will release the attendance list and Q and A set from this pre-proposal conference to the distribution list.

III. Contract Manager Information

IV. Question and Answer Session

STATE BOARD OF ELECTIONS
P.O. BOX 6486, ANNAPOLIS, MD 21401-0486 PHONE (410) 269-2840

Michael R. Cogan, Chairman
Patrick J. Hogan, Vice Chairman
Malcolm L. Funn
Kelley Howells
William G. Voelp



Linda H. Lamone
Administrator

Nikki Charlson
Deputy Administrator

Pre-Bid Conference for TORFP D38B940008

MDVOTERS IV DATA CENTER OPERATIONS

Date: August 14, 2019
Time: 2:00 pm at SBE Offices

- I. Welcome:
- a. Introductions: Start with introductions (Whitney LeRoux, Director of Procurement & Task Order Procurement Officer, Sarah Thornton (MDVOTERS TO Manager), Nikki Charlson (Deputy Administrator, and Mary Wagner (Director, Voter Registration and Petition Division). Have attendees introduce themselves and say what company they are from.
 - b. Reminder- Prime Contractor Offerors must be Master Contractors in FA 2 of the CATS Plus contract. You will not be susceptible for award unless you meet these requirements, meaning your proposal will be eliminated.
 - c. Whitney LeRoux: Advise the contractors present that there will be a question period at the end of the conference and to please wait until that point for questions. Let them know that all question and answers from this pre-proposal conference will be released to the listserve of master CATS Plus contractors for Functional Area 2.
- II. Procurement – Whitney LeRoux
- a. There is a current Task Order in place that expires 12/31/2019 and the incumbent is Sidus Group.
 - ~~b. Please note minimum qualifications section 1.1. The Prime Contractor must be able to meet the minimum qualifications independently without subcontractors, however subcontractors are permitted.~~
Amendment #2 has changed this requirement- subcontractor(s) may be used to meet the minimum qualifications.
 - c. This is a firm fixed price Task Order to obtain data center hosting services, including hardware, for several election systems, network administration, and data center migration relocation services, as well as a managed services provider for data centers. The task order includes the Primary Data Center (VROC) and the management of the COOP data center.
 - d. While only Functional Area 2 CATS Plus master contractors are eligible to bid as prime contractors for this contract, you may include subcontractors that are not part of the CATS Plus FA2 list with your proposal. There is no required MBE or VSBE subcontract goal for this task order.

- e. The deadline for proposal submission is September 5, 2019 at 2:00 pm unless changed by amendment. No late proposals can be accepted, even if just a matter of minutes late per procurement regulations. Please do not wait to submit your proposal until the last minute, because the transmission time can take a few minutes and SBE's time of receipt of what is used for timeliness determination.
- f. Proposal Format is very important and Contractors should read TORFP section 5 closely to make sure their proposals meet all requirements; failure to do so could result in elimination. To highlight a few important points:
 - i. The forms (attachments and pricing form) provided must be used; do not modify a form or use another form that your company generally uses that is similar. You must include all relevant attachments with your proposal- refer to Table 1 on pages 70-71.
 - ii. Since proposals are accepted over email, it is essential that the instructions are followed in order to avoid disqualification.
 - 1. Password protection- see section 5.3.4(C)- All technical and financial proposals must be submitted in separate emails and BOTH must be password protected. The passwords MUST be different for your technical and financial proposals. I will request the passwords at different times based on what phase of the evaluation we are in. The financial proposal passwords will not be requested until the technical evaluation and technical rankings are finalized.
 - 2. If your technical proposal is not susceptible for award, I will advise you of that and will not request a password for your financial proposal.
 - 3. Ensure the subject line of your email submission includes the TORFP number- D38B9400008 and "Technical" or "Financial."
 - 4. Note that versions redacted to conceal proprietary or confidential information are also required as part of your technical and financial submissions; SBE is contacted relatively frequently with Public Information Act (PIA) requests, so it is important we have these versions available.
 - 5. No pricing information may be included in the technical proposal. For the technical proposal, a word and PDF version is required.
- g. Questions and Answers:
 - i. **All questions must be emailed to Whitney LeRoux at Whitney.LeRoux@Maryland.Gov.** Please do not call with a question, because the exact question and answer must be released to all the master contractors eligible to bid for this TORFP. The Procurement Officer will not identify which contractor asked the question.
 - ii. We will release the attendance list and Q and A set from this pre-proposal conference to the distribution list.

III. Contract Manager Information

IV. Question and Answer Session