



Lillian M. Lowery, Ed.D.  
State Superintendent of Schools

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TO: MASTER CONTRACTORS

FROM: Dorothy M. Richburg  
Procurement Officer

RE: ADDENDUM I  
TORFP NO. R00B4400170  
Senior Computer Network Engineer

DATE: July 10, 2014

**YOU SHOULD RECEIVE 12 PAGES  
In addition to the attendance sheet  
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THANK YOU.**

Attached are the following documents:

1. Minutes from the Pre-Proposal Conference held on Thursday, June 19, 2014

**PROPOSALS ARE DUE NO LATER THAN  
2:00 PM EDT, MONDAY, JULY 21, 2014**

**MARYLAND STATE DEPARTMENT OF EDUCATION**

200 West Baltimore Street  
Baltimore, MD 21201-2595  
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TORFP NO. R00B4400170

SENIOR COMPUTER NETWORK ENGINEER

Received By \_\_\_\_\_  
(Print Name)

Signature \_\_\_\_\_ Date \_\_\_\_\_

Vendor \_\_\_\_\_

Telephone No. \_\_\_\_\_ Fax No. \_\_\_\_\_

**PLEASE E-MAIL, FAX OR MAIL THIS TO:**

**Dorothy M. Richburg, Procurement Officer**  
**MARYLAND STATE DEPARTMENT OF EDUCATION**  
**200 West Baltimore Street**  
**Baltimore, MD 21201-2595**  
**[drichburg@msde.state.md.us](mailto:drichburg@msde.state.md.us)**  
**410-333-2017 (Fax)**

**MR. BLACKBURN:**

Welcome, everyone. We're here to discuss this TORFP, R00B4400170 for a Senior Computer Network Engineer. This will be closing on July 21st. There is no MBE goal nor is there a Small Business goal.

We'll just follow the usual procedure. We will introduce ourselves and then hear a brief overview of this TORFP, and then open it up for questions.

We'll start with introductions of myself and then just work around the table. I'm James Blackburn, I'm in Procurement. The gentleman who has just left the room is Greg Talley, who will introduce himself and give his position here at MSDE.

**MR. TALLEY:**

Good morning. I'm Greg Talley. I'm the Tech Communications Coordinator for the Office of Information Technology here at MSDE.

**MR. BLACKBURN:**

Okay, great. And when you introduce yourselves, could you spell your last names for the transcriptionist, if you would, please.

**MR. GARDNER:**

Sure. Tom Gardner with the Canton Group. G-A-R-D-N-E-R.

**MR. RAWAL:**

Sameer Rawal from V-tech Solutions, R-A-W-A-L.

**MR. RILEY:**

Don Riley with Bithgroup. R-I-L-E-Y.

**MR. BOURI:**

Jay Bouri, N-3 Technologies, B-O-U-R-I.

**MR. BLACKBURN:**

Okay. And Mr. Talley is going to give us an overview of this TORFP and then we'll proceed to questions.

**MR. TALLEY:**

Okay. MSDE is issuing this CATS+ TORFP in order to obtain a Senior Computer Network Engineer, just what the Agency's Information Technology Computer Infrastructure System Implementation, Security and Maintenance Needs.

One correction or deletion that I wanted to point out to you as we had a subsequent review. On page 16 of the TORFP under 2.9.2 under minimum qualifications, we just wanted to delete bullet number 2. We wanted to take out that Citrix VMware Certification because it was kind of an incorrect item.

So since it was under minimum qualifications we wanted to just pull that item out.

**MR. BLACKBURN:**

So all you're pulling out is the Citrix, not the entire bullet.

**MR. TALLEY:**

No, just the Citrix VMware certifications, they'll deteriorate after the Microsoft Certified Systems Engineer Certificate.

**MR. BLACKBURN:**

And if I can point out a typo that I found. If any of you already have Dorothy Richburg's email address, there is a typo in her email address on page 6 under her name. Her last name is spelled R-I-C-H-B-U-R-G. It's spelled correctly wherever her name is given but in the email address is given it's typed in an "erg".

**MR. TALLEY:**

Oh, I see. Yes.

**MR. BLACKBURN:**

So most of you already know her correct address, but any of you who might be new and not sent her an email before, it's "urg".

Shall we go on to questions then? Are we okay?

**MR. TALLEY:**

Fine.

## **QUESTIONS – ANSWERS--CLARIFICATIONS**

**MR. BLACKBURN:**

Okay. Let's start over here on my right. Mr. Gardner, let's start with you and go down the table. No?

And Mr. Rawal?

**MR. RAWAL:**

Uh-uh.

**MR. BLACKBURN:**

Mr. Riley, do you have a question?

**MR. RILEY:**

No questions.

**MR. BLACKBURN:**

Mr. Bouri, you must have some questions.

**MR. BOURI:**

Yes.

**MR. BLACKBURN:**

Good.

**MR. BOURI:**

The question is, first, who will be the incumbent on this one? Is it rebid or is it new requirement or is it a rebid or is it an incumbent?

**MR. TALLEY:**

Both. It is a reissue and I think the incumbent was Alet, but I need to verify that.

**MR. BLACKBURN:**

Alet?

**MR. TALLEY:**

We believe it's Alet.

**MR. BLACKBURN:**

We may have to check on that. It will be in the transcript and if there's any questions, then we'll send that out. But we think it's Alet.

**MR. BOURI:**

May I ask a follow-up question?

**MR. BLACKBURN:**

Sure. Why not?

**MR. BOURI:**

Under which TORFP was this resource acquired under CATS II?

**MR. TALLEY:**

I don't know if I have that information with me now.

**MR. BLACKBURN:**

Dorothy would be able to find that. Yeah, she would have that.

**MR. TALLEY:**

Dorothy would have that. So we'll leave that up to her.

**The resource was acquired under a sole source.**

**MR. BOURI:**

So you will furnish that?

**MR. BLACKBURN:**

Yeah. Because that's what we've been doing is I'm going down through the transcripts. Any unresolved issues, unanswered questions, et cetera. We put those together and then send those out.

Okay. We're back up to Mr. Gardner.

**MR. GARDNER:**

The TO and the TO contractor personnel other requirements. Both the candidate and the Company have to meet all those?

**MR. BLACKBURN:**

The 2.8 I have is minimum deliverable quality.

**MR. GARDNER:**

You have it listed as TO contractor and personnel, other requirements.

**MR. BLACKBURN:**

Oh, okay. Yeah, we have 2.10.

**MR. TALLEY:**

2.10.

**MR. GARDNER:**

2.10. So my question was did both the Company and the proposed person have to meet or --

**MR. TALLEY:**

Just the proposed person.

**MR. BLACKBURN:**

Very good. Mr. Rawal? Any questions?

**MR. RAWAL:**

No questions.

**MR. BLACKBURN:**

Mr. Riley?

**MR. RILEY:**

No questions.

**MR. BLACKBURN:**

How about you again, Mr. Bouri? Do you have something for us?

**MR. BOURI:**

Not at this time.

**MR. BLACKBURN:**

Why don't we just take a minute and give it some thought. And Mr. Bouri, have you come up with something?

**MR. RILEY:**

On that same section, does the candidate, does the incumbent individual meet all these?

**MR. TALLEY:**

Yes, he does.

**MR. RILEY:**

Quite a few?

**MR. TALLEY:**

It is. It's very impressive.

**MR. BLACKBURN:**

And then all the candidates scoring sheet. I just finished putting that together so this is. Mr. Rawal, have you thought of something?

**MR. RAWAL:**

Section 219, bullet item 3. Says 15 years experience. They're looking for somebody senior with a minimum of 15 years experience working?

**MR. TALLEY:**

Correct.

**MR. RAWAL:**

And jumping ahead to Section 3.4.1(e), can you give an example of if those would be for the proposed person or for the Company again?

**MR. BLACKBURN:**

3.4.1 letter (e), in which part, number one, provide up to three examples.

**MR. RAWAL:**

Yes.

**MR. BLACKBURN:**

And what was your question again, to be clear?

**MR. RAWAL:**

Are they examples for the Company or the proposed person?

**MR. TALLEY:**

It says for the contractor.

**MR. BOURI:**

If I may interject.

**MR. BLACKBURN:**

Sure.

**MR. BOURI:**

This is a staff augmentation TORFP. And 3.4.1(e) in the past referred to the experience of the work examples of the proposed individual, not of the contractor that is the vendor.

So I will have a clarification. By you saying, when you say the contractor, are you talking about the proposed individual or are you talking about the vendor?

**MR. TALLEY:**

Well, I guess correct me if I'm wrong. Maybe DoIT will have to also... if it's a Master Contractor and then at Item b) it says proposed personnel. So I wonder is there some confusion in that.

**MR. BOURI:**

Well, you have the history of all the TORFP's which have been out for staff augmentation. It has always been the proposed individual.

**MR. TALLEY:**

Well, okay.

**MR. BOURI:**

So we are requesting a correction to proposed individual.

**MR. TALLEY:**

Okay.

**MR. BLACKBURN:**

So --

**MR. TALLEY:**

Would it suffice to move that up to b), Item b)?

**MR. BOURI:**

In Item b) ... give two references that you can use against the same examples referring to the same thing. References.

**MR. TALLEY:**

Right.

**MR. BOURI:**

In Item e)1. That is what the history has been all along.

**MR. TALLEY:**

I see. Okay.



**MR. BOURI:**

We would request a correction. That would be great.

**MR. BLACKBURN:**

Okay. All right. So we'll find a clarification for 3.4.1, Item e), letter (e), Master Contractor and subcontractor experience and capabilities.

**MR. BOURI:**

To be replaced by that of the proposed personnel.

**MR. BLACKBURN:**

Personnel. Okay. Very good. All right. And that will be done. Okay. Good. I'll come back to Mr. Gardner.

**MR. GARDNER:**

No.

**MR. BLACKBURN:**

Anything, Mr. Rawal? Have you thought of something more?

**MR. RAWAL:**

I have no questions.

**MR. BLACKBURN:**

How about Mr. Riley, do you have anything?

**MR. RILEY:**

No.

**MR. BLACKBURN:**

No? Let's go back to Mr. Bouri.

**MR. BOURI:**

Yes. Item 3.4.1, sub item 4. The tools the Task Order Contractor owns and proposes for use to meet any requirements. The tools doesn't mean the individual we are proposing, so this isn't a requirement to the requested minimum (inaudible)

**MR. BLACKBURN:**

Sure. I remember, 4 under 3.4.1 A) number 4) delete, Item 4. So we can assume that doesn't mean wrenches and hammers. Okay?

**MR. BOURI:**

Good.

**MR. BLACKBURN:**

And let's continue on. Rather than continue down the line, why don't we just open it up.

There's only four of us. If anyone has any, or can think of anything. We can take a few minutes because we have the time and there's not many of us.

(Pause)

(Off the record.)

(Back on the record.)

**MR. BLACKBURN:**

Go ahead, Mr. Bouri, speak up.

**MR. BOURI:**

Jay Bouri, N-3 Technology. Question is on 2.9.2. Bullet 2. The certification you're asking for, you're asking for all these certifications or one or the other? There is CISSP or MCSE or both?

**MR. TALLEY:**

Both.

**MR. BLACKBURN:**

Okay. Good. And Mr. Gardner, you had your hand up, I see? No? Question asked and answered. And no one else, I guess. It falls to Mr. Riley.

**MR. RILEY:**

I got my one question for the day, so.

**MR. BLACKBURN:**

Okay. I think we can wind down then, it looks like. Everyone seems satisfied. Then we can call it a day. Very good. Thank you for coming. Thank you, Greg.

**MR. TALLEY:**

Uh-huh. Thank you all.

**MR. BLACKBURN:**

Excellent. Thank you, sir.

(Off the record.)

**MS. GUDUDURI:**

I just wanted to, again I do apologize.

**COURT REPORTER:**

Okay. We're back on the record.

(Back on the record.)

**MR. BLACKBURN:**

Okay. Oh, introduce yourself, please.

**MS. GUDUDURI:**

Yes. Nandita Gududuri. It's G-U-D-U-D-U-R-I from AP Ventures. We're a small MBE SBI firm.

And do you have questions?

**MR. BLACKBURN:**

Yes. They already asked.

**MS. GUDUDURI:**

Yes. I was wondering if there's going to be a new requirement moving from CATS II to CATS+. I'm sorry...

**MR. TALLEY:**

Yes. We're moving it over.

**MS. GUDUDURI:**

CATS, okay.

**MR. TALLEY:**

And there were a couple of corrections in the TORFP that we can go over. One was the spelling of Dorothy Richburg's email address, there was a typo.

**MR. BLACKBURN:**

But I'm sure you have that already somewhere.

**MR. TALLEY:**

Line one deletion, page 21. Page 16 under the minimum qualification deleted Citrix from the certifications.

**MS. GUDUDURI:**

Deleted Citrix VMware...?

**MR. TALLEY:**

Right. So it's just two certification requirements as a minimum. That was Certified Information System Security Professional and the Microsoft Systems Engineer.

**MS. GUDUDURI:**

Okay. Citrix was deleted?

**MR. TALLEY:**

Right.

**MS. GUDUDURI:**

And I'm sure this question has already been asked, but have you shared who the

incumbent is regarding this particular one?

**MR. TALLEY:**

Yes.

**MS. GUDUDURI:**

You've shared that?

**MR. TALLEY:**

Alent.

**MR. BLACKBURN:**

We believe it's Alent but the question will be in the transcript and we'll verify that.

**CONFIRMED – the incumbent is Alent.**

**MS. GUDUDURI:**

Thank you so very much. I really appreciate you're making time, all of you.

**MR. TALLEY:**

There were a couple of items on 20. Under the Technical Proposal under the Section 3.4.1 a) there was a request to delete number 4 which was tools the TO Contractor owns and proposes for use to meet any requirements in Section 2. There was a request to delete that item.

Also on the same page under 3.4.1 e) Master Contractor and subcontractor experience and capabilities, there was a request to make a correction in Item 1 under e), and currently it was to provide up to three examples of engagements for contracts.

The Master Contractor or subcontractor, if applicable, has completed, similar to Section 2, the question came up related to whether this was with a Contractor or the actual candidate.

**MS. GUDUDURI:**

The candidate.

**MR. TALLEY:**

So please make the correction. I think that was it.

**MS. GUDUDURI:**

Again, thank you.

**MR. TALLEY:**

Thank you.

**MR. BLACKBURN:**

Not at all. Very good.

**MS. GUDUDURI:**

Thank you all.

**(Whereupon, at 10:30 a.m. the proceedings were adjourned.)**