

MARYLAND STATE DEPARTMENT OF EDUCATION
MHEC Microsoft SQL Server 2012 Configuration Expansion
TORFP #R00B7400067

Friday, July 7, 2017 10:00 A.M.- Pre-Proposal Attendance

	NAME (Please Print)	ORGANIZATION	ADDRESS (City, State & Zip Code)	TELEPHONE NO. EMAIL ADDRESS	SMALL BUSINESS RESERVE PROGRAM	CERTIFIED MD. Minority Business	Veteran-owned Business
1	ARNOLD HUFF	Select Computing	9847 Broken Land Pkwy #209 Baltimore, MD. 21046	410-381-0082 301-509-6969	MDOT MDCast	Yes	NO
2	Jay Walker	GANTECH	9175 Guilford Road Columbia, MD 21045	240-381-7544		Yes	
3	SENTHIL RAMIAH	AILERON CONSULTING	2111 Wilson Blvd. Ste 700 Arlington, VA 22201	703 869 8592 sramiah@aileronconsulting.com		Yes	
4	Walter Borkowsky	AASKI Technology	1104 S. Philadelphia Blvd. Suite 100 Aberdeen MD 21001	410 612 9313 x150 wborkowsky@aaski.com	NO	NO	NO
5	NARAYAN ATHREYA	iCUBE SYSTEMS	8280 Willow Oaks Corporate Dr #600 Fairfax, VA 22031	703-222-3636 NATHREYA@ICUBESYS.COM	Yes	Yes	NO.
6	SHAUN JOHNSON	Apex Systems	8820 Columbia 100 Pkwy, Columbia, MD 21045	(412) 699-4845 sjohnson@apexsystems.com	NO	NO	NO
7	Cheryl Johnson	Vision Technology Services	230 Schelling Circle Ste 200, Hunt Valley	443-330-4118 cjohnson@vistechs.com	NO	NO	NO
8	RAJ NATARAJAN	ASTRA INTOSYS Inc	1 Research Ct, #450 Rockville, MD 20850	301 789 2277 RAJ@ASTRA-INTOSYS.COM	NO	NO.	NO.
9	BRIAN ZERHOFF	Software Consortium	8815 Candace Park Drive Columbia	320-746-1700 Software Consortium	YES	NO	NO

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1	Lauren Ignacio	TEKsystems	999 Corporate Blvd Linthicum MD 21090	410 981 7585 lignacio@teksystems.com			
2	Doug Sevec	TEKsystems	999 Corporate Blvd Linthicum MD 21090	410 981 7552 dsevec@teksystems.com			
3	Louis Bullock	SQN Systems	8630 M-Guilford Rd. Columbia, MD 21046	877-207-8897 lbullock@sqnsystems.com	Yes	Yes	Yes
4	Katelyn McGlynn	vision technology services	230 Schilling Circle Hunt Valley, MD 21031	443 360 4132 kmglynn@vistechs.com			
5	Mandita Godadori	A P Ventures, LLC	9520 Bergees Rd # 107, Columbia, MD 21046	443-542-9188 mgodadori@apvit.com	Yes	Yes	Yes
6	Andria Bacus	IT NOVA	108 Old Solomons Island Rd Annapolis, MD 21401	443-683-0002 abacus@itnovaconsulting.com		Yes	
7	Arnold Huff	Select Computing	webex	ahuff@selectcomputing.com			
8	Anil Nair	Serryo Tech	webex	anil.nair@serryo.com			
9							

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1	June Dwyer	MSDE		410-767-0116 june.dwyer@maryland.gov			
2	Gary Kenney	MSDE		410-7610716 gary.kenney@maryland.gov			
3	Parris Jackson	MHEC		410-767-3101 Parris.jacks@m@maryland.gov			
4	Teju Roopa	CCCI	phone-webex				
5	HARRY HANS	SONA NETWORKS	11350 McCORMICK RD HUNT VALLEY MD 21031	410-718-5248 hhans@sonanetworks.com			
6	JOHN ENRIQUES	MHEC					
7	Melissa Haber	JAH TECHNOLOGY, LLC		mhaber@jahtechnology.com			
8	web-ex attendance: Elizabeth Jackson	Adventures Artlene Bawritz	webex				
9	Scott Bolden	Software Consortium LLC	webex	sbolden@primsoft.net			

Ashwin Saboo
Manoj Soni

Creative Info Tech webex

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manoj@cih-us.com

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WebEx Attendance

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1	Terrance Brown	Trendology IT Corp.	WebEx				
2	Kerry Owen	Insight Global LLC		kerry.owen@insightglobal.net			
3	Jackie Abercrombie	Abercrombie LLC					
4	Andy Nguyen Stacy ortel	DK Consulting LLC		sorkel@dkconsulting.net			
5	Vic Cole	DeVillars Technology		vic.cole@devil-tech.com			
6	Melissa Wampler	Information Resource Group		mwampler@irginc.net			
7	Mamatha Chittireddy	Client Software Services		mamatha@clientssoftwareservices.com			
8	Roopa Pilliwala Nagaraj	Compute Consultants Pvt. L		roopad@cci-worldwide.com			
9	Anthony Moe	JMT Technology LLC		tmoe@jmttechnology.com			
10	Amin Bhatt	IQuasar LLC		amin.bhatt@iquasar.com			

4



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July 13, 2017

CATS + TORFP R00B7400067- MHEC Microsoft SQL Server 2012 Configuration/Expansion Pre-Proposal Conference Notes

Pre-Proposal Conference held July 7, 2017 at 10:00 am at 200 West Baltimore Street, 8th floor conference room 3 and via WebEx.

Introductions were followed by an overview of the project. Attendance sheets will be published separately along with the notes.

Gary Kenney, Technical PM overseeing the State Longitudinal Data System (SLDS) Grant provided a brief overview of the project. The SLDS grant projects focus on Evaluation and Research and Instructional Support Priority areas through collaboration of the Maryland State Department of Education (MSDE), the Maryland Longitudinal Data System Center (MLDSC), the Maryland Higher Education Commission (MHEC) and the Department of Labor, Licensing and Regulation (DLLR).

This grant is focused on providing and facilitating access to SLDS data, building capacity for utilizing SLDS data and implementing strategies to support continuous improvement.

Parris Jackson, Director of IT with MHEC, spoke briefly about the change from Oracle to Sequel. (The TORFP will be revised to accurately reflect that Legacy reports done in COBOL are the actual product, not Oracle reports as stated in the TORFP). Ms. Jackson explained MHEC is working through the change to Sequel. She also mentioned that expertise in SSIS and migration is necessary for success of this project.

MHEC has migrated to a new environment. This was done internally (In-house with DoIT assistance as part of the Enterprise program). Licenses are all up to date and MHEC is up and running. Documentation is available for the resources.

June Dwyer, Procurement Officer stated that there is a 15% MBE goal for this TORFP. A question was raised regarding fulfilling this goal. MSDE cannot tell Offerors how to meet the goal, Offerors are required to meet it however they deem appropriate.

Questions were asked about the TORFP:

A question was asked regarding the timeline for the project. MHEC responded that a schedule was purposely not done, Offeror/Contractor input is preferred rather than dictating a schedule.

What edition Sequel server is in use? MHEC will verify and provide the answer.

A question regarding Sequel 2012 certification was asked. Is this mandatory? What if the resource possesses 2016 certification? MHEC will clarify and respond to this question

There is no labor category on the CATS + contract for a Business Analyst. What labor category should be used? The labor categories are for the Offeror to propose their selection as they see fit for the best match to meet the requirements of the TORFP or to best meet the needs of the project.

On page 33, section 4.4.1 regarding the documentation for personnel: Is this separate from attachment 5A and 5B or is it included on those forms? This is separate documentation regarding writing samples. Provide the best sample that you can of the resources' writing. You may redact any proprietary information as necessary.

Section 3.6.2 Development of Reports- System Enhancements – there is nothing on the price form for these items. That is correct, this is all Time and Materials with no fixed price component.

Section 3.6.1 – What tools are currently used? MHEC is open for suggested tools. There is nothing currently used other than Microsoft.

Section 4.4.1 – Is a project manager necessary? What role will the Contractor have in supervising and managing the staff? The Contractor is responsible for the resources provided. MHEC will have the day-to-day contact with the resources and will oversee the work. The contract is with the Contractor and not the resources so there will need to be some communication with the Contractor. The project manager is Gary Kenney with oversight by the team at MHEC including Ms. Jackson. There is a team of four currently; a DBA, 2 Computer specialists and an application programmer. There may be other team members added, particularly programmers.

Does subcontractor experience count toward the Master Contractor's experience? Yes.

A conversation was held regarding the amount of data. How much data would the resources be handling? That would depend on the unit of measure, bytes, terabytes.... It is not considered to be "big" data.

Are the reports generated public or internal? The intended audience is legislative, the Executive Branch, and leaders. Data is not pushed out to the public. Assume the reports are generated internally.

Section 3.6.4.6 and 3.6.4.7 reference C-Do we want other Sequel data tools? There is a mention of other Sequel Data Tools. MHEC will clarify this.

Will the Resources be permitted to work remotely or will all work take place here? It is not anticipated that any work will be done remotely due to Security considerations.

Is there any pii data? There is a possibility.

What is the intent of the Oral Presentation during the evaluation process? Will there be interviews? The intent is to have a group presentation, Master and key resources. The Master Contractor may propose their solution, the resources would each speak to their experience and what they may contribute. There may be clarifying questions asked.

Do you envision Oracle Business Intelligence at all? We will not be using Oracle BI.

TORFP R00B7400067 Pre-proposal conference notes

Ms. Jackson stated that due to the Enterprise migration to DoIT, MHEC no longer has admin rights to the servers. Service Requests are submitted to DoIT. There are not SLAs in place, DoIT does respond quickly.

Potential Offerors were reminded that questions may be submitted in writing to the Procurement Officer and they will be answered.

Attendees of the WebEx portion of the conference were asked to email their attendance to the Procurement Officer for the record.

The Pre-Proposal conference adjourned at 11:15 am.