

**SUPPLEMENT D  
DEPARTMENT OF INFORMATION TECHNOLOGY  
ACTION AGENDA**

**ITEM: 1-IT**

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**DEPARTMENT:**

Department of Budget and Management

**CONTRACT ID:**

Central Collection Unit  
Debt Collection Information System Software  
ADPICS No.: F50B2400052

**CONTRACT DESCRIPTION:** State-of-the-art, commercial-off-the-shelf, Debt Collection Information System software application to replace Department of Budget and Management's 25-year-old legacy collections software and supporting applications.

**AWARD:**

CR Software, a wholly-owned subsidiary of FICO  
Fairfax, VA

**TERM:**

4/1/2013 – 3/31/2019  
(1 year base evaluation phase I)\*  
(5 year base production phase II) \*  
(with 2 one-year renewal options for phase I)  
(with 5 one-year renewal options for phase II)

**AMOUNT:**

\$4,221,525 NTE (6 years; base contract)\*  
\$ 385,866 NTE (1 year; 1st renewal option - I)  
\$ 74,950 NTE (1 year; 2nd renewal option - I)  
\$ 266,425 NTE (1 year; 1st renewal option - II)  
\$ 266,425 NTE (1 year; 2nd renewal option - II)  
\$ 266,425 NTE (1 year; 3rd renewal option - II)  
\$ 266,425 NTE (1 year; 4th renewal option - II)  
\$ 266,425 NTE (1 year; 5th renewal option - II)  
**\$6,014,466 Total NTE**

**\*Note:**

The Post-Award Evaluation Phase of the base term (Phase I) will be to procure up to 25 licenses for evaluation, testing and COTS fit-gap analysis in preparation for release of the second solicitation.

The Production Phase of the base contract (Phase II) will procure up to 355 additional licenses for production implementation, support and maintenance.

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**ITEM 1–IT (Cont’d)**

**PROCUREMENT METHOD:** Competitive Sealed Proposals

**PROPOSALS:**

<u>Offeror</u>	<u>Technical</u>	<u>Financial</u>	<u>Final Ranking</u>
CR Software Fairfax, VA	1	\$6,014,466	1
RevQ Vancouver, WA	2	\$8,940,150	2

**MBE PARTICIPATION:** 0%

**INCUMBENT:** RevQ, a Columbia Ultimate Company

**REMARKS:** This Central Collection Unit project is being conducted in two steps (two separate procurements) to help minimize risk. The first step is to identify and secure the core software application that will be implemented. The second step will be to procure the design, configuration and implementation services. The contract being recommended here is to support step one, to obtain the core COTS software package.

The solicitation was advertised on *eMaryland Marketplace*, posted on DoIT’s website, and sent to the Governor’s Office of Minority Affairs. In addition, DoIT directly solicited seventeen vendors known to offer this type of software and notified 63 MBEs listed in the MBE directory. Seven vendors attended the pre-proposal conference. Two proposals were received, one from the incumbent, RevQ, a Columbia Ultimate Company, and the other from CR Software, a wholly owned subsidiary of FICO.

The attendees at the pre-proposal conference and all vendors known to provide DCIS software who were directly solicited were contacted to find out why they did not submit offers. Responses included: scope is larger than capacity, other commitments preclude participation, and they would prefer to participate in the follow-on, second-step implementation procurement.

