

**DEPARTMENT OF INFORMATION TECHNOLOGY
ACTION AGENDA**

ITEM: 1-IT Agency Contact:
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DEPARTMENT/PROGRAM: Department of Information Technology (DoIT)
Telecommunications Division

CONTRACT ID: Microwave and Ancillary Equipment and Services
ADPICS NO. 060B0400006

CONTRACT DESCRIPTION: Multiple award, indefinite quantity, Contract to
provide Microwave and Ancillary Equipment, Installation and Training services and
Manufacturer's Extended Warranty for the State of Maryland.

AWARDS: See Attachment 1

TERM: 10/06/2010 – 9/30/2015

AMOUNT: \$15,000,000 (5 Years)

PROCUREMENT METHOD: Competitive Sealed Proposals

BIDS OR PROPOSALS: See Attachment 1

MBE PARTICIPATION: 25% for Functional Area III

INCUMBENTS: Harris Corp. MCD
Redwood Shores, CA

Microwave Networks, Inc.
Stafford, TX

Business Information Group, Inc.
York, PA

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\ **REMARKS:** A notice of the availability of the Request for Proposals (RFP) was advertised on *eMarylandMarketplace.com* and DBM's website. In addition, a *Notice of Availability* (and copy of the RFP) was sent directly to 72 prospective vendors, 37 of which were Maryland firms and 21 of which were MBEs. A copy was also sent to the Governor's Office of Minority Affairs and the Governor's Office of Business Advocacy and Small Business Assistance.

A total of 18 proposals were received in response to the RFP. All proposals were deemed reasonably susceptible of being selected for award and are recommended for award to receive a Master Contract. Of these 18 recommended contractors, 9 are Maryland resident businesses, three are Small Businesses and two are MBEs (see Attachment 1).

This contract replaces the soon-to-expire Master Contract that provides Microwave and Ancillary Equipment.

This Master Contract encompasses the following four functional areas:

- Functional Area I – Licensed Microwave Radios, ancillary equipment, test equipment and installation supplies
- Functional Area II – Unlicensed Microwave Radios, ancillary equipment, test equipment and installation supplies
- Functional Area III – Installation, Repair and Preventive Maintenance Services
- Functional Area IV – Manufacturer's Extended Warranty

This new Master Contract is structured to be adaptable to rapidly changing technology by allowing Master Contractors the option to add additional manufacturers' product lines throughout the term of the Master Contract as they become authorized to sell those lines.

There will be a second level of competition through a Purchase Order Request for Proposals (PORFP) sent to all Master Contractors awarded a Master Contract within the appropriate functional area who are authorized to provide the equipment and/or services for the requested manufacturer(s) product line.

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In addition, selected PORFPs can be designated as Small Business Reserve (SBR) competitions. For SBR designated PORFPs, each Master Contractor that is a small business will be able to compete within its approved functional area.

Master Contractors affirmed that their prices for the PORFPs will not exceed the Manufacturer’s Suggested Retail Price (MSRP) for the software being purchased for the term of the Master Contract in Functional Areas I and II, and it is expected that the competitive PORFP process will produce lower than MSRP pricing.

This procurement vehicle was designed to provide State agencies with a wide selection of Master Contractors who offer an extensive variety of microwave radio equipment. As a result of the awards from this solicitation, State agencies will obtain licensed/unlicensed microwave radios, ancillary equipment, test equipment and installation supplies, installation/ repair/maintenance and extended warranty services quickly and efficiently by issuing PORFPs specific to agencies’ needs. This contracting vehicle is also available to Maryland local and County government jurisdictions.

MBE subcontracting goals of 25% will be applied to each individual PORFP for Functional Area III. An MBE goal was only applied to Functional Area III because the other three functional areas involve purely the provision of hardware and warranty, which does not afford any subcontracting opportunities.

- FUND SOURCE:** Various
- APPROP. CODE:** Various
- RESIDENT BUSINESSES:** See Attachment 1
- MD TAX CLEARANCES:** See Attachment 1

Board of Public Works Action - The above referenced Item was:

APPROVED	DISAPPROVED	DEFERRED	WITHDRAWN
WITH DISCUSSION		WITHOUT DISCUSSION	

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ATTACHMENT 1

Contractors		City	State	FA I	FA II	FA III	FA IV	Maryland Resident Business Yes No	MBE	SB R	Tax Clearance Numbers
1	ACG Systems, Inc.	Annapolis	MD	X	X	X		X	No	No	10-5347-1111
2		Murray Hill	NJ	X	X	X	X		No	No	10-5348-1111
3	Altius Communications LLC	Phoenix	MD	X	X		X	X	No	No	10-5349-1111
4	Applied Wireless LAN Inc.	Rockville	MD					X	Yes	Yes	10-5516-1111
5	Aviat U. S., Inc.	Santa Clara	CA	X			X		No	No	10-5350-1011
6	Avrio Group Surveillance Solutions LLC	Easton	MD				X	X			10-5351-0000
7		York	PA	X	X	X	X		No	No	10-5352-1110
8	BIG Wireless, LLC	Timonium	MD	X	X	X	X	X	No	No	10-5353-1111
9	Communications Electronics, Inc.	Stafford	TX	X			X		No	No	10-5354-0000
10	Microwave Networks Inc.	Irving	TX	X	X	X			No	No	10-5355-1111
11	NEC Corporation of America	Duluth	GA	X	X				Yes	No	10-5356-0000
12	Peachtree Telecommunications Inter. LLC	Tampa	FL	X		X	X		No	No	10-5357-0000
13	PlexComm Technologies LLC	Baltimore	MD	X	X	X	X	X	No	Yes	10-5358-000
14	Port Networks, LLC	Fairfax	VA		X	X	X		No	Yes	10-5359-1011
15	Prime Performance Technologies, Inc.	Beltsville	MD	X	X	X	X	X	No	No	10-5483-1111
16	Teltronics, Inc.	Santa Barbara	CA	X	X	X	X		No	No	10-5360-1101
17	Tempest Telecom Solutions, LLC	Hunt Valley	MD	X	X	X	X	X	No	No	10-5361-0111
18	TESSCO Incorporated	Baltimore	MD	X	X		X	X		No	10-5362-1111
	Wireless Communications, Inc.								No		