

Supplement D
Department of Information Technology
ACTION AGENDA
December 18, 2013

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7-IT. DEPARTMENT OF INFORMATION TECHNOLOGY

Contract ID: Statewide Personnel System Software as a Service
 Human Capital Management Solution
 ADPICS No.: 060B3490012

Contract Description: Integrated Statewide Personnel System using a multi-tenant, cloud, subscription-based human capital management software-as-a-service (SaaS) solution.

Award: Oakland Consulting Group, Inc., Lanham, MD

Term: 12/18/2013 - 12/17/2018 (w/ two 5-year renewal options)

Amount: \$ 43,891,000 estimated (base period/5years)
 \$ 29,455,000 (Option 1)
\$ 31,222,000 (Option 2)
 \$104,568,000 Total

Procurement Method: Competitive Sealed Proposals
 Single Proposal Received

Proposals: Oakland Consulting Group

MBE Participation: 100% (Contractor is certified MBE)

Incumbent: N/A

Remarks: The State is seeking to replace the existing Statewide Personnel Management System, Benefits Application System, multiple timekeeping systems and a number of peripheral systems.

Notice of the RFP was advertised on *eMarylandMarketplace.com* and the DoIT website. In addition, 51 firms that are known to have offered similar services were emailed the RFP directly. A copy of the RFP was sent to the Governor's Office of Minority Affairs.

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Although DoIT received six proposals, five were deemed not reasonably susceptible of being selected for award.

- Four of the five failed to provide a multi-tenant cloud SaaS human-capital-management product. Two offerors filed protests challenging that determination. DoIT denied both protests; neither protester appealed to the Board of Contract Appeals.
- The fifth eliminated offeror refused to agree to the State's contractual terms despite repeated requests to do so.

Award is recommended to Oakland Consulting Group, Inc., a certified reseller of Workday, Inc., who is offering Workday's SaaS, multi-tenant human-capital-management solution. OCG provided an acceptable financial proposal in its BAFO.

Financial offers were based upon yearly subscription costs as well as training and professional services. The award amount for the base period is based upon firm-fixed yearly subscription prices as well as estimates for training and professional services. The award amount shown for the option periods is based upon firm-fixed yearly subscription prices with an estimated Consumer Price Index increase.

Fund Source: Reimbursable

Approp. Code: F50B0406

Resident Business: Yes

MD Tax Clearance: 13-2881-0111

BOARD OF PUBLIC WORKS

THIS ITEM WAS:

APPROVED

DISAPPROVED

DEFERRED

WITHDRAWN

WITH DISCUSSION

WITHOUT DISCUSSION