



**DEPARTMENT OF GENERAL SERVICES
OFFICE OF STATE PROCUREMENT
ACTION AGENDA
May 15, 2024**



*Contact: Yasin Mohammed 410-591-6332
yasin.mohammed@maryland.gov*

23-IT. INFORMATION TECHNOLOGY
Department of General Services, Office of State Procurement

Contract ID: Cable and Wiring Outside Plant Installation, Relocation, Preventative and Routine Maintenance of Fiber Optic and Communication Cables; *BPM036949*

ADPICS No.: ~~See Attachment I.~~
001B5600110

See next page for Record
Correction letter dated 8/28/24

Contract Description: Statewide contracts for cable and wiring outside plant installation, relocation, preventative and routine maintenance of fiber Optic and communication cables in six geographical regions: *Western:* Garrett, Allegany, and Washington Counties, *Capital:* Fredrick Montgomery, and Prince George’s Counties, *Southern:* Calvert, Charles, and St. Mary’s Counties, *Central:* Anne Arundel, Baltimore, Carroll, Harford, and Howard counties and Baltimore City, *Upper Eastern Shore:* Caroline, Cecil, Kent, Queen Anne’s, and Talbot Counties, *Lower Eastern Shore:* Dorchester, Somerset, Wicomico, and Worcester Counties

Awards: See Attachment I

Contract Term: 10/17/2024 - 10/16/2029

Amount: \$20,000,000 NTE

Procurement Method: Competitive Sealed Proposals

Proposals: See Attachment II

Living Wage Eligible: Yes

MBE/VSBE Participation: 15% / 0%

Performance Security: Performance and Payment Bond (At Work Order Level)

Hiring Agreement Eligible: Yes



Wes Moore, Governor | Aruna Miller, Lt. Governor | Atif Chaudhry, Secretary

August 28, 2024

Accepted 8/29/2024- JTG

John Gontrum, Esquire
Executive Secretary
Board of Public Works
Louis L. Goldstein Treasury Building, Room 117
Annapolis, MD 21401-1991

Digitally signed by
John Gontrum
Date: 2024.08.29
13:47:08 -04'00'

SUBJECT: Record Correction- May 15, 2024, Board of Public Works Action Agenda

Dear Mr. Gontrum:

This is to advise you of the following change to the Board of Public Works Action Agenda Items previously approved by the Board of Public Works.

BPW- May 15, 2024

DGS 23-IT

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From: ADPICS 001B4600213 - Western Region Skyline Technology Solutions LLC
001B4600220 - Western Region Layer One Technology Solutions
001B4600221 - Capital Region Bluestar Technologies Inc
001B4600214 - Capital Region Skyline Technology Solutions LLC
001B4600222 - Southern Region Bluestar Technologies Inc
001B4600215 - Southern Region Skyline Technology Solutions LLC
001B4600223 - Central Region Bluestar Technologies Inc
001B4600217 - Central Region Skyline Technology Solutions LLC
001B4600224 - Upper Eastern Region Bluestar Technologies Inc
001B4600218 - Upper Eastern Region Skyline Technology Solutions LLC
001B4600225 - Lower Eastern Region Bluestar Technologies Inc
001B4600219 - Lower Eastern Region Skyline Technology Solutions LLC

To: ADPICS 001B5600110 - All regions All three vendors

Reason: Clerical error: FMIS error on original BPOs, requiring one BPO for the Statewide Contract for accurate tracking.

Thank you for your attention to this matter. If you need further information, please call me at 410-767-4586/ 443-579-4811.

Sincerely,

Emmanuel G. Smith

Emmanuel G. Smith
Procurement Officer
Office of State Procurement

cc: The Honorable Wes Moore
The Honorable Brooke Lierman, Esq.
The Honorable Dereck Davis



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23-IT. INFORMATION TECHNOLOGY (cont'd)

Incumbents:

Assurance Media; Wilmington, DE
 Bluestar Technologies Inc.; Baltimore, MD
 Eastcomm LTD; Upper Marlboro, MD
 Henkels & McCoy, Inc.; York, MD
 Infiniti Technologies; Columbia, MD
 KCI Construction Services LLC; White Mash, MD
 Leading Technology Solutions; Baltimore, MD
 Marathon Technology Solutions, Inc.; Sykesville, MD
 Noovis; Hanover, MD
 Pillar Innovations, LLC, Grantsville, MD

Requesting Agency Remarks: A notice of the availability of the Request for Proposals (RFP) was advertised on eMaryland Marketplace Advantage (eMMA) on July 25, 2023 with two awards per region in six regions. Approximately 358 potential contractors were solicited and 491 were directly solicited. Eight proposals were received on October 10, 2023, and seven were determined to be reasonably susceptible of being selected for award. One proposal was deemed not reasonably susceptible of being selected for award because the vendor did not submit the required MBE forms. The recommended offerors Bluestar Technologies, Inc., Skyline Technology Solutions LLC, and Layer One Technology Solution Corp. were determined to be most advantageous to the State. One letter of intent to award was rescinded due to failure to submit the required award documents. The contractor with the highest overall ranking in the region will be given the right of first refusal to provide the requested services. If they are unable to perform the requested services, the second highest ranked contractor will be asked to provide the requested service.

This procurement was designed to provide State agencies with contractors who offer an extensive variety of cable and wiring materials and services. Agencies will be able to obtain materials, equipment, maintenance, and installation services quickly and efficiently, and specific to their needs. This contract is also available to Maryland local, and county government jurisdictions and not-for-profit entities within the State of Maryland, as defined in the State Finance and Procurement 13-110(a)(5) - (7).

No VSBE participation was established due to a lack of certified subcontractors.



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23-IT. INFORMATION TECHNOLOGY (cont'd)

Fund Source: Various

Approp. Code: Various

Resident Business: Yes

MD Tax Clearance: 24-0350-0111 - Bluestar Technologies Inc.
24-1382-1111 - Layer One Layer One Technology Solution Corp.
24-0354-1111 - Skyline Technology Solutions LLC

BOARD OF PUBLIC WORKS

THIS ITEM WAS:

APPROVED

DISAPPROVED

DEFERRED

WITHDRAWN

WITH DISCUSSION

WITHOUT DISCUSSION



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23-IT. INFORMATION TECHNOLOGY (cont'd)

ATTACHMENT I

Region	Awardee	Amount
Western: Allegany, Garrett, and Washington Counties	Skyline Technology Solutions LLC; Glen Burnie, MD ADPICS # 001B4600213	\$1,760,846.67
	Layer One Technology Solutions Corp; Newburg, MD (MBE) (Certified Small Business) ADPICS # 001B4600220	\$1,160,733.33
Capital: Fredrick, Montgomery, and Prince George's Counties	Bluestar Technologies Inc.; Baltimore, MD (Certified Small Business) ADPICS # 001B4600221	\$ 863,333.33
	Skyline Technology Solutions LLC; Glen Burnie, MD ADPICS # 001B4600214	\$1,760,846.67
Southern: Calvert, Charles, and St. Mary's Counties	Bluestar Technologies Inc.; Baltimore, MD (Certified Small Business) ADPICS # 001B4600222	\$ 875,000.00
	Skyline Technology Solutions LLC; Glen Burnie, MD ADPICS # 001B4600215	\$1,760,846.67
Central: Anne Arundel, Baltimore, Carroll, Harford, & Howard counties & Baltimore City	Bluestar Technologies Inc.; Baltimore, MD (Certified Small Business) ADPICS # 001B4600223	\$ 863,333.33
	Skyline Technology Solutions LLC; Glen Burnie, MD ADPICS # 001B4600217	\$1,760,846.67
Upper Eastern Shore: Caroline, Cecil, Kent, Queen Anne's, and Talbot Counties	Bluestar Technologies Inc.; Baltimore, MD (Certified Small Business) ADPICS # 001B4600224	\$ 875,000.00
	Skyline Technology Solutions LLC; Glen Burnie, MD ADPICS # 001B4600218	\$1,760,846.67
Lower Eastern Shore: Dorchester, Somerset, Wicomico, and Worcester Counties	Bluestar Technologies Inc.; Baltimore, MD (Certified Small Business) ADPICS # 001B4600225	\$1,125,000.00
	Skyline Technology Solutions LLC; Glen Burnie, MD ADPICS # 001B4600219	\$1,760,846.67
Total for all Regions		\$16,330,509.25



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23-IT. INFORMATION TECHNOLOGY (cont'd)

ATTACHMENT II

Western: Garrett, Allegany, and Washington Counties

<i>Offerors</i>	<i>Technical Rankings</i>	<i>Financial Offers (Rankings)</i>	<i>Overall Rankings</i>
Skyline Technology Solutions LLC; Glen Burnie, MD	1	\$1,760,846.67 (3)	1
Layer One Technology Solutions Corp; Newburg, MD	2	\$1,160,733.33 (2)	2
Leading Technology Solutions, Inc; Baltimore, MD	3	\$993,333.33 (1)	3

**Technical and financial rankings were weighted equally.*

Capital: Fredrick Montgomery, and Prince George's Counties

<i>Offerors</i>	<i>Technical Rankings</i>	<i>Financial Offers (Rankings)</i>	<i>Overall Rankings</i>
Bluestar Technologies Inc.; Baltimore, MD	1	\$863,333.33 (2)	1
Skyline Technology Solutions LLC; Glen Burnie, MD	2	\$1,760,846.67 (6)	2
Plexus Installation, Inc.; Baltimore, MD	4	\$1,102,176.59 (4)	3
Layer One Technology Solution Corp; Newburg, MD	5	\$1,160,733.33 (5)	4
Syst-Com, Inc.; Curtis Bay, MD	6	\$584,778.08 (1)	5
KCI Construction Services LLC; White Mash, MD	3	\$3,033,666.67 (7)	6
Leading Technology Solutions; Baltimore, MD	7	\$993,333.33 (3)	7

**Technical and financial rankings were weighted equally.*



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23-IT. INFORMATION TECHNOLOGY (cont'd)

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Southern: Calvert, Charles, and St. Mary's Counties

<i>Offerors</i>	<i>Technical Rankings</i>	<i>Financial Offers (Rankings)</i>	<i>Overall Rankings</i>
Bluestar Technologies Inc.; Baltimore, MD	1	\$875,000.00 (2)	1
Skyline Technology Solutions; Glen Burnie, MD	2	\$1,760,846.67 (6)	2
Plexus Installation, Inc.; Baltimore, MD	3	\$1,132,969.58 (4)	3
Syst-Com, Inc.; Curtis Bay, MD	5	\$584,778.08 (1)	4
Layer One Technology Solution Corp; Newburg, MD	4	\$1,160,733.33 (5)	5
Leading Technology Solutions; Baltimore, MD	6	\$993,333.33 (3)	6

**Technical and financial rankings were weighted equally.*

Central: Anne Arundel, Baltimore, Carroll, Harford, and Howard counties and Baltimore City

<i>Offerors</i>	<i>Technical Rankings</i>	<i>Financial Offers (Rankings)</i>	<i>Overall Rankings</i>
Bluestar Technologies Inc.; Baltimore, MD	1	\$863,333.33 (2)	1
Skyline Technology Solutions; Glen Burnie, MD	2	\$1,760,846.67 (6)	2
Plexus Installation, Inc.; Baltimore, MD	4	\$1,102,176.59 (4)	3
Layer One Technology Solution Corp; Newburg, MD	5	\$1,160,733.33 (5)	4
Syst-Com, Inc.; Curtis Bay, MD	6	\$584,778.08 (1)	5
KCI Construction Services LLC; White Mash, MD	3	\$3,033,666.67 (7)	6
Leading Technology Solutions; Baltimore, MD	7	\$993,333.33 (3)	7

**Technical and financial rankings were weighted equally.*



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Upper Eastern Shore: Caroline, Cecil, Kent, Queen Anne's, and Talbot Counties

<i>Offerors</i>	<i>Technical Rankings</i>	<i>Financial Offers (Rankings)</i>	<i>Overall Rankings</i>
Bluestar Technologies Inc.; Baltimore, MD	1	\$875,000.00 (1)	1
Skyline Technology Solutions; Glen Burnie, MD	2	\$1,760,846.67 (5)	2
Plexus Installation, Inc.; Baltimore, MD	4	\$1,040,590.62 (3)	3
Layer One Technology Solution Corp; Newburg, MD	5	\$1,160,733.33 (4)	4
KCI Construction Services LLC; White Mash, MD	3	\$3,033,666.67 (6)	5
Leading Technology Solutions; Baltimore, MD	6	\$993,333.33 (2)	6

**Technical and financial rankings were weighted equally.*

Lower Eastern Shore: Dorchester, Somerset, Wicomico, and Worcester Counties

<i>Offerors</i>	<i>Technical Rankings</i>	<i>Financial Offers (Rankings)</i>	<i>Overall Rankings</i>
Bluestar Technologies Inc.; Baltimore, MD	1	\$1,125,000.00 (2)	1
Skyline Technology Solutions; Glen Burnie, MD	2	\$1,760,846.67 (5)	2
Plexus Installation, Inc.; Baltimore, MD	3	\$1,163,762.57 (4)	3
Layer One Technology Solution Corp; Newburg, MD	4	\$1,160,733.33 (3)	4
Leading Technology Solutions; Baltimore, MD	5	\$993,333.33 (1)	5

**Technical and financial rankings were weighted equally.*