



Intergovernmental Cooperative Purchasing Agreement
Procurement Officer’s Determination

COMAR 21.05.09.04

The Department of Transportation (“MDOT”) seeks to execute an intergovernmental cooperative purchasing agreement (“Participating Addendum”) with Carahsoft Technology Corporation (“Carahsoft”) under the National Association of State Procurement Officials (“NASPO”) ValuePoint Cooperative Purchasing Organization’s Cloud Solutions 2016-2026 Contract (“NASPO Contract”). NASPO strives to make the governmental procurement process more efficient by establishing competitively priced contracts. This NASPO Contract is available to State agencies nationwide, institutions of higher education, cities and counties. It has been awarded by a public competitive procurement process that is compliant with Maryland State statutes.

Under the Participating Addendum, Carahsoft would provide MDOT with access to OpenGov, a software-as-a-service (“SaaS”). OpenGov is a software solution that visualizes data (i.e., creates a dashboard). The solution will develop, integrate, and maintain a web-based version of MOOT's selected data. It will empower agency staff by organizing the selected data into easy-to-use visual formats to drive efficiency and allowing for better decision making, while also enabling MOOT to achieve its communication goals and objectives with OpenGov's public facing story telling solutions.

On September 29, 2017, MDOT issued a Request for Quotes from all resellers on the NASPO Contract for the OpenGov SaaS solution. MDOT received three responses with quotes. One additional vendor stated that the scope of work is outside of their service offering under the NASPO Contract. The three resellers of OpenGov submitted quotes based on the scope of work MDOT provided. MDOT reviewed the quotes, determined all three to be technically capable, and initiated a Financial Best and Final Offer (BAFO). During this process one reseller requested to withdraw their quote. Of the two remaining resellers, Carahsoft and SHI, who submitted quotes in response to the BAFO, Carahsoft submitted the lowest price.

The Quotes consisted of unit prices of modules for implementation, software licensing, maintenance and support, as well as additional optional services for on-site training, consulting, and development.

Contractor	Quote – Software	Quote – Services	Total	Ranking
Carahsoft	\$2,345,755.10 3-year term	Not to exceed - \$890,914.40	\$3,236,669.50	1
SHI	\$2,364,332.52 3-year term	Not to exceed- \$910,816.00	\$3,275,148.52	2

The pricing offered is fair and reasonable given it is similar to other comparable contracts with government entities. A similar two-year contract with the State of Ohio with OpenGov for a SaaS



solution with support cost \$2,725,000.00 for a two-year term. Under the present Participating Addendum, the service portion costs will be determined based on specific data sets to be developed, and using firm fixed hourly labor rates for various labor categories as appropriate.

The use of this procurement method will reduce the time-period between need determination and delivery of the solution; will ensure expeditious transparency to the citizens of Maryland; and reduce the administrative burden on MDOT. In accordance with COMAR 21.05.09.04, as the Procurement Officer, I determined that this Participating Addendum will provide cost benefits to the State, will promote administrative efficiencies and promote intergovernmental cooperation. The Participating Addendum is in the best interest of the State and is not intended to evade the purposes of Division II of the State Finance and Procurement Article.

Determination by:	 Sachin Bhatt, Procurement Officer	<u>5/1/18</u> Date
Approved by:	 Michael Leahy, Secretary	<u>5-1-2018</u> Date