

Supplement D  
 Department of Information Technology  
**ACTION AGENDA**  
 February 21, 2018



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**2-IT.            DEPARTMENT OF INFORMATION TECHNOLOGY**

**Contract ID:**            Meeting Live Streaming and Hosting Services  
 ADPICS BPO No.: 060B7400059

**Contract Description:** Provide enterprise meeting live-streaming and hosting services Statewide.

**Award:**                    Town Hall Streams, York, ME

**Term:**                     3/1/2018 – 2/28/2021 (3-year base with two 1-year options)  
 3/1/2021 – 2/28/2022 (option 1)  
 3/1/2022 – 2/28/2023 (option 2)

**Amount:**                 \$1,125,000 (base)  
                                   \$ 385,000 (option year 1)  
                                   \$ 397,500 (option year 2)  
                                   \$1,907,500

**Procurement Method:**        Competitive Sealed Proposals

**Proposals:**

Offeror	Location	Ranking			
		Technical	BAFO Financial	Evaluated Price	Overall Rank
Town Hall Streams	York, ME	3	1	\$76,320	1
Granicus	Denver, CO	2	2	\$93,439	2
Sandy Audio Visual	Laurel, MD	1	4	\$399,967	3
Jolokia Corporation	Santa Cruz, CA	5	3	\$169,200	4
Intellimedia Networks	Leesburg, VA	4	5	\$1,830,192	5

*Pricing is based on a scenario provided by the State*

**MBE Participation:**            None

**Remarks:** The Department of Information Technology seeks to procure services that will allow State agencies to livestream meetings with and without closed captioning, provide on-demand meeting playback, and obtain web-hosting services. The procurement is a collaborative effort of DoIT, the Maryland State Department of Education, and the Maryland Department of Transportation. MSDE, MDOT, and other agencies required to provide public meetings will be able to use this contract to increase transparency in State government.

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**2-IT. DEPARTMENT OF INFORMATION TECHNOLOGY (cont'd)**

*Remarks: (cont'd)*

Six proposals were received in response to the RFP. One proposal was not reasonably susceptible of award as it did not contain sufficient detail. The remaining five offers were evaluated and presentations/demonstrations were conducted.

This approach allowed the technical team to view the products on multiple devices and determine if the offeror's solution met State needs. During the demonstrations, two offerors experienced challenges, resulting in a low-ranking technical proposal.

The offerors priced their services based on the features required plus the features that were highly desirable but not necessarily required. To compare the offers evenly, DoIT developed a scenario that contained all of the features being used. The contract value has been determined by using the one agency scenario and extending that to include an estimated number of agencies using the contract services.

- Town Hall Streams is recommended for contract award. Its solution is what the State needs and it offers the most advantageous pricing. While it does not contain all of the bells and whistles as Jolokia nor some of the advanced technology as Granicus, Town Hall Streams is able to perform the task. Its solution provides unlimited streaming and storage, closed captioning, as well as playback and document hosting. The solution does not require the purchase and maintenance of costly video encoding streaming servers. It is an easy to use system with little user intervention required. Town Hall Streams pricing is one all-inclusive fee for service.
- SAV, the technically ranked number one offeror, delivers a very high quality solution that would be nice to have but is not affordable for the entire State. With the high price tag, smaller agencies would be required to pay for but would not use all of the technology and they would potentially be priced out. Further, even though SAV is a local firm, its solution (product) is not from a Maryland firm.
- Granicus, the number 2 offeror, proposed a solution of a higher-end product that appears to be more complicated for the end user. Training would be required on a larger scale for this solution and the amount of training is difficult to determine. The solution had software support but lacked support during or after meetings which is highly desirable.

<b>Fund Source:</b>	Various	<b>Approp. Code:</b>	Various
<b>Resident Business:</b>	No	<b>MD Tax Clearance:</b>	17-3564-0000

**BOARD OF PUBLIC WORKS**

**THIS ITEM WAS:**

**APPROVED**

**DISAPPROVED**

**DEFERRED**

**WITHDRAWN**

**WITH DISCUSSION**

**WITHOUT DISCUSSION**