

INFORMATION TECHNOLOGY CONTRACT

ITEM: 2-IT **Agency Contact:** Ellis Kitchen
(410) 260-2994
ekitchen@dbm.state.md.us

DEPARTMENT/PROGRAM: Department of Budget and Management (DBM)
Telecommunications Access of Maryland
(TAM)

CONTRACT ID: Assistive Telecommunications Equipment and
Associated Peripherals
ADPICS NO. 050B7800030

CONTRACT DESCRIPTION: Multiple awards, indefinite quantity, Master
Contract to provide assistive telecommunications equipment and associated peripherals for
citizens with specific needs. Specific assistive technology needs will be satisfied through a
secondary competition among all master contractors providing a given type of assistive
technology.

AWARDS: See Attachment (Multiple Awards)

TERM: 11/29/2007 – 8/31/2013

AMOUNT: \$600,000 (5 Years, 9 Months)

PROCUREMENT METHOD: Competitive Sealed Proposals

PROPOSALS: See Attachment

MBE PARTICIPATION: None (See Requesting Agency Remarks below)

PERFORMANCE SECURITY: None

INCUMBENTS: TelTex, Inc.
North Kansas, MO
(Local office in Baltimore, MD)

Potomac Technology, Inc.
Rockville, MD

Soundbytes
New York, NY

REQUESTING AGENCY REMARKS: A notice of the availability of the Request for Proposals (RFP) was posted on *eMarylandMarketplace.com*, the DBM Website, and the DBM Bid Board. Copies of the RFP were sent to 98 prospective vendors of which 35 were from Maryland, and 43 were MDOT MBE certified vendors. A copy was also sent to the Governor's Office of Minority Affairs.

A total of 14 proposals were received in response to the RFP. Five of the proposals were found not reasonably susceptible of being selected for award. An additional proposal was deemed not reasonably susceptible of being selected for award due to a merger of the offeror with another of the offerors that was finalized during the evaluation time period. The eight remaining qualified offerors were found to be responsible and are recommended for award to the Master Contract.

The previous Master Contract, State Telecommunications Device for the Deaf (TDD) Equipment, was limited to three Master Contractors and only the manufacturer's product lines proposed at the time of award.

This new Master Contract offers more Master Contractors and manufacturers' product lines and 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 additional lines.

This Master Contract provides the Telecommunications Access of Maryland (TAM) office (as authorized to operate the Maryland Accessible Telecommunications (MAT) program) the means to acquire the assistive telecommunications equipment and associated peripherals necessary to support the user community. This program provides free telecommunications equipment and associated peripherals to deaf, hard of hearing, Deaf/Blind, cognitive, speech and mobility disabled Maryland citizens (the user community) who are on public assistance and unable to afford such equipment for accessing both the Maryland Relay and the public, switched telephone network. This contract is the result of the MAT program's effort to continue to establish and maintain telecommunications equipment supply sources for carrying out the mandates of State Finance and Procurement Article, Sections 3-901 to 3-903.

This Master Contract encompasses the following 11 functional areas:

- Functional Area I - Amplified Telephones and Associated Peripherals
- Functional Area II - Alerting Devices / Emergency Devices and Associated Peripherals
- Functional Area III - Captioned Telephones and Associated Peripherals
- Functional Area IV - TTY (Teletypewriters), VCO (Voice Carry Over) Phones, HCO (Hearing Carry Over) Devices/Phones and Associated Peripherals
- Functional Area V - Specialized Accessories / Switches and Associated Peripherals
- Functional Area VI - Hands-free Telephones / Devices and Associated Peripherals
- Functional Area VII - Devices for Speech Impaired and Associated Peripherals
- Functional Area VIII - Devices for Visually Impaired and Associated Peripherals

- Functional Area IX - Devices for Cognitively Impaired and Associated Peripherals

Functional Area X - Wireless Devices / Videophones and Associated Peripherals
Functional Area XI - Extended Warranty(ies)

There will be a second level of competition through a Purchase Order Request for Proposals (PORFP) or Purchase Order Invitation for Bids (POIFB) process for all equipment offered under this contract. A PORFP or POIFB will be sent to all Master Contractors within the appropriate functional area(s) who are authorized to provide the hardware. In addition, selected PORFPs or POIFBs can be designated as Small Business Reserve (SBR) competitions. For SBR designated PORFPs or POIFBs, 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 second level of competition will not exceed the Manufacturer's Suggested Retail Price (MSRP) for the hardware being purchased for the term of the Master Contract, and it is expected that the competitive process will produce lower than MSRP pricing.

This procurement vehicle was designed to provide State agencies with a selection of Master Contractors who offer assistive telecommunications equipment. As a result of the awards from this solicitation, State agencies will obtain the equipment quickly and efficiently by issuing PORFPs or POIFBs specific to agencies' needs. This contracting vehicle is also available to local and County Maryland government jurisdictions.

There was no MBE goal established for this solicitation as the Master Contractors will directly ship assistive telecommunications equipment where indicated with no additional services involved.

FUND SOURCE:	Various
APPROP. CODE:	Various
RESIDENT BUSINESS:	Yes for all
MD TAX CLEARANCE:	See Attachment

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

APPROVED	DISAPPROVED	DEFERRED	WITHDRAWN
WITH DISCUSSION		WITHOUT DISCUSSION	

	Contractors	City	State	Maryland Tax Clearance Number	Maryland Resident Business		MBE	SBR	Functional Areas
					Yes	No			
1	Freedom Systems LLC	Alexandria	VA	07-2461-0000		X		X	I, IV, V, VII, VIII, IX
2	Griffin Laboratories, Inc.	Temecula	CA	07-1897-0000		X		X	VII
3	HITEC Group International, Inc.	Burr Ridge	IL	07-2462-0000		X			I, II, III, IV, V, VI, VIII, IX, X, XI
4	Independent Living Aids, Inc.	Jericho	NY	07-1898-0000		X			I, II, IV, V, VI, VII, VIII, IX, X, XI
5	LogicMark LLC	Farifax Station	VA	07-1895-0000		X		X	II
6	Potomac Technology, Inc.	Rockville	MD	07-1901-1111	X			X	I, II, III, IV, V, VI, VII, VIII, IX, X, XI
7	TelTex, Inc.	Kearney	MO	07-1896-0000		X			I, II, IV, V, VI, VII, VIII, IX, X, XI
8	Voicewave Technology, Inc.	St. Louis	MO	07-2463-0000		X		X	I, VII, IX
				TOTALS	1	7	0	5	