

**Supplement D**  
**Department of Information Technology**  
**ACTION AGENDA**  
**June 22, 2016**

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

**Contract ID:** Hardware and Associated Equipment & Services (Hardware 2012)  
*eMM* Solicitation No.: MDF5031024526  
ADPICS BPO No.: 060B2490022, COG75325

**Contract Description:** Multiple award, indefinite quantity, purchase order request for proposals-based Master Contract to provide hardware, installation, training services and manufacturer's extended warranty. excludes laptops and desktops.

**Award:** See Page 9D-10D

**Term:** 7/1/2016 – 11/24/2027 (11 years)

**Amount:** \$100,000,000

**Procurement Method:** Competitive Sealed Proposals

**Proposals:** 66 proposals received

**MBE Participation:** 1% (Functional Area IV only)

**Incumbent:** 73 Master Contractors

**Remarks:** Reference is made to DoIT Item 4-IT (11/14/12) in which the Board of Public Works approved the award of Master Contracts for hardware, installation, training services and manufacturer's extended warranty. Laptops and desktops are excluded.

Throughout the Master Contract 15-year term, DoIT issues an expansion window announcement every three years at which time: (1) new offerors may propose for inclusion on the Master Contract; and (2) existing Master Contractors may add functional areas and manufacturers.

This is the first expansion window since the Master Contract was originally approved in 2012. A notice of the availability of the Request for Proposals was advertised on *eMarylandMarketplace.com* and on DoIT's website. An e-mail notice was delivered to all prospective offerors identified as capable of delivering the services in the State Minority Business Enterprise Directory.

**Supplement D**  
**Department of Information Technology**  
**ACTION AGENDA**  
**June 22, 2016**

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

**Remarks:** (cont'd) For this expansion window, DoIT received 66 proposals. DoIT is recommending award of Master Contracts to 35 qualified offerors. Of the 35, 16 are Maryland resident businesses, 7 small businesses, and 6 are MBEs.

(There are potentially an additional 25 offerors that may be added to for this expansion window once DoIT has received notification that they are either in good standing with SDAT or have registered to do business with the State. DoIT will return to the Board seeking approval for any additional awards.)

Through the expansion window, DoIT added Functional Area VI – Security, Cameras and Associated Peripherals, bringing the total number of functional areas to six:

Functional Area I – Servers and Associated Peripherals  
Functional Area II – Printers and Associated Peripherals  
Functional Area III – Network Communications Equipment  
Functional Area IV – Installation and Training Services  
Functional Area V – Manufacturer's Extended Warranty  
Functional Area VI – Security, Cameras and Associated Peripherals (NEW)

A using agency that seeks to procure hardware, installation, training services, or manufacturer's extended warranty will issue a competitive Purchase Order Request for Proposal to all Master Contractors within the appropriate functional area who are authorized to provide the hardware and or services for the product line. For Small Business Reserve PORFPs, only Master Contractors that are DGS-certified small businesses will be able to complete within its approved functional area. Master Contractors affirmed that their prices for the PORFPs will not exceed the manufacturer's suggested retail price. Because the PORFP process is competitive, prices should be lower than those allowed under the Master Contracts.

Functional Area IV provides the only potential for subcontracting opportunities; therefore an overall MBE subcontractor participation goal of 1% has been established for these Master Contracts by DoIT in conjunction with the Governor's office of Minority Affairs.

This procurement vehicle was designed to provide State agencies with a wide selection of Master Contractors who offer an extensive variety of hardware and associated services. State agencies will obtain hardware, installation, training and maintenance services quickly and efficiently by issuing PORFPs specific to each agency's needs. This contracting vehicle is also available to Maryland counties and municipalities.

**Supplement D  
Department of Information Technology  
ACTION AGENDA  
June 22, 2016**

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

**Remarks:** (cont'd) Because the remaining term of this Hardware Master Contract is approximately 11+ years, the State will receive the full benefit of any maintenance agreement associated with PORFPs from the Hardware Master Contract.

***Hardware Master Contracts Amount:***

Board approved \$57 million ceiling for. *DoIT Item 4-IT (11/14/2012)*

Board approved \$35 million increase in ceiling. *DoIT Item 2-IT-MOD (10/15/2014)*

Board approved \$12 million increase in ceiling bringing total authorized Hardware Master Contracts to \$104 million. *DoIT Item 4-IT-MOD [3/23/2016]*

DoIT recommends increasing the ceiling amount by \$100 million. This amount was determined by using spend statistics over the past three years of the contract.

DoIT will provide additional expansion windows for this Master Contract every three years. DoIT will return to the Board to seek approval of additional offerors or if an increase in the not-to-exceed amount is necessary.

***Fund Source:*** Various

***Approp. Code:*** Various

***Resident Business:*** See Page 9D-10D

***MD Tax Clearance:*** See Page 9D-10D

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<b>BOARD OF PUBLIC WORKS</b>	<b>THIS ITEM WAS:</b>		
<b>APPROVED</b>	<b>DISAPPROVED</b>	<b>DEFERRED</b>	<b>WITHDRAWN</b>
<b>WITH DISCUSSION</b>		<b>WITHOUT DISCUSSION</b>	

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**June 22, 2016**

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

**Companies recommended for Hardware 2012 Award**

	<b>Company Name</b>	<b>Corp. City</b>	<b>State</b>	<b>Resident Business</b>	<b>MD Tax Clearance</b>
<b>1</b>	A&T Marketing, Inc., / A&T Networks	Columbia	MD	Y	16-2158-0111
<b>2</b>	Advanced Computer Concepts	McLean	VA	N	16-2159-1110
<b>3</b>	AlphaSix Corporation	Sterling	VA	N	16-2160-1110
<b>4</b>	Applied Network Consulting Group, Inc. (ANC)	Greenville	SC	N	16-2161-1001
<b>5</b>	Barcoding, Inc.	Baltimore	MD	Y	16-2162-1111
<b>6</b>	Bogdan Computer Services, Inc.	Abingdon	MD	Y	16-2163-1111
<b>7</b>	Carahsoft Technology Corporation	Reston	VA	N	16-2164-1010
<b>8</b>	CareTech, LLC	Hagerstown	MD	Y	16-2165-1000
<b>9</b>	Ciber, Inc.	Greenwood Village	CO	N	16-2166-1011
<b>10</b>	Communications Electronics, Inc.	Timonium	MD	Y	16-2167-1110
<b>11</b>	Compuquip Technologies	Doral	FL	N	16-2168-0000
<b>12</b>	Computer Systems Support, Inc.	Miami	FL	N	16-2169-0000
<b>13</b>	Continental Technologies, Inc. (CTI)	Hunt Valley	MD	Y	16-2170-1111
<b>14</b>	Datalink Corporation	Eden Prairie	MN	N	16-2171-1111
<b>15</b>	Electronic Data Solutions, Inc.	Baltimore	MD	Y	16-2172-1111
<b>16</b>	EnNet Services, LLC	Frederick	MD	Y	16-2173-1111
<b>17</b>	Enterprise Consulting, Inc.	Eldersburg	MD	Y	16-2174-1111
<b>18</b>	Insight Public Sector Inc.	Tempe	AZ	N	16-2175-1111
<b>19</b>	Interclypse, Inc.	Hanover	MD	Y	16-2176-1111
<b>20</b>	Kratos-PSS	San Diego	CA	N	16-2177-1111
<b>21</b>	Kustom Signals, Inc.	Lenexa	KS	N	16-2178-0111

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	<b>Company Name</b>	<b>Corp. City</b>	<b>State</b>	<b>Resident Business</b>	<b>MD Tax Clearance</b>
<b>22</b>	Lexmark International, Inc.	Lexington	KY	N	16-2179-1111
<b>23</b>	Magothy Technology	Pasadena	MD	Y	16-2180-1111
<b>24</b>	MS Technologies Corporation	Rockville	MD	Y	16-2181-1111
<b>25</b>	NEC Corporation of America	Irving	TX	N	16-2182-1111
<b>26</b>	Networking for Future, Inc.	Washington	DC	N	16-2183-1111
<b>27</b>	Networking Technologies & Support, Inc.	Midlothian	VA	N	16-2184-1111
<b>28</b>	Phillips Office Solutions	Middletown	PA	N	16-2185-1111
<b>29</b>	Ronco Communications	Tonawanda	NY	N	16-2186-0110
<b>30</b>	S3 Integration	Baltimore	MD	Y	16-2187-1111
<b>31</b>	SCD Information Technology	Columbia	MD	Y	16-2188-1011
<b>32</b>	SNAP, Inc.	Chantilly	VA	N	16-2189-1111
<b>33</b>	Soft-Con Enterprises, Inc.	Hyattsville	MD	Y	16-2190-0111
<b>34</b>	Visionary Technology Consultants (VTC)	Maple Lawn	MD	Y	16-2191-0111
<b>35</b>	Visual Sound/Kunz AV	Broomall	PA	N	16-2192-1111