

## INFORMATION TECHNOLOGY CONTRACT

**ITEM:** 10-IT **Agency Contact:** Ellis Kitchen  
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**DEPARTMENT/PROGRAM:** Budget & Management (DBM)  
Office of Information Technology (OIT)

**CONTRACT ID:** Hardware and Associated Equipment and Services  
ADPICS NO. 050B7800023

**CONTRACT DESCRIPTION:** Multiple awards, indefinite quantity, Purchase Order Request for Proposals (PORFP) based Master Contract to provide hardware and associated equipment and services to include training, installation and maintenance.

**AWARDS:** See Attachment 1

**TERM:** 10/1/2007 - 9/30/2012

**AMOUNT:** \$100,000,000 (5 Years)

**PROCUREMENT METHOD:** Competitive Sealed Proposals

**BIDS OR PROPOSALS:** See Attachment 1

**MBE PARTICIPATION:** 25% for Functional Area IV

**INCUMBENTS:** See Attachment 2

**REQUESTING AGENCY REMARKS:** A notice of the availability of the Request for Proposals (RFP) was posted on the *eMarylandMarketplace.com* and DBM websites. In addition, the RFP was emailed directly to over 200 prospective offerors, of which 78 were Maryland Department of Transportation certified MBEs and 110 certified Small Business Reserve (SBR) firms through the Department of General Services. The RFP was also advertised through the Governor's Office of Minority Affairs.

A total of 89 proposals were received and 83 qualified offerors are recommended for award to receive a Master Contract. Of the 83 contractors, 54 are Maryland resident businesses, 16 are SBRs and are 24 MBEs (see Attachment 1).

The previous Master Contract, DBM-2020-Desktop, which provided for the purchase of both computer hardware and Commercial Off The Shelf (COTS) software and related services, is being replaced by two Master Contracts; this one for hardware, associated equipment and services and a separate one for COTS software and services (see DBM BPW Agenda Item 9-IT).

DBM-2020-Desktop was limited to a very small number of Master Contractors and only the manufacturer's product lines proposed at the time of award (See Attachment 2).

This Master Contract encompasses the following five functional areas:

- Functional Area I – Microcomputers, Personal Computers, 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

This new Master Contract offers substantially more Master Contractors and manufacturer's product lines and is structured to be adaptable to rapidly changing technology by allowing Master Contractors the option to add additional manufacturer's product lines as they become authorized to sell throughout the term of the Master Contract. Furthermore, training services have been added to the new Master Contract.

There will be a second level of competition through a Purchase Order Request for Proposal (PORFP) process for all hardware and services offered under this contract. A PORFP will be sent to all Master Contractors who are authorized to provide the hardware and/or services within the appropriate functional area.

There is a provision for SBR designated PORFPs. Each SBR Master Contractor will be able to compete within their approved functional area(s) for SBR identified opportunities.

An MBE subcontracting goal of 25% will be applied to each individual PORFP for Functional Area IV.

Master Contractors affirmed that their prices for the PORFPs will not exceed the manufacturer's suggested retail price for the hardware being purchased for the term of the Master Contract, and it is expected that the competitive PORFP process will produce lower than proposed pricing.

This procurement vehicle was designed to provide State agencies with a wide selection of Master Contractors who offer an extensive variety of hardware. As a result of the awards from this solicitation, State agencies will obtain hardware, installation, training and maintenance services quickly and efficiently by issuing PORFPs specific to agencies' needs. This contracting vehicle is also available to local and County Maryland government jurisdictions.

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|-----------------------------|------------------|
| <b>FUND SOURCE:</b>         | Various          |
| <b>APPROP. CODE:</b>        | Various          |
| <b>RESIDENT BUSINESSES:</b> | See Attachment 1 |
| <b>MD TAX CLEARANCES:</b>   | See Attachment 1 |

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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 Yes	MBE	SBR
1	AAC, Inc.	Vienna	VA	07-1486-0010	No		
2	A&T Systems, Inc.	Silver Spring	MD	07-1394-0111	X		
3	Acela Technologies, Inc.	Frederick	MD	07-1541-1111	X	X	
4	ACG Systems, Inc.	Annapolis	MD	07-1395-1111	X		
5	ADM and Associates, Inc.	Sykesville	MD	07-1666-0111	X		X
6	Alliance Technology Group, LLC	Hanover	MD	07-1542-1110	X	X	
7	Anexinet Corporation	King of Prussia	PA	07-1396-1111	X		
8	Anzi Tech Distribution, Inc. dba Omega PC Technology	Glen Burnie	MD	07-1496-1111	X	X	X
9	Applied Technology Services	Baltimore	MD	07-1543-1111	X	X	X
10	APPTIS (MD), Inc.	Chantilly	VA	07-1778-1111	X		
11	Arete Government Solutions, LLC	Rockville	MD	07-1397-1110	X		X
12	ARINC, Inc.	Annapolis	MD	07-1487-1111	X		
13	ATEN Technology, Inc.	Irvine	CA	07-1724-0000	X		
14	ATG, LLC dba Atlantic Technology Group	Gaithersburg	MD	07-1779-1110	X		X
15	Automated Office Products, Inc.	Lanham	MD	07-1398-1111	X		
16	Bay State Computers, Inc.	Bowie	MD	07-1544-1111	X	X	
17	Bay-Tek Consulting, Inc.	Baltimore	MD	07-1546-1111	X	X	X
18	BITHGROUP Technologies, Inc.	Baltimore	MD	07-1612-1111	X	X	
19	CAS Severn, Inc.	Laurel	MD	07-1488-1111	X		
20	CDW-Government, Inc.	Herndon	VA	07-1613-1111	X		
21	Computer Sciences Corporation (CSC)	Hanover	MD	07-1489-1111	X		
22	Cool Fire Technologies, LLC	Aberdeen	MD	07-1667-1111	X		X
23	Corporate Express Office Products, Inc.	Deerfield Beach	FL	07-1780-1111	X		
24	Daly Computers, Inc.	Clarksburg	MD	07-1547-1111	X	X	
25	Data Networks of America, Inc. dba Data Networks	Hunt Valley	MD	07-1614-1111	X		
26	Dell Marketing LP	Round Rock	TX	07-1548-1002	X		
27	Delta Telephone and Cabling, Inc.	Crofton	MD	07-1549-1111	X		
28	Digicon Corporation	Rockville	MD	07-1668-1111	X	X	
29	Digital Intelligence Systems Corporation (DISYS)	Chantilly	VA	07-1491-1011	X	X	
30	DLT Solutions, Incorporated	Herndon	VA	07-1400-1010	X		
31	DSR, Inc.	Elkridge	MD	07-1401-1111	X		
32	Early Morning Software, Inc.	Baltimore	MD	07-1550-1111	X	X	
33	Electronic Systems, Inc.	Virginia Beach	VA	07-1551-1011	X		
34	ePLUS Technology, Inc.	Elkridge	MD	07-1492-1111	X		
35	Force 3, Inc.	Crofton	MD	07-1552-1111	X	X	
36	Gantech, Inc.	Baltimore	MD	07-1628-1011	X	X	X
37	Gateway Companies, Inc.	North Sioux City	SD	07-1610-0011	X		
38	Graymar Business Solutions, Inc.	Timonium	MD	07-1554-1111	X		X
39	GTSI Corporation	Chantilly	VA	07-1493-1111	X		
40	Halifax Corporation	Alexandria	VA	07-1510-1011	X		
41	Hartford Computer Group, Inc.	Columbia	MD	07-1402-1112	X	X	X
42	Howard Industried, Inc. dba Howard Technology Solutions	Laurel	MS	07-1414-0000	X		
43	immixTechnology, Inc.	McLean	VA	07-1403-1001	X		
44	Integrated Technology Solutions, Inc.	Columbia	MD	07-1404-1111	X	X	X
45	Ismart, LLC	Elkridge	MD	07-1555-1111	X		
46	Knot Technology Solutions, LLC	Churchton	MD	07-1556-1111	X		X
47	Lenovo (United States) Inc.	Morrisville	NC	07-1557-1111	X		
48	Logical Ventures Inc. dba System Source	Hunt Valley	MD	07-1650-1111	X		
49	Mainline Information Systems, Inc.	Tallahassee	FL	07-1405-1111	X		
50	Mid-Atlantic Data Systems, Inc.	Gaithersburg	MD	07-1406-1111	X	X	
51	MS Technologies Corporation	Montgomery	MD	07-1407-1111	X	X	
52	MVS, Inc.	Washington	DC	07-1494-0011	X	X	X
53	NCS Technologies, Inc.	Manassas	VA	07-1408-0011	X		
54	Nec Unified Solutions, Inc.	Columbia	MD	07-1784-1111	X		
55	Neo Technologies, Inc.	Baltimore	MD	07-1558-1111	X	X	X
56	Net-Star-1, Inc.	Rockville	MD	07-1559-1111	X		
57	New World Apps, Inc.	Ashburn	VA	07-1726-0010	X		
58	Nicholas P. Pipino and Associates, Inc.	Columbia	MD	07-1669-1111	X		
59	Norseman, Inc.	Elkridge	MD	07-1495-1111	X	X	
60	Optivor Technologies, LLC	Ellicott City	MD	07-1608-1111	X		
61	Panamerica Computers, Inc.	Fairfax	VA	07-1498-1012	X	X	
62	Pelican Mobile, Inc.	Glen Burnie	MD	07-1560-0001	X		
63	Pomeroy IT Solutions Sales Company, Inc.	Washington	DC	07-1561-1000	X		
64	The Presidio Corporation	Greenbelt	MD	07-1545-1111	X		
65	Protech Computer Service, Inc.	Baltimore	MD	07-1562-1111	X		
66	Ricoh Americas Corporation	West Caldwell	NJ	07-1615-1111	X		
67	Skyline Network Engineering, LLC	Eldersburg	MD	07-1563-1110	X		X
68	Software House International, Inc. (SHI)	Somerser	NJ	07-1499-1110	X		
69	Software Productivity Strategists, Inc.	Rockville	MD	07-1500-1111	X	X	
70	Sun Microsystems, Inc.	Cary	NC	07-1670-1111	X		
71	Systems Alliance, Inc.	Sparks	MD	07-1410-1111	X		
72	Technical Specialties, Inc. (TSPEC)	Lanham	MD	07-1616-1111	X		
73	The 400 LLC dba Whitlock Infrastructure Solutions	Annapolis	MD	07-1781-1111	X		
74	The Canton Group, LLC	Baltimore	MD	07-1399-0111	X	X	X
75	The Phillips Group of Maryland LLC	Hunt Valley	MD	07-1409-1111	X		
76	Universal Adaptive Consulting Service, Inc.	Richmond	VA	07-1617-1000	X		
77	USC Canterbury Corporation	Stevensville	MD	07-1815-1111	X	X	X
78	Verizon Network Integration Corporation	Linthicum	MD	07-1671-1111	X		
79	Victory Global Solutions, Inc.	Columbia	MD	07-1501-1111	X	X	
80	ViewSonic Corp.	Walnut	CA	07-1564-1112	X		
81	ViOn Corporation	Washington	DC	07-1411-1111	X		
82	World Wide Technology, Inc.	St. Louis	MO	07-1672-1001	X		
83	Xerox Corporation	Columbia	MD	07-1872-1111	X		
				<b>TOTALS</b>	<b>54</b>	<b>29</b>	<b>16</b>

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**ATTACHMENT 2**

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**INCUMBENT CONTRACTORS**

**2020 DESKTOP CONTRACTORS**

Apple Computer, Inc.  
Lakeland, NJ

Daly Computers, Inc.  
Clarksburg, MD  
(MDOT Certified MBE)

Data Networks Of America, Inc.  
Hunt Valley, MD

Digital Intelligence Systems Corp.  
Chantilly, VA  
(Local Office in Bethesda, MD)  
(MDOT Certified MBE)

Hartford Computer Group, Inc.  
(Formerly Enable Systems, Inc.)  
Baltimore, MD

Gateway Companies, Inc.  
N. Sioux City, SD

Halifax Corporation  
Alexandria, VA  
(Local Office in Frederick, MD)

Ismart, LLC  
Elkridge, MD

NCS Technologies, Inc.  
Sterling, VA

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**ATTACHMENT 2**

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**INCUMBENT CONTRACTORS**

**NCE Contractor List**

Daly  
Clarksburg, MD

Data Networks  
Hunt Valley, MD

Disys  
Chantilly, VA

Enterasys  
Andover, MA

Extreme Networks  
Herndon, VA

FiberPlus  
Jessup, MD

Force 3  
Crofton, MD

NetStar-1  
Rockville, MD

NextiraOne/Blackbox  
Abingdon, MD

Presidio  
Greenbelt, MD

Verizon  
Linthicum Heights, MD