

Supplement D
Department of Information Technology
ACTION AGENDA
September 21, 2016

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2-IT-MOD. DEPARTMENT OF INFORMATION TECHNOLOGY

Contract ID: Mobile Devices and Services Master Contract
ADPICS BPO No.: 060B3490004, COG93280

Contract Approved: DoIT Items 7-IT & 8-IT-MOD (11/14/2012)

Contractors: Verizon Wireless, Laurel, MD
T-Mobile, USA, Owings Mills, MD
AT&T Mobility, Hanover, MD
Sprint Solutions, Inc., Columbia, MD

Contract Description: Provide mobile wireless services and equipment through NASPO ValuePoint Contract #1907 (formerly the Western States Contracting Alliance agreement)

Modification Description: Extend term two years, eight months

Original Contract Term: 11/14/2012 – 10/31/2016 (Verizon and T-Mobile PA)
1/2/2013 – 10/31/2016 (AT&T PA)
1/23/2013 – 10/31/2016 (Sprint PA)

Modification Term: 11/1/2016 – 6/30/2019

Original Amount: \$12,000,000

Modification Amount: \$10,000,000 (2 years, 8 months)

Prior Mod/Option Amount: None

Revised Contract Ceiling Amount: \$22,000,000 (NTE)

Percent +/- (This Modification): +83.3%

Original Procurement Method: Intergovernmental Cooperative Purchasing

MBE Participation: None

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Remarks: DoIT determined that continued participation in the NASPO (formerly WSCA) contract will provide greater cost benefits to the State than if the State procured these products and services independently. The NASPO ValuePoint alliance aggregates the demand of all 50 states, the District of Columbia, and the organized US territories.

There are currently 1,820 Participating Addenda to the Lead State Master Contracts for wireless services and equipment. This cumulative purchasing power, as well as multi-state and locality volume buying, results in more favorable rates than Maryland would obtain by contracting directly with these vendors.

The Master Contracts with Nevada, the lead state, were slated to end on October 31, 2016. However, the lead contracts with the four providers with whom Maryland participates have been extended until June 30, 2019. This extension aligns the Master Contracts termination dates with the filing requirements for federal E-Rate customers. DoIT seeks to modify the current term of its participation in the master contracts to coincide with this new termination date.

The request for \$10 million to support the modified term represents a reasonable estimate based on current usage of the contract. Purchase orders drawn against the current contract are diverse in terms of awarded value, as usage varies greatly amongst user agencies. The State has had an overall spend of approximately \$3 million each year during the past four years. Purchase orders have increased each year in size and in volume. Based on current spend-to-date and the rising usage year over year of the contract, DoIT anticipates the per year dollar amount will exceed \$3 million during the extended term. DoIT estimates that \$10 million is the minimum amount that should be added to the contract to cover costs over the next two years and **eight** months.

Due to the fact that there are no sub-contracting opportunities for this contract, there is no MBE goal.

Fund Source: Various

Approp. Code: Various

Resident Business: No

BOARD OF PUBLIC WORKS

THIS ITEM WAS:

APPROVED

DISAPPROVED

DEFERRED

WITHDRAWN

WITH DISCUSSION

WITHOUT DISCUSSION