

## INFORMATION TECHNOLOGY CONTRACT

**ITEM:** 6-IT **Agency Contact:** Ellis Kitchen (410) 260-2994  
ekitchen@dbm.state.md.us

**DEPARTMENT/PROGRAM:** Budget and Management (DBM)  
Office of Information Technology  
Telecommunications Division

**CONTRACT ID:** 050B5800073;  
PBX Equipment, Software, Services and  
Maintenance  
ADPICS NO. 050B5800073

**CONTRACT DESCRIPTION:** Contract to provide State agencies with equipment, software, services and maintenance to support their current networked NEC-brand phone systems and peripherals such as video conferencing equipment, security systems, voice mail, etc.

**AWARD:** Verizon Select Services, Inc.  
Linthicum Heights, MD

**TERM:** 3/17/2005 - 2/29/2008 (W/2 one-year renewal options)

**AMOUNTS:** \$30,000,000 Est. (2 Years, 11.5 Months; Base Contract)  
\$10,000,000 Est. (1 Year; 1<sup>st</sup> Renewal Option)  
\$10,000,000 Est. (1 Year; 2<sup>nd</sup> Renewal Option)  
\$50,000,000 Est. Total (4 Years, 11.5 Months)

**PROCUREMENT METHOD:** Competitive Sealed Proposals

**BIDS OR PROPOSALS:** See Attachment

**MBE PARTICIPATION:** 35%

**FUND SOURCES:** Various Agencies

**REQUESTING AGENCY REMARKS:** A notice of the availability of the Request For Proposals (RFP) was posted on the DBM website, was advertised in the *Maryland Contract Weekly* and at the *eMarylandMarketplace.com* website. A copy was also sent to the Governor's Office of Minority Affairs. The solicitation was also e-mailed directly to 32 prospective vendors.

Three offers were received in response to the solicitation. All were found to be reasonably susceptible of being selected for award as indicated in the Attachment.

Verizon Select Services, Inc. (“Verizon”), was ranked first technically and second financially and was determined to be the most advantageous offeror to the State and is recommended for award. In making this determination, technical factors were given greater weight than price.

Under the contract’s *equipment purchasing deliverables*, agencies will be able to purchase:

- Telephone equipment, software, and services for upgrades and/or additions to their existing networked NEC brand PBX telephone systems;
- Maintenance for existing networked NEC brand PBX telephone systems and peripherals, including any upgrades and/or additions;
- Wiring and cabling services for the upgrades and/or additions; and,
- Engineering solutions support.

Under the contract’s *services deliverables*, existing peripherals requiring maintenance services may include, but are not limited to:

- Video conferencing equipment;
- Security system equipment;
- Voice mail equipment;
- Interactive voice response (IVR) equipment; and
- Automatic call distributor (ACD) equipment.

Under the contract’s *software deliverables*, agencies will be able to monitor, manage, administer and report on their NEC brand PBX telephone systems.

Under the contract’s *engineering solutions support deliverables*, support for special projects that impact the PBX networks will be supplied. For example, networking PBX systems to run through *networkMaryland*.

The base contract’s *Award Amount* shown above is different from the *Offer Amount* shown in the Attachment. The *Offer Amount* was based upon a model in the RFP for evaluation purposes. The *Award Amounts* are estimated and are based upon firm-fixed unit prices established in the contract. The actual amounts paid to the contractor may be more than the estimated *Award Amounts*. Payments will be made only for the actual amounts of equipment or services provided.

**RESIDENT BUSINESS:** Yes

**MD TAX CLEARANCE:** 05-0239-1101

---

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

APPROVED                      DISAPPROVED                      DEFERRED                      WITHDRAWN

WITH DISCUSSION

WITHOUT DISCUSSION

**ITEM:** 6-IT (Cont)

**ATTACHMENT**

21B  
BPW 3/2/2005

**BIDS OR PROPOSALS (Cont):**

<u>Offeror</u>	<u>Tech. Rank</u>	<u>Financial * Offer (Rank)</u>	<u>Overall ** Rank</u>
Verizon Select Services, Inc. Linthicum, MD	1	\$10,956,348 (2)	1
Nu-Vision Technologies Sterling, VA	2	\$10,217,953 (1)	2
Telecommunication Systems Management, Inc. Sterling, VA	3	\$11,136,731 (3)	3

\* Note: The financial offer amount was based upon a one-year model in the RFP for evaluation purposes.

\*\* Note: Technical ranking had greater weight than financial ranking in the overall award determination.