

## INFORMATION TECHNOLOGY CONTRACT

**ITEM:** 9-IT **Agency Contact:** Ellis Kitchen  
(410) 260-2994  
ekitchen@dbm.state.md.us

**DEPARTMENT/PROGRAM:** Budget & Management (DBM)  
Office of Information Technology (OIT)

**CONTRACT ID:** Commercial Off-The-Shelf Software (COTS)  
ADPICS NO. 050B7800012

**CONTRACT DESCRIPTION:** Multiple awards, indefinite quantity, Purchase Order Request for Proposals (PORFP) based Master Contract to provide COTS software, installation, training services and maintenance, except for Microsoft and Novell software products.

**AWARDS:** See Attachment 1

**TERM:** 10/1/2007 – 9/30/2012 (5 Years)

**AMOUNT:** \$70,000,000

**PROCUREMENT METHOD:** Competitive Sealed Proposals

**BIDS OR PROPOSALS:** See Attachment 1

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

**INCUMBENTS:** See Attachment 2

**REQUESTING AGENCY REMARKS:** A notice of the availability of the Request for Proposals (RFP) was advertised on the *eMarylandMarketplace.com* and the DBM website. In addition, an e-mail notice was delivered to all prospective offerors that were identified as being capable of delivering these services on *eMarylandMarketplace.com*, the Department of General Services Small Business Reserve (SBR) website and the Maryland Department of Transportation's MBE Directory.

A total of 59 proposals were received and 54 qualified offerors are recommended for award to receive a Master Contract. Of these 54 recommended contractors, 36 are Maryland resident businesses, 17 are Small Businesses and 22 are MBEs (see Attachment 1).

Microsoft and Novell products will not be purchased through this contract, since separate Large Account Reseller (LAR) contracts were previously awarded for these manufacturers. The previous Master Contract, DBM-2020-Desktop, which provided for the purchase of both computer hardware and COTS software and related services, is being replaced by two Master Contracts; this one for COTS software and services and a separate one for hardware and services

(see DBM BPW Agenda Item 10-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 three functional areas:

Functional Area I – COTS Software

Functional Area II – Installation and Training Services

Functional Area III – Manufacturer's Software Maintenance

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 COTS software and services offered under this contract. A PORFP will be sent to all Master Contractors awarded a Master Contract within the appropriate functional area who are authorized to provide the software and/or services for the requested manufacturer product line.

For SBR designated PORFPs, each Master Contractor that is a small business will be able to compete within its approved functional area.

MBE subcontracting goals of 25% will be applied to each individual PORFP for Functional Area II.

Master Contractors affirmed that their prices for the PORFPs will not exceed the manufacturer's suggested retail price for the software 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 COTS software. As a result of the awards from this solicitation, State agencies will obtain COTS software, installation, training and maintenance services quickly and efficiently by issuing PORFPs specific to agencies' needs. This contracting vehicle is also available to the local and County Maryland government jurisdictions.

<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

---

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
					Yes	No		
1	Abacus Business Enterprises, LLC	Chevy Chase	MD	07-1514-0000	X		X	X
2	Accela, Incorporated	San Ramon	CA	07-1448-0012		X		
3	Advanced Technologies Support Group, Inc. (ATSG)	Owings Mills	MD	07-1515-1111	X			
4	Alliance Technology Group, LLC	Hanover	MD	07-1516-1110	X		X	
5	Anexinet Corporation	King of Prussia	PA	07-1449-1111		X		
6	Applied Technology Services (ATS)	Baltimore	MD	07-1450-1111	X		X	X
7	Arete' Government Solutions, LLC	Rockville	MD	07-1806-1110	X			X
8	ARINC Incorporated	Annapolis	MD	07-1451-1111	X			
9	Bithgroup Technologies	Baltimore	MD	07-1452-1111	X		X	
10	The Canton Group, LLC	Baltimore	MD	07-1470-0111	X		X	X
11	Carahsoft Technology Corporation	Reston	VA	07-1631-1011		X		
12	CAS Severn, Incorporated	Laurel	MD	07-1453-1111	X			
13	CDW-Government, Incorporated	Vernon Hills	IL	07-1710-1111		X		
14	Curam Software, Inc.	Herndon	VA	07-1711-0110		X		
15	Daly Computers, Inc.	Clarksburg	MD	07-1517-1111	X		X	
16	Data Networks of America, Inc.	Hunt Valley	MD	07-1454-1111	X			
17	Dell Marketing, L.P.	Round Rock	TX	07-1454-1111		X		
18	Digital Intelligence Systems Corp. (DISYS)	Chantilly	VA	07-1456-1011		X	X	
19	Digital Information Services, LLC	Potomac	MD	07-1455-1110	X			
20	DLT Solutions, Incorporated	Herndon	VA	07-1518-0000		X		
21	Early Morning Software, Inc.	Baltimore	MD	07-1457-1111	X		X	
22	Gantech, Incorporated	Baltimore	MD	07-1629-1011	X		X	X
23	GIS Solutions, Inc.	Baldwin	MD	07-1520-0001	X			X
24	GovConnection, Inc. (PC Connection)	Merrimack	NH	07-1458-1111		X		
25	Gryphon Consulting, LLC	Mitchellville	MD	07-1521-1110	X			X
26	Hartford Computer Group, Inc.	Columbia	MD	07-1459-1112	X			
27	Image API, Incorporated	Huntingdon Valley	PA	07-1460-0110		X		
28	Immediate System Resources, Incorporated (ISRI)	Baltimore	MD	07-1632-0111	X		X	X
29	Insight Public Sector, Incorporated	Tempe	AZ	07-1808-0000		X		
30	Integrated Technology Solutions, Inc. (ITSI)	Columbia	MD	07-1522-1111	X		X	X
31	Ismart, LLC	Elkridge	MD	07-1461-1111	X			
32	Knot Technology Solutions, LLC (KTS)	Chevy Chase	MD	07-1712-1111	X			X
33	Mainline Information Systems, Inc.	Tallahassee	FL	07-1713-1111		X		
34	Maranatha & Associates, Incorporated	Lorton	VA	07-1630-0000		X	X	X
35	Maximum Quest Group, Incorporated	Largo	MD	07-1462-1111	X		X	X
36	MS Technologies Corporation	Montgomery Village	MD	07-1523-1111	X		X	
37	MTM Technologies, Inc.	Columbia	MD	07-1652-1111	X			
38	Mythics, Incorporated	Virginia Beach	VA	07-1524-1110		X		
39	New Word Apps, Incorporated	Ashburn	VA	07-1525-0010		X		
40	Omega PC Technology (Anzi Tech Distribution, Inc.)	Glen Burnie	MD	07-1497-1111	X		X	X
41	Plexus Installations, Inc. dba Plexus Communications Group	Baltimore	MD	07-1463-1111	X		X	
42	Rep-Tron, Incorporated	Columbia	MD	07-1527-1111	X			
43	Scientific Systems & Software Int'l. Corp. (SSSI)	Columbia	MD	07-1464-1110	X		X	
44	Skyline Network Engineering, LLC	Eldersburg	MD	07-1465-1110	X			X
45	Software House International, Inc. (SHI)	Somerset	NJ	07-1465-1110		X		
46	Swift Systems, Incorporated	Frederick	MD	07-1715-1111	X			
47	Systems Alliance, Incorporated	Sparks	MD	07-1469-1111	X			
48	tieBridge, Incorporated	Falls Church	VA	07-1633-0010		X	X	X
49	Universal Adaptive Consulting Services, Inc.	Richmond	VA	07-1471-1000		X	X	X
50	Vecna Technologies, Incorporated	College Park	MD	07-1472-1111	X		X	
51	Veridyne, Incorporated	Annapolis	MD	07-1529-0111	X			
52	Victory Global Solutions, Incorporated	Columbia	MD	07-1530-1111	X		X	
53	Williams Information Network Group, Inc. (WING)	Eldridge	MD	07-1473-1111	X		X	X
54	Xerox Corporation	Columbia	MD	07-1809-1011	X			
				<b>TOTALS</b>	<b>36</b>	<b>18</b>	<b>22</b>	<b>17</b>

**ITEM:** 9-IT (Cont)

**ATTACHMENT 2**

BPW 9/12/2007

**INCUMBENT CONTRACTORS**

**CONTRACTOR**

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

COTS VENDORS LIST				
<u>Company Name</u>	<u>Principal Address</u>	<u>Contact Name</u>	<u>POC Phone #</u>	<u>POC E-mail</u>
Abacus Business Enterprises, LLC	3262 Superior Lane P M B 267 Bowie, MD 20715	Edward Poey	301-464-0128	<a href="mailto:abacusbusiness@hotmail.com">abacusbusiness@hotmail.com</a>
Accela, Inc	2633 Camino Ramon Sutie 120 San Ramon, CA 94583	Julian Munoz	925-659-3200	<a href="mailto:jmunoz@accela.com">jmunoz@accela.com</a>
Advanced Technologies Support Group, Inc (ATSG)	10075 Red Run Blvd Ste 550 Owings Mills, MD 21117	John Heinz	410-654-9595	<a href="mailto:jheinz@atsgi.com">jheinz@atsgi.com</a>
Alliance Technology Group, LLC	7240 Parkway Dr Hanover, MD 21076	Hope Hayes	410-712-0270	<a href="mailto:hhayes@alliancestorage.com">hhayes@alliancestorage.com</a>
Anexinet Corporation	1040 Fist Ave Ste. 108 King of Prussia, PA	Michael Bromley	301-214-4002	<a href="mailto:mbromley@anexinet.com">mbromley@anexinet.com</a>
Applied Technology Services, Inc	3003 North Branch Rd Baltimore, MD 21234	Bob Marchese	410-661-2302 ext 111	<a href="mailto:bobm@appliedtechnologyservices.com">bobm@appliedtechnologyservices.com</a>
Arete Government Solutions, LLC	6133 Executive Blvd Rockville, MD 20852	Richard Schmelz	301-358-2690	<a href="mailto:rich.schmelz@aretegs.com">rich.schmelz@aretegs.com</a>
Arinc	2551 Riva Rd Annapolis, MD 21401	Tracy Howard	410-266-4569	<a href="mailto:thoward@arinc.com">thoward@arinc.com</a>
Bithgroup Technologies, Inc	113 W.Monument St Baltimore, MD 21201	Robert Wallace	410-962-1188	<a href="mailto:robertwallace@bithgroup.com">robertwallace@bithgroup.com</a>
Carahsoft Technology Corp	12369 Sunrise Valley Dr Ste D2 Reston, VA 20191	Craig Abod	703-871-8500	<a href="mailto:cpa@carahsoft.com">cpa@carahsoft.com</a>
CAS Severn, Inc	6201 Chevy Chase Dr Laurel, MD 20707	Jeff Miller	301-776-3400	<a href="mailto:jmiller@cassevern.com">jmiller@cassevern.com</a>
CDW-Government, Inc	230 N.Milwaukee Ave Vernon Hills, IL 60061	Francina Anthony 2 Enterprise Dr Ste404 Shelton, CT 06484	800-508-2394 ext. 87214	<a href="mailto:francina.anthony@cdwg.com">francina.anthony@cdwg.com</a>
Curam Software, Inc	13800 Coppermine Rd Ste 410 Herndon, VA 20171	Ernie Connon Ann Hart (assistant)	703-738-9800	<a href="mailto:ernie.connon@curamssoftware.com">ernie.connon@curamssoftware.com</a> <a href="mailto:ann.hart@curamssoftware.com">ann.hart@curamssoftware.com</a>
Daly Computers, Inc	22521 Gateway Ctr Dr Clarksburg, MD 20871	Ryan Yu	301-670-0381	<a href="mailto:ry@dalys.com">ry@dalys.com</a>
Data Networks of America, Inc	721 Chapel Ridge Rd Timonium, MD 21093	Robert White	410-823-3000	<a href="mailto:rwhite@datanetworks.com">rwhite@datanetworks.com</a>
Dell Marketing, L.P	One Dell Way Round Rock, TX 78682 RR8-06	Ashleigh Lane	800-981-3355 ext.7231033	<a href="mailto:ashleigh_lane@dell.com">ashleigh_lane@dell.com</a>
Digital Information Services, LLC	10425 Dalebrooke Ln Potomac, MD 20854	Michael Carpenter	301-762-1051	<a href="mailto:mike@digitalgovernment.net">mike@digitalgovernment.net</a>
Digital Intelligence Systems Corp (DISYS)	4151 Lafayette Ctr Dr Ste 600 Chantilly, VA 20151	Laura Marsh	888-286-3896	<a href="mailto:laura.marsh@disys.com">laura.marsh@disys.com</a>
DLT Solutions, Inc	13861 Sunrise Valley Dr Ste 400 Herndon, VA 20171	Adam Shirvinski	703-773-8968	<a href="mailto:adam.shirvinski@dlt.com">adam.shirvinski@dlt.com</a>

<u>Company Name</u>	<u>Principal Address</u>	<u>Contact Name</u>	<u>POC Phone #</u>	<u>POC E-mail</u>
Early Morning Software, Inc	3602 Copley Rd Baltimore, MD 21215	Richard McClearn	410-539-0901	<a href="mailto:richard@emslab.com">richard@emslab.com</a>
Gantech, Inc	3700 Koppers St Ste 132 Baltimore, MD 21227	Thomas Laskowski II	443-829-5299	<a href="mailto:tlaskowski@gantech.net">tlaskowski@gantech.net</a>
GIS Solutions, Inc	14010 Glen High Rd Baldwin, MD 21013	Gregg Countryman	410-615-1336	<a href="mailto:gcountry@gissolutions.com">gcountry@gissolutions.com</a>
Gov Connection, Inc aka PC Connection	7503 Stanfish Pl Rockville, MD 20855	John Welch	603-683-2624	<a href="mailto:sledbids@govconnection.com">sledbids@govconnection.com</a>
Gryphon Consulting, LLC	1701 Parkside Dr Mitchelville, MD 20721	FrankValdivieso	301-789-1029	<a href="mailto:frankv@gryphon-consulting.com">frankv@gryphon-consulting.com</a>
Hartford Computer Group, Inc	10480 Little Patuxent Pkwy Ste 400 Columbia, MD 21044	Bill Heneghan	410-740-3020	<a href="mailto:heneghanb@hcgi.com">heneghanb@hcgi.com</a>
Image API, Inc	2670 Executive Ctr Crl Wst Tallahassee, FL 32301	Donald Damico	215-365-3320	<a href="mailto:ddamico@imageapi.com">ddamico@imageapi.com</a>
Immediate System Resources, Inc (ISRI)	1 E.24th Baltimore, MD 21218	June Smith	410-889-2628	<a href="mailto:junebsmith@aol.com">junebsmith@aol.com</a>
Insight Public Sector, Inc	6820 S. Harl Ave Tempe, AZ 85283	Robert Dickerson	610-873-4134	<a href="mailto:robert.dickerson@insight.com">robert.dickerson@insight.com</a>
Integrated Technology Solutions, Inc (ITSI)	6325 Woodside Ct Ste 130 Columbia, MD 21046	Debra Shapiro	443-430-9014	<a href="mailto:dshapiro@itsi-inc.com">dshapiro@itsi-inc.com</a>
Ismart, LLC	6679-H Santa Barbara Rd Elkridge, MD 21075	Belash Kalantari	410-379-1000 ext. 112	<a href="mailto:belash.kalantari@ismart.com">belash.kalantari@ismart.com</a>
Knot Technology Solutions, LLC (KTS)	5611 Exeter Street Churchton, MD 20733	Peggy Patrick	410-867-1071	<a href="mailto:peggy.patrick@knot-tech.com">peggy.patrick@knot-tech.com</a>
Mainline Information Systems, Inc	1700 Summit Lake Dr Tallahassee, FL 32317	Connie Lassiter	757-494-9934	<a href="mailto:connie.lassiter@mainline.com">connie.lassiter@mainline.com</a>
Maranatha & Associates, Inc	7716 Capron Ct Lorton, VA 22079	David Phillips	703-944-5483	<a href="mailto:dphillips@cox.net">dphillips@cox.net</a>
Maximum Quest Group, Inc	12138 Central Ave Ste 320 Mitchellville, MD 20721	Cedric Lewis	301-583-4639	<a href="mailto:clewis@maximumquestgroup.com">clewis@maximumquestgroup.com</a>
MS Technologies Corp	10110 Molecular Drive Rockville, MD 20850	Jack Cheng	240-453-0688	<a href="mailto:jack.cheng@mstechnologies.com">jack.cheng@mstechnologies.com</a>
MTM Technologies, Inc	1200 High Ridge Rd Stamford, CT 06902	Jim Kavadias ext 2424	888-633-9800	<a href="mailto:jkavadias@mtm.com">jkavadias@mtm.com</a>
Mythics, Inc	1439 N.Great Neck Rd Ste 201 Virginia Beach, VA 23454	Sloan Frey	757-233-8074	<a href="mailto:sfrey@mythics.com">sfrey@mythics.com</a>
New World Apps, Inc	19955 Highland Vista Dr Ste 150 Ashburn, VA 20147	John Streeten	703-675-3230	<a href="mailto:jstreeten@newworldapps.com">jstreeten@newworldapps.com</a>

<u>Company Name</u>	<u>Principal Address</u>	<u>Contact Name</u>	<u>POC Phone #</u>	<u>POC E-mail</u>
Anzi Tech Distribution, Inc t/a Omega PC Technology	Anzi Tech Distribution, Inc 500 McCormick Dr Ste F Glen Burnie, MD 21061	Lori Evans Hunter	410-590-6490	<a href="mailto:nabil@omegapctech.com">nabil@omegapctech.com</a>
Plexus Installations, Inc d/b/aPlexus Communications Group	2520 Lord Baltimore Dr Ste:W Baltimore, MD 21244	Cristina Vena	410-265-1818 ext. 12	<a href="mailto:cvena@plexus-group.net">cvena@plexus-group.net</a>
Rep-Tron, Inc	9693 Gerwig Lane Suite N Columbia, MD 21046	Mike Wannemacher	410-290-9693 ext 34	<a href="mailto:mike@rep-tron.com">mike@rep-tron.com</a>
Scientific Systems & Software International Corp. (SSSI)	10480 Little Patuxent Pkwy Suite 600 Columbia, MD 21044	I.Alamtab Siddiqui	410-715-2464	<a href="mailto:alamtab.siddiqui@sssi.net">alamtab.siddiqui@sssi.net</a>
Skyline Network Engineering, LLC	6200 C Georgetown Blvd Eldersburg, MD 21784	Brian Holsonbake	410-795-2700	<a href="mailto:bholsonb@skylinenet.net">bholsonb@skylinenet.net</a>
Software House International, Inc (SHI)	2 Riverview Dr Somerset, NJ 08873	Sandy Pisula	800-527-6389 ext. 5811	<a href="mailto:sandra.pisula@shi.com">sandra.pisula@shi.com</a>
Swift Systems, Inc	5 Hillcrest Drive Ste. B201 Frederick, MD 21703	Thomas Orr	301-682-5100	<a href="mailto:torr@swiftsystems.com">torr@swiftsystems.com</a>
Systems Alliance, Inc	34 Loveton Circle Suite 102 Sparks, MD 21152	Richard Hughes	410-584-0595 ext. 205	<a href="mailto:rhughes@systemsalliance.com">rhughes@systemsalliance.com</a>
The Canton Group, LLC	2920 O'Donnell St Baltimore, MD 21204	Ethan Kazi	410-675-5708	<a href="mailto:ekazi@cantongroup.com">ekazi@cantongroup.com</a>
tieBridge, Inc	900 S Washington St. Ste 115 Falls Church, VA 22046	Osman Ahmad	703-536-4333	<a href="mailto:oz@tiebridge.com">oz@tiebridge.com</a>
Universal Adaptive Consulting Services, Inc	7202 Glen Forest Dr Ste: 302 Richmond, VA 23226	Colleen Payne	804-288-8270 ext 2002	<a href="mailto:colleen@universaladaptive.com">colleen@universaladaptive.com</a>
Vecna Technologies, Inc	5004 Lehigh Rd College Park, Md 20740	Michael Bearman	240-737-1650	<a href="mailto:mbearman@vecna.com">mbearman@vecna.com</a>
Veridyne, Inc	370 Reed Road Ste 105 Broomall, PA 19008	Frank Valdivieso	443-482-3340	<a href="mailto:fvaldivieso@veridyneinc.com">fvaldivieso@veridyneinc.com</a>
Victory Global Solutions, Inc	5950 Symphony Woods Rd Ste 120 Columbia, MD 21044	Angela Brown	443-542-5143 ext 112	<a href="mailto:abrown@victorygs.com">abrown@victorygs.com</a>
Williams Information Network Group, Inc	10632 Little Patuxent Pkwy Ste 625 Columbia, MD 21044	Nikki Williams	410-799-0896 ext. 112	<a href="mailto:nw@williamsnetwork.com">nw@williamsnetwork.com</a>
Xerox Corporation	6 Hadloid Street Rochester, NY	Herb Jenkins	410-461-1227	<a href="mailto:herbert.jenkins@xerox.com">herbert.jenkins@xerox.com</a>