



**DEPARTMENT OF GENERAL SERVICES**  
**OFFICE OF STATE PROCUREMENT**  
**ACTION AGENDA**  
**May 11, 2022**



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**32-IT.            INFORMATION TECHNOLOGY**  
***Department of Information Technology***

**Contract ID:** Cloud Solutions  
ADPICS No.: F50B2600044

**Contract Description:** Provide Amazon Web Services (AWS) to all State Agencies and the MD THINK program.

**Awards:** Strategic Communications; Louisville KY

**Contract Term:** 05/16/2022 – 09/15/2026

**Amount:** \$98,000,000

**Procurement Method:** Intergovernmental Cooperative Purchase Agreement  
(State of Utah/NASPO ValuePoint Cloud Solutions #AR2490)

***Proposals:***

<i>Offerors</i>	<i>Technical Rankings</i>	<i>Proposed Discounts (Rankings)</i>	<i>Overall Rankings</i>
Strategic Communications; Louisville, KY	1	23% (1)	1
A&T Systems; Silver Spring, MD	2	20% (2)	2
The Consultants Consortium, Inc.; Indianapolis, MN	3	2% (3)	3

**MBE/VSBE Participation:** N/A / N/A

**Incumbents:** Deloitte Consulting LLP; Minneapolis, MN

**Requesting Agency Remarks:** On April 26, 2017, the BPW approved DoIT entering into an agreement to procure Amazon Web Services (AWS) for the Department of Human Resources' MD THINK program. The vehicle for that agreement with Deloitte Consulting LLP is an intergovernmental cooperative purchase agreement (ICPA) procured by NASPO.



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***Agency Remarks (cont'd):***

On May 24, 2017 the BPW approved DoIT entering into a separate agreement with Deloitte LLP through an ICPA to provide AWS services to State agencies on an as-needed basis. Agencies currently using the AWS services include the MD THINK tenants such Department of Human Services, Maryland Health Benefit Exchange, Maryland Department of Health and Department of Juvenile Service and DoIT tenants including the Department of Budget and Management, DoIT, Maryland Department of Transportation Headquarters, Motor Vehicle Administration, Maryland Department of Education and the College Savings Plan.

With both agreements coming to the end of term, DoIT made the determination to combine the requirements under one agreement through the NASPO ValuePoint Cloud Solutions purchase agreement. This is the most appropriate way to provide Statewide access to AWS while realizing significant cost-benefits through pre-negotiated volume pricing. The NASPO ValuePoint ICPA for cloud services is the result of a competitive procurement process, developed and led by the State of Utah with a team of procurement and IT professionals from eight states. That process resulted in awards to 38 companies to provide cloud infrastructure services.

The Contractor will provide the State with AWS account(s) to permit Client to order, access, and use Cloud Services, for its business purposes. Cloud Services may include but are not limited to public-facing portal; storage; archiving; web services and web application runtime environments; relational and non-relational databases; infrastructure-as-a-service, platform-as-a-service, and software-as-a-service for Linux and Windows based computing resources; networking; storage and related technology services; and associated development and testing environments.

The State has been utilizing the AWS platform with a focus in IaaS delivery services. The State is currently hosting a variety of different systems in the AWS Cloud that provide different functions back to State agency networks via private lease connections into multiple AWS Direct Connects for fault tolerance and redundancy purposes.

DoIT reached out to the providers on the NASPO ValuePoint Cloud Solutions Contract requesting information regarding their offerings under the NASPO Contract and how those offerings would meet the State's needs and requirements. Six providers submitted responses. The evaluation of the offerings was based on the following criteria:

1. Product portfolio sold: Amazon Web Services products/services sold and discount level
2. Cost: service/support prices, labor prices
3. Security: FedRAMP certifications, firewalls, security standard compliance (NIST, IRS 1075, HIPAA)
4. Services provided: DevOps, infrastructure, experience with Microsoft products, automation, agile development, cloud migration services, and training

