

**PROCUREMENT OFFICER'S DETERMINATION  
INTERGOVERNMENTAL COOPERATIVE PURCHASING  
CONTRACT NO. 218007-IT  
MICROSOFT SQL DATABASE ADMINISTRATOR**

**I. EXECUTIVE SUMMARY**

This Determination has been executed pursuant to COMAR 21.05.09, Intergovernmental Cooperative Purchasing, to procure one resource for Microsoft SQL Database Management and Programming Support Services under an Intergovernmental Cooperative Purchasing Agreement of the Department of Information Technology (DOIT), CATS+ Master Contract No. 060B2490023.

**II. PROCUREMENT PROCESS**

On September 27, 2017, the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) advertised the Task Order Request for Proposals (TORFP) for one person providing Microsoft SQL Database Management and Programming Support Services for a period of three years with one three-year renewal option. This person will provide IT Support for the new Berthing Management System. The TORFP was sent to 537 Master Contractors under Functional Area 10 of the DOIT CATS+ Master Contract. Proposals were due on October 29, 2017. Forty-Seven proposals were received; however, four proposals were rejected because of late submission.

The forty-three remaining proposals were distributed to the evaluation committee. The committee was comprised of the following members:

Ki Choi, Information Services Department  
Harish Wagle, Information Services Department  
Rob LasCasas, Information Services Department

Each member reviewed and evaluated the Technical Proposals. The evaluation team down-selected to ten Master Contractors. Five of those 10 Master Contractors were then no longer considered for award because their resources were no longer available. The remaining five offerors were deemed susceptible of being selected for award. Below is the technical ranking:

<u>Offeror</u>	<u>Technical Ranking</u>
SYSCOM Inc.	1
TechTu	2
Trilogy	3
Resourcesys	4
IT Nova Consulting	5

On December 11, 2017, Financial Proposals were opened and the Procurement Officer sent a request for Best and Final Offers (BAFOs) to the offerors. In response to the request for BAFOs all five offerors reduced their prices. Below is the BAFO financial ranking:

<u>Offeror</u>	<u>BAFO Total Evaluated Price</u>	<u>Evaluated Price</u>	<u>Financial Ranking</u>
Resourcesys Inc.	\$ 1,025,280.00	\$ 1,040,640.00	1
IT Nova Consulting	\$ 1,144,947.07	\$ 1,154,208.00	2
SYSCOM INC.	\$ 1,211,136.00	\$ 1,179,744.00	3
Trilogy	\$ 1,261,440.00	\$ 1,272,960.00	4
TechTu	\$ 1,814,764.80	\$ 1,870,944.00	5

The hourly rates proposed by each offeror do not exceed the maximum hourly rates allowed under the DOIT CATS+ Master Contract.

The overall ranking, technical and price combined, is as follows:

<u>Offeror</u>	<u>Overall Ranking</u>
SYSCOM Inc.	1
TechTu	2
Resourcesys Inc.	3
Trilogy	4
IT Nova Consulting	5

As stated in the TORFP, the Technical Proposal held greater weight than price. Both SYSCOM candidates possess exceptional qualifications, SYSCOM's pricing is only slightly higher than the lowest-priced (but lowest-ranked) proposal, and SYSCOM's Technical Proposal was technically ranked number one. SYSCOM is extremely knowledgeable in all technical aspects of the TORFP and their selected candidate (of the two they proposed) demonstrated a wide array of experience and technical requirements needed for this position. Therefore, the Evaluation Committee recommends SYSCOM for award. The Procurement Officer concurs with the recommendation of the evaluation committee.

On Tuesday December 19, 2017, IT Nova, TechTu, Trilogy, and Resourcesys received notice they were not selected for award. IT Nova, TechTu, and Resourcesys requested a debriefing. The last of those debriefings was completed on March 15, 2018.

### **III. DETERMINATION**

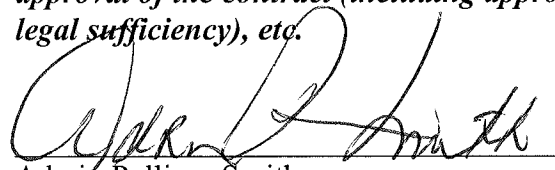
- A. The DOIT CATS+ Master Contract meets the requirements of an intergovernmental cooperative purchasing agreement under COMAR 21.05.09.01B(2)(a).
- B. It is in the best interest of the MDOT MPA to utilize the DOIT contract because doing so will provide cost benefits to the State. DOIT has already competitively solicited for the CATS+ Master Contract. It will promote administrative efficiencies as DOIT has already deemed SYSCOM Inc. to be a responsible contractor, and it is not intended as a means to evade the purposes set forth under COMAR 21.01.01.03.
- C. The award amount is within the funding available.

- D. Making an award under DOIT CATS+ Master Contract No. 060B2490023 will save MDOT MPA the considerable time it will take to prepare a solicitation for public advertisement, obtain necessary approvals prior to publication, publish the solicitation, receive and evaluate proposals, and then complete an award. It will also provide MDOT MPA with contract pricing, procedures, and services identical to those provided by DOIT to other State agencies.
- E. Based on the aforementioned information and in accordance with the State Procurement Regulations, COMAR 21.05.03.04F, "the procurement officer shall make a determination recommending award of the contract to the responsible Offeror whose proposal is determined to be the most advantageous to the State, considering price and the evaluation factors set forth in the request for proposals" it is my determination that Syscom Inc. be awarded the Database Management and Programming Support Services contract in the amount of \$600,000.00 for a period of three years with one three-year renewal options.
- F. Final award will be subject to approval by the Maryland Port Commission and the Board of Public Works

**V. APPROVAL REQUIRED**

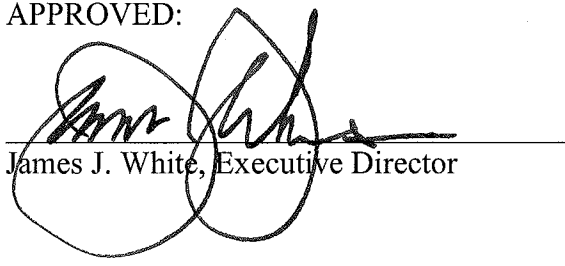
COMAR 21.05.09.05 provides: "Before awarding or participating in an intergovernmental cooperative purchasing agreement, the procurement officer shall obtain the approval of the primary procurement unit head, and any other approvals as required under this title."

*I request your approval, as unit head, to procure as described in this determination, subject to completion of all other requirements of procurement law, fund certification, execution and approval of the contract (including approval by the Office of the Attorney General for form and legal sufficiency), etc.*

  
 Adrain Pulliam-Smith,  
 Procurement Officer

3/16/18  
 Date

APPROVED:

  
 James J. White, Executive Director

03/23/18  
 Date