

Supplement D
Department of Information Technology
ACTION AGENDA
October 19, 2016

Contact: Denis McElligott (410) 697-9394
Denis.McElligott@maryland.gov
Carla Thompson (410) 260-6155
Carla.Thompson@maryland.gov

2-IT. DEPARTMENT OF INFORMATION TECHNOLOGY

Contract ID: Cable and Wiring Materials and Services
 Inside and Outside Plant
 ADPICS BPO No.: 060B6400046

Contract Description: Multiple-award Master Contracts to provide Statewide cable and wiring materials and services for inside and outside applications in two functional areas.

Award: 26 Master Contractors (See page 5D)

Term: 10/19/2016 – 10/18/2021 (Five years from notice to proceed)

Amount: \$35,000,000

Procurement Method: Competitive Sealed Proposals

Proposals: 26 offerors (See page 5D)

MBE Participation: 20%

Remarks: A notice of the availability of the Request for Proposals was advertised on DoIT's website, *eMarylandMarketplace.com*, and 814 vendors were directly solicited. A total of 26 proposals were received; all were deemed reasonably susceptible of being selected for award and are recommended for award to receive a Master Contract. Of these, 23 are Maryland resident businesses and 11 are MBEs.

This Cable and Wiring Materials and Services Master Contract replaces the soon-to-expire Cable and Wiring Master Contract that provides both inside and outside cable and wiring services. This new Master Contract will provide State agencies with greater flexibility of obtaining cable and wiring materials and services quickly and efficiently by issuing Purchase Order Requests for Proposals and Task Order Requests for Proposals specific to their needs.

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2-IT. DEPARTMENT OF INFORMATION TECHNOLOGY (cont'd)

Remarks: (cont'd)

This Master Contract encompasses the two functional areas listed below:

- Functional Area I Structured Cable & Wiring
- Functional Area II Installation, Relocation, and Preventive and Routine Maintenance of Outside Plant Fiber Optic and Communication Cables

Master Contracts are recommended to 24 contractors in Functional Area I and 16 contractors in Functional Area II. There will be a second level of competition through Purchase Order Requests for Proposals and Task Order Requests for Proposals sent to all Master Contractors within the appropriate functional area.

This procurement vehicle was designed to provide State agencies with a wide selection of Master Contractors who offer an extensive variety of cable and wiring materials and services. As a result of the awards from this solicitation, State agencies will obtain materials, equipment, maintenance and installation/repair services quickly and efficiently and specifically to agencies' needs. This contracting vehicle is also available to Maryland local and county government jurisdictions.

The ceiling for this contract is \$35 million dollars. A review of the existing contract showed that agencies have spent over \$28 million. An additional \$7 million is needed to provide enough of a ceiling for additional spending over the five-year term of the contract. This additional spending will primarily be used for the inclusion of inside cable wiring in this new contract.

An MBE subcontracting goal of 25% applies to each individual Task Order Request for Proposals for Functional Area II. The MBE goal was applied only to Functional Area II because Functional Area I involves the provision of materials and equipment, which does not afford any subcontracting opportunities. Functional Area II makes up 80% of the anticipated value of the Master Contract, which results in an overall 20% MBE goal on the total contract.

Fund Source: Various
Approp. Code: Various
Resident Business: See attachment 1, page 5D
MD Tax Clearance: See attachment 1, page 5D

BOARD OF PUBLIC WORKS	THIS ITEM WAS:
<div style="border: 2px solid red; border-radius: 50%; padding: 5px; display: inline-block;">APPROVED</div> DISAPPROVED	DEFERRED WITHDRAWN
WITH DISCUSSION	<div style="border: 2px solid red; border-radius: 50%; padding: 5px; display: inline-block;">WITHOUT DISCUSSION</div>

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2-IT. DEPARTMENT OF INFORMATION TECHNOLOGY (cont'd)

Attachment 1 - Companies recommended for award of Cable and Wiring Materials and Services Master Contracts

	Company Name	City	State	Functional Area		Resident Business	MD Tax Clearance	MBE
				FA1	FA2			
1	Absolute Underground	Hanover	MD	X	X	Y	16-3122-1111	Y
2	Arundel Underground	Lothian	MD	X	X	Y	16-3132-0111	N
3	ASKS Telecommunications Consulting, LLC	Tuxedo	MD	X		Y	16-3124-0110	Y
4	Assurance Media	Wilmington	DE	X	X	N	16-1325-1001	N
5	Bluestar Technologies, Inc.	Baltimore	MD	X	X	Y	16-3174-0111	N
6	Brown's Communications, Inc.	Hunt Valley	MD	X	X	Y	16-3126-1111	Y
7	Communication Technologies & Consulting, LLC	Germantown	MD	X		Y	16-3127-1110	Y
8	Crawford Technical Services, Inc.	Gambrills	MD	X		Y	16-3128-1111	Y
9	Eastcomm LTC	Upper Marlboro	MD	X	X	Y	16-3129-0111	N
10	Fiberplus, Inc.	Jessup	MD	X	X	Y	16-3130-1111	N
11	Henkels & McCoy	York	PA	X	X	N	16-3131-1111	N
12	Icetech	Baltimore	MD	X		Y	16-3132-0111	Y
13	Infiniti Technologies	Columbia	MD	X	X	Y	16-3150-1111	N
14	KCI Communications Infrastructure	Hanover	MD	X	X	Y	16-3177-0001	N
15	Lanier Electronic Group, Inc.	Upper Marlboro	MD	X		Y	16-3151-1111	Y
16	Leading Technology Solutions, Inc.	Baltimore	MD	X	X	Y	16-3152-1111	N
17	Madlex Communications	Baltimore	MD	X		Y	16-3153-0111	N
18	Marathon Technology Solutions, Inc.	Sykesville	MD	X	X	Y	16-3154-0111	N
19	Noovis	Hanover	MD	X	X	Y	16-3187-1111	N
20	Pillar Innovations, LLC	Grantsville	MD	X	X	Y	16-3155-1110	N
21	Plexus Installations, Inc.	Baltimore	MD	X		Y	16-3156-1111	Y
22	R. Rea Corp	Washington	DC	X		N	16-3213-1111	Y
23	SCD IT	Columbia	MD	X	X	Y	16-3157-1111	Y
24	Skyline Technology Solutions	Glen Burnie	MD		X	Y	16-3158-1111	N
25	Soft-Con Enterprise, Inc.	Hyattsville	MD	X		Y	16-3159-1111	Y
26	Technical Specialties	Lanham	MD	X		Y	16-3204-1111	N