

Supplement D
Department of Information Technology
ACTION AGENDA
March 22, 2017



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2-IT. DEPARTMENT OF INFORMATION TECHNOLOGY

Contract ID: Learning Management System
ADPICS BPO No.: F50B7400022

Contract Description: A cloud based Software-as-a- Service (SaaS) Learning Management System to administer Statewide training for estimated 57,000 end-users.

Contractor: Cornerstone OnDemand, Inc.
Los Angeles, CA

Term: 5/1/2017 – 4/30/2019 (2-years with two 1-year options)

Amount: \$1,310,366 (2-year base)
\$ 655,183 (option year 1)
\$ 655,183 (option year 2)
\$2,620,732

Procurement Method: Intergovernmental Cooperative Agreement
[Federal GSA Schedule 70]

Proposals: One proposal received

MBE Participation: None

Incumbents: Cornerstone OnDemand, Inc.

Remarks: DoIT posted the requirements for the LMS on the General Services Administration Schedule 70 website. One proposal was received from Cornerstone OnDemand, Inc. The proposal was evaluated and it was determined that Cornerstone OnDemand is capable of providing the services required by the State for license control for online training offered by the State.

Cornerstone has proven that it can provide to the State a successful, large-scale integration of its Learning Management System that will seamlessly integrate with the Statewide Personnel System's Human Capital Management Solution provided by Workday.

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

Remarks: (cont'd)

Through the contract, the State will have the ability to provide online training modules to an enterprise of approximately 57,000 State employees. In addition, multiple State agencies have already standardized on the Cornerstone Learning Management System. The new contract offers a significant cost savings to the State compared to the current contract by removing redundancies and increasing efficiency and economies of scale.

Fund Source: Various

Approp. Code: Various

Resident Business: No

MD Tax Clearance: 17-0546-0111

BOARD OF PUBLIC WORKS

THIS ITEM WAS:

APPROVED

DISAPPROVED

DEFERRED

WITHDRAWN

WITH DISCUSSION

WITHOUT DISCUSSION