

OFFICE OF STATE PROCUREMENT
ACTION AGENDA
July 22, 2020



OSP 1

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26-IT. DEPARTMENT OF GENERAL SERVICES

Contract ID: Public Branch Exchange (PBX) IV
Telecommunications Equipment and Services.
ADPICS No.: 001B0600162

Contract Description: Multiple award, indefinite quantity contract to provide PBX telecommunications equipment and related services for the State of Maryland.

Award(s): See Attachment 1

Contract Term: 1/1/2020 - 12/31/2030 (10 years base term with no renewal option)

Amount: \$70,000,000

Procurement Method: Competitive Sealed Proposal (CSP)

Bids/Proposals: See Attachment 1

Living Wage Eligible: Yes

MBE/VSBE Participation: 25%/2% (See Requesting Agency Remark below)

Performance Security: None

Hiring Agreement Eligible: None

Incumbent(s): See Attachment 2

Requesting Agency Remarks: A notice of the availability of the Request for Proposals (RFP) was advertised on eMaryland Marketplace Advantage (eMMA). Additionally, twenty (20) prospective Master Contractors were directly solicited to on December 30, 2019.

A total of sixteen (16) proposals were received in response to the RFP. All sixteen (16) proposals were determined to be reasonably susceptible of being selected for contract award. After considering all the criteria in the RFP, only fourteen (14) are recommended for award to receive a Master Contract. Of these fourteen (14) recommended contractors, nine (9) are Maryland resident businesses, six (6) are Minority Business Enterprise (MBE), and four (4) are Small Business Reserve (SBR), as indicated in Attachment 1.

Additionally, since exceptions are currently being negotiated with two potential Offeror's, both Offeror's will be recommended for contract award if an agreement is reached and presented to the Board of Public Works (BPW), for approval at the next BPW Agenda Meeting.

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This PBX IV Master Contract replaces the soon-to-expire PBX III Contracts that provide public branch exchange (PBX) telecommunications equipment and related services for the State of Maryland. This new Master Contract will provide State agencies with the flexibility of obtaining telecommunications equipment and services quickly and efficiently by issuing Purchase Order Requests for Proposals (PORFP) specific to their needs.

This Master Contract encompasses the following three functional areas:

- Functional Area I – Hardware, Associated Peripherals and Software
- Functional Area II – Manufacturer’s Extended Warranty and Maintenance Services
- Functional Area III– Time and Material Labor

This new Master Contract is structured to be adaptable to rapidly changing technology by allowing Master Contractors the option to add additional manufacturers’ product lines throughout the term of the Master Contract as they become authorized to sell those lines.

There will be a second level of competition through a Purchase Order Request for Proposals (PORFP) sent to all Master Contractors awarded a Master Contract within the appropriate functional area who are authorized to provide the equipment and/or services for the requested manufacturer(s) product line.

Additionally, selected PORFPs can be designated as Small Business Reserve (SBR) competitions. For SBR designated PORFPs, each Master Contractor that is a small business will be able to compete within its approved functional area.

Master Contractors affirmed that their prices for the PORFPs will not exceed the Manufacturer’s Suggested Retail Price (MSRP) or GSA Schedule for the hardware, software, licenses and maintenance services being purchased for the term of the Master Contract in Functional Areas I and II., and it is expected that the competitive PORFP process will produce lower than MSRP/GSA Schedule pricing.

This procurement vehicle was designed to provide State agencies with a wide selection of Master Contractors who offer an extensive variety of telecommunications equipment and services. As a result of the awards from this solicitation, State agencies will obtain hardware, software, licenses, maintenance services and installation/repair services quickly and efficiently by issuing PORFPs specific to agencies’ needs. This contracting vehicle is also available to Maryland local and county government jurisdictions.

MBE/VSBE subcontracting goals of 25%/2% will be applied to each individual PORFP for Functional Areas II and III. MBE/VSBE goal was only applied to Functional Areas II and III because Functional Area I involves purely the provision of hardware and warranty, which does not offer any subcontracting opportunities. Additionally, MBE/VSBE goal will be monitored in the individual agencies level.

Fund Source: Various

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Approp. Code(s): Various

Resident Business(es): See Attachment 1

MD Tax Clearance(s): See Attachment 1

ATTACHMENT 1.

Contractors	City	State	Functional Area			Maryland Tax Clearance Number	Maryland Resident Business Yes No	MBE	SBR
			FA1	FA2	A3				
1 Alliance Technology Group, LLC	Hanover	MD	X	X	X	20-1864-1101	X	X	
2 Altura Communication Solutions, LLC	Anaheim	CA	X	X	X	20-1861-1110	X		
3 Alxcel, Inc.	Greenbelt	MD	X	X	X	20-1869-1111	X		X
4 Black Box Network Services	Eden Prairie	MN	X	X	X	20-1857-1010	X		
5 Brown's Communications, Inc.	Hunt Valley	MD	X	X	X	20-1866-1111	X	X	X
6 Carousel Industries of North America, Inc.	Charlestown	MD	X	X	X	20-1856-1111	X		
7 DISYS Solutions, Inc.	Ashburn	VA	X	X	X	20-1860-1111	X	X	X
8 Elite Design Network, LLC.	Brentwood	MD	X	X	X	20-1868-0001	X	X	
9 Lanier Electronics Group, Inc.	Upper Marlboro	MD	X		X	20-1871-1111	X	X	
10 MS Technologies Corporation	Rockville	MD	X	X	X	20-1863-1111	X	X	X
11 NEC Corporation of America	Irving	TX	X	X	X	20-1859-1111	X		
12 Optivor	Annapolis	MD	X	X	X	20-1872-1111	X		
13 Optus, Inc.	Jonesboro	AR	X	X	X	20-1865-1001	X		

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14	Skyline Technology Solutions	Glen Burnie	MD	X	X	X	20-1862-1111		X		
TOTAL →								5	9	6	4

ATTACHMENT 2.

INCUMBENTS	
1	Alliance Technology Group, LLC
2	Altura Communication Solutions, LLC
3	Atlantech Online, Inc.
4	Carousel Industries
5	Chesapeake Telephone Systems, Inc.
6	ConvergeOne Systems Integration, Inc.
7	DISYS Solutions, Inc.
8	ePlus Technology, Inc.
9	IPC Technologies, Inc.
10	Mitel Business Systems, Inc.
11	MS Technologies Corporation
12	NEC Corporation of America
13	Norstan Communications, Inc. d/b/a Black Box Network Services
14	Optus, Inc.
15	Presidio Networked Solutions, LLC
16	Skyline Technology Solutions, LLC
17	Telephonet Corporation
18	True Communications Inc.
19	Unify Inc.
20	Verizon Select Services, Inc.

BOARD OF PUBLIC WORKS ACTION

THIS ITEM WAS:

APPROVED

DISAPPROVED

DEFERRED

WITHDRAWN

WITH DISCUSSION

WITHOUT DISCUSSION