

REVISED

Supplement D
Department of Information Technology
ACTION AGENDA
December 20, 2017



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3-IT. DEPARTMENT OF INFORMATION TECHNOLOGY

Contract ID: Radio Communications Master Contract 2018
ADPICS BPO No.: 060B7400088

Contract Description: Multiple award, indefinite quantity, purchase order request for proposals-based Master Contract to provide radio equipment and radio equipment installation, repair and preventive maintenance services Statewide.

Awards: 29 master contractors listed on page 7D

Term: 1/25/2018 – 1/24/2023 (Five years)

Ceiling Amount: \$100,000,000

Procurement Method: Competitive Sealed Proposals

Proposals: See page 7D

MBE Participation: 5% of Functional Area IV expenditures only
[Functional Area IV total expenditures est. at \$1.3 million]
Note: Three of 29 prime vendors are MBEs

Remarks: A notice of the availability of the Request for Proposals was advertised on *eMarylandMarketplace* and the DoIT website and sent to all businesses identified as capable of delivering these services in the Minority Business Enterprise Directory. DoIT received 32 proposals. A total of 29 qualified offerors are recommended for award of a Master Contract; 20 are Maryland businesses, 10 are small businesses, and three are MBEs. There are potentially three additional offerors that may be added to this Master Contract once DoIT has received notification that they are either in good standing with SDAT or have registered to do business with the State. DoIT will return to the Board seeking approval for any additional awards.

The Radio Communication Master Contract encompasses the following four functional areas: Functional Area I - Two-Way Radio Equipment, Functional Area II - Communications Consoles and Associated Equipment, Functional Area III - Microwave Radio Equipment, Ancillary and Test Equipment and Installation Supplies and Functional Area IV - Installation, Repair and Preventative Maintenance Services.

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Remarks: (cont'd)

There will be a second level of competition through Purchase Order Request for Proposals (PORFP) process for all radio communications equipment and services. A PORFP will be sent to all Master Contractors within the appropriate functional area, who are authorized to provide the hardware or services for the requested manufacturer’s product line. For PORFPs designated as Small Business Reserve, only Master Contractors that are DGS-certified as small businesses will compete. Functional Area IV provides the only potential for subcontracting opportunities; therefore, an overall MBE subcontractor participation goal of 5% has been established for this Master Contract. Master Contractors PORFP prices may not exceed the manufacturer’s suggested retail price for the hardware being purchased.

This procurement vehicle was designed to provide State agencies with a wide selection of Master Contractors who offer an extensive variety of radio communications equipment and services. State agencies will obtain radio communications equipment, installation, repair and preventative maintenance services quickly and efficiently by issuing PORFPs specific to each agency’s needs. This contracting vehicle is also available to local and county Maryland government jurisdictions. Executive Branch agencies spent \$31 million on the five-year predecessor contract and \$71 million on the 700MHz contract. Based on this, DoIT recommends that the ceiling of the successor contract be set at \$100 million. Should agencies anticipate spending in excess of this amount and have funding available to do so, DoIT will return to the Board of Public Works with a request to raise the ceiling threshold.

- Fund Source:** Various
- Approp. Code:** Various
- Resident Business:** See Page 7D
- MD Tax Clearances:** See Page 7D

BOARD OF PUBLIC WORKS

THIS ITEM WAS:

APPROVED

DISAPPROVED

DEFERRED

WITHDRAWN

WITH DISCUSSION

WITHOUT DISCUSSION

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Proposed Master Contractors for Radio Communications

#	Company Name	Corp City	State	Resident Business	Tax Clearance Number
1	ACG Systems Inc.	Annapolis	MD	Y	17-2939-1111
2	Aviat Networks	Milpitas	CA	N	17-2940-1101
3	Birch Advisors	Bowie	MD	Y	17-2941-1110
4	Brown's Communications, Inc.	Hunt Valley	MD	Y	17-2942-1111
5	CommDEX Consulting, LLC	Norcross	GA	N	17-2943-1111
6	Comm-Lease Inc. dba CL Technologies	Hampstead	MD	Y	17-2944-1111
7	Communications Electronics, Inc.	Timonium	MD	Y	17-2945-1111
8	Daly Computers	Clarksburg	MD	Y	17-2946-1111
9	E. F. Johnson's Inc.	Irving	TX	N	17-2947-1001
10	Eastern Communications, Ltd.	Long Island	NY	N	17-3234-1000
11	Fairwinds	Annapolis	MD	Y	17-2948-0111
12	INTERTALK	Dartmouth, Nova Scotia, B3B 1W1	Canada	N	17-2949-0000
13	IT Tech Direct LLC	Annapolis	MD	Y	17-2955-1111
14	Microwave Networks	Stafford	TX	N	17-3095-1000
15	Mills Communications Inc.	Westminster	MD	Y	17-3096-1111
16	Motorola Solutions	Linthicum	MD	Y	17-2956-1101
17	MTTI	Timonium	MD	Y	17-2957-1111
18	Occasion Of A Lifetime L.L.C dba Squad Car Supply	Myersville	MD	Y	17-2958-1000
19	Port Networks	Baltimore	MD	Y	17-2959-1111
20	Procom Corporation	Jessup	MD	Y	17-2960-1111
21	SBP Consulting, LLC	Silver Spring	MD	Y	17-2961-1111
22	SH Global Solutions	Huntingtown	MD	Y	17-2962-1001
23	Tactical Public Safety, LLC	West Berlin	NJ	N	17-2963-1111
24	Teltronic, Inc.	Beltsville	MD	Y	17-2964-1110
25	Tessco Technologies	Hunt Valley	MD	Y	17-2965-0111
26	Two-Way Radio Service, Inc. t/a TWR Communications	Cumberland	MD	Y	17-2966-1111
27	Waveband Communications	Eldersburg	MD	Y	17-2967-1111
28	Zetron, Inc.	Redmond	WA	N	17-3251-1100
29	Harris Corporation	Lynchburg	VA	N	17-3401-1101