



CATS + TORFP J01B9400035

**MDTA IT ENTERPRISE BUSINESS SOLUTIONS AND PROJECT MANAGEMENT
SUPPORT**

Amendment #1 Issued: June 6, 2019

This Amendment is being issued to provide Pre-Proposal Conference information which includes the meeting agenda and sign-in sheets for the above-named TORFP. All information contained herein is binding on all offerors who respond to this TORFP.

SEE ATTACHED INFORMATION:

- 1. Meeting Agenda**
- 2. Sign-in Sheets**
- 3. eMaryland Marketplace Advantage Handout**

Pre-Proposal Conference Procurement Review

TORFP: J01B9400035

**MDTA IT ENTERPRISE BUSINESS SOLUTIONS AND PROJECT MANAGEMENT
SUPPORT**

Wednesday, June 5, 2019 @ 10:00 a.m. (EST)

Welcome to the Pre-proposal conference for the Task Order Request For Proposals (TORFP) J01B9400035 for the MDTA IT Enterprise Business Solutions and Project Management Support. My name is Abby Alam and I am the Procurement Officer assigned to this TORFP.

If you have not already done so, please sign the attendance sheet and for those firms that are certified Minority Business Enterprise (MBE), Small Business Reserve (SBR) or Veteran-Owned Small Business Enterprise (VSBE) firms, please make note of that in the far right hand columns of the sign-in sheet.

I'll let my team introduce themselves first and then we can go around the room and have everyone else introduce themselves.

I will be going over the Procurement part of this project and will take any questions related to the procurement of this TORFP.

I will then turn the conference over to Mr. Goldsborough who will review the scope of work. We will do our best to answer all questions regarding the scope of work, but strongly suggest all questions requiring an official answer be submitted in writing.

No answers given at today's meeting will be considered binding or an amendment to the contract. Throughout this Pre-Proposal Conference, if you want a high-level response to any question you may have, I again ask that your questions be submitted to me, in writing via email.

Reminder to all Offerors:

- The main purpose of this pre-proposal conference is to review the procurement requirements, address concerns, provide clarification, and

provide instructions pertaining to the solicitation and scope of work, and answer questions.

- This TORFP was released via email to all Master Contractors under Functional Area 10 on Friday, May 24, 2019.
- Offerors will have the opportunity to submit questions in writing; written **questions must be submitted to me at aalam2@mdot.maryland.gov** The deadline for submission of questions is **Tuesday, June 11, 2019 at 2:00 pm (EST)**.
- The Questions and Answers will be released via Addendum as soon as possible after the Question due date.
- Pre-proposal minutes, sign in sheet(s) and all questions and responses will be published as an addendum and become part of this solicitation.
- Changes to the scope of work or any response requirements will be published as an addendum and supersede the original published documents per COMAR.
- The due date and time for proposal Submission is **Monday, July 1, 2019 at 2:00 P.M. Local Time**. Please see Section 5 for specific proposal submission information.
- As a reminder, the Technical Proposal submission along with all of the required Attachments (listed under Section 7 of the TORFP), are to be delivered together, but in a separate email from the Financial Proposal.
- BOTH THE TECHNICAL AND FINANCIAL PROPOSALS WILL NEED TO BE PASSWORD PROTECTED, WITH DIFFERENT PASSWORDS FOR EACH PROPOSAL TO (TECHNICAL AND FINANCIAL).
- Please submit your offer in the format listed in section 5.4 of the TORFP, as this will help to ensure that you have submitted all requested information as well as assist the evaluation team to determine that all information has been received.
- Please be sure to send your proposals early enough to allow sufficient time for your submission to arrive timely in the Procurement Officers inbox. "The date and time of an e-mail TORFP submission is determined by the date and time of arrival of all required files in the TO Procurement Officer's e-mail inbox."
- The State will award this project to One Master Contractor.

- You are required to provide the name/number of your point of contact to set up oral presentations or for correspondence.
- Please be sure to review Section 6 – Evaluation and Selection Process.

MBE Participation

- There is a 30% Minority Business Enterprise (MBE) Goal for this project. If there are any MDOT Certified MBE firms, or Veteran Owned Small Businesses in attendance today, this would be a good opportunity to network with Firms planning to submit as a Prime Contractor (see attached MBE Participation Solicitation Script)

Friendly reminder:

- It is your responsibility to update your company's information/account as necessary with DoIT. MDOT Procurement does not have the capability of updating contractor's information.
- Any questions or concerns regarding your DoIT account should be directed to DoIT
- Only the information communicated by the Procurement officer in writing shall be the official position of the MDOT. MDOT assumes no responsibility for information communicated by any other source.

MARYLAND DEPARTMENT OF TRANSPORTATION

PROCUREMENT & CONTRACTS

PRE-BID MEETING

Date: June 5, 2019

Contract #: J01B9400035

Contract: MDTA IT Enterprise Business Solutions and Project Management Support

MBE Goal:

30 ---%

Sub goals:

No Sub goals

VSBE Goal:

0 %

Potential Subcontracting Opportunities:

ex. Other Computer Related Services (541519)

MBE Forms:

The following forms are part of the MBE requirements for this project. Please review the forms and their instructions for completion thoroughly. Accuracy in the completion of the forms is mandatory.

- **MDOT MBE Form A – CERTIFIED MBE UTILIZATION AND FAIR SOLICITATION AFFIDAVIT**
 - The completed, signed Affidavit must be included with the bid/proposal.
 - If the Bidder fails to accurately complete and submit the Affidavit as required, the bid shall be deemed not responsive or the proposal not susceptible of being selected for award.
- **MDOT MBE Form B – Parts 1, 2, and 3 – MBE PARTICIPATION SCHEDULE**
 - Part 2 and Part 3 forms must be completed, signed, and included with the Bid/Proposal.
 - If the Bidder fails to accurately complete and submit Parts 2 and 3 with the bid as required, the bid shall be deemed not responsive.
 - Part 1 – Instructions for MBE Participation Schedule (includes Goal/Subgoal Worksheet)
 - Part 2 – MBE Participation Schedule (one form for each subcontractor)

- Part 3 – Certification for MBE Participation Schedule
 - All MBE firms listed on **MBE Form B** must be certified at the time of bid submission to perform the specific scope of work. Please visit MDOT's website to access its electronic MBE directory for a complete listing of certified firms at www.mdot.maryland.gov
 - A certified MBE firm that is the prime contractor, including a firm that is a participant in a joint venture and self-performing is identified on the Form B.
 - A certified MBE Prime firm can perform with its own forces toward fulfilling up to (50%) of the MBE participation goal (overall) and up to (100%) of one MBE participation subgoal.
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- **MDOT MBE Forms C and D – OUTREACH EFFORTS COMPLIANCE STATEMENT and MBE SUBCONTRACTOR PROJECT PARTICIPATION AFFIDAVIT**
 - If you are notified that you are the apparent awardee or as requested by the Procurement Officer, you must submit **MDOT MBE Forms C and D** within 10 business days of receiving such notice.
 - It is mandatory that you obtain signatures on Form D from the participating MBE firms that are listed on Form B.
-
- For guidance on the **60% Rule** Supply Items, refer to **MBE FORM B PART 1 – Instructions for MBE Participation Schedule, # 7-9.**
 - **Commercial Useful Function** - The work performed by a certified MBE firm, including an MBE prime, can only be counted towards the MBE participation goal(s) if a certified MBE performs a commercially useful function where it is responsible for execution of the distinct element of work by actually performing, managing, and supervising the contract work.
 - **Requesting an MBE Waiver**
If you believe that your firm cannot achieve the MBE participation goal and/or sub goals, you have the right to request a waiver. The request should be indicated in your initial bid package (on **MBE Form A**).

MBE Form E - Good Faith Efforts Guidance and Documentation

Within 10 days following notification that your firm is the apparent awardee, all required waiver documentation must be submitted.

Note: Your request for a waiver (with all supporting documentation) will be reviewed and a determination will be provided.

**MARYLAND DEPARTMENT OF TRANSPORTATION
OFFICE OF PROCUREMENT
TORFPJ01B9400035**

TITLE: MDTA IT ENTERPRISE BUSINESS SOLUTIONS AND PROJECT MANAGEMENT SUPPORT

DATE: Wednesday, June 5, 2019 at 10:00 am (EST)

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COMPANY NAME	PRINTED NAME	PHONE NUMBER	E-MAIL ADDRESS	MBE	SBR	VSBE
Dept. of Transportation	Abby Alam	410-865-1387	aalam2@mdot.state.md.us			
VivSOFT	NAVIN GONALAN	703.801.9664	NAVIN@VIVSOFT.NET	✓	✓	
CAI	GLEN GRAY	302.521.2673	Glen.Gray@CAI.IO			
Microfuse	Kumar Meera	773.220.5443	Kumar.Meera@microfuse.com	✓	✓	
Serigor	Ashley Boykin	443.449.0903	ashley.boykin@serigor.com	✓	✓	
Synergy	Laci Beall	443.610.3128	Laci@SSS-INC.COM	✓	✓	
Dk Consulting	ERIN HAMILTON	443.552-5851	ehamilton@dkconsult.net	✓	✓	
ITnova	James Black	443.906.6072	JBlack@ITnovaConsulting.com	✓	✓	
Bluesun	Stan Nazare	443-865-3955	SNazare@Bluesuntech.net	✓	✓	
Resource Sys	Latoya Staten	443.801.1357	latoya@resourcesys.com	✓	✓	
SONA NETWORKS.	HARRY HANS	410.718.5248	hhans@sonanetworks.com	✓	✓	
Active Information Tech Inc	ASHWIN SIBBOO	240.421.8179	asibboo@4ti-us.com			

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MDTA	ANDY GLE	443 829 0620	agle2@mdta.state.md.us			
Salem InfoTech	David Lockwood	240-498-2053	Lockwood.David.H@gmail.com			
FEI Systems	Barbara Szaro	443-393-2808	barbara.szaro@feisystems.com			
Infojini	Tajaevi Sista	240 766 9696	Jas.sista@infojiniconsulting.com			
Software Consortium	M. Scott Bolden	410-740-1910	sbolden@primesoft.net		✓	
" "	Mike Wendebeak	" "	mwendebak@primesoft.net		✓	
Group 2	Nora Presti	410 772 0888	npresti@group-2.net	✓	✓	
NTT DATA	Joe Cluster	410 952 6793	joe.cluster@nttdata.com			
Bullseye Computing Sol.	Elizabeth Hess	410-480-9443	ehess@bullseye-computing.com	✓	✓	
FIRMAMENTUM, LLC	GEORGE HARDY	301.789.7098	GT HARDY JR @GMAIL.COM			
CYQUENT, INC.	SAGAR SAWANT	240-292-0231	ssawant@cyquant.com	✓	✓	
CDW	RAMPA STRAUB	301 827-4555	RAMSTA@CDW.COM			
MDOT / TSO	Bryan Walker	410-565-1315	bwalker5@mdot.maryland.gov			

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COMPANY NAME	PRINTED NAME	PHONE NUMBER	E-MAIL ADDRESS	MBE	SBR	VSBE
Procurement Solutions	Albert Annan	410-530-3859	alannan@yahoo.com			
Procurement Solutions	Peter Arrey	410-736-8145	www.psc11eusa.com			
Business Integration	Soumi	301-325-9407	Soumiye.Narayan@bun			
Mansai Corp	R.S. Venkatachala	301-441-1811	venk@mansai.com			
iCUBE SYSTEMS Inc	NARAYAN AZHREYA	703-222-3631	NAZHREYA@ICUBESYS.COM	✓	✓	
Sa Infojini	SANDEEP KARSANI	443-257-0006	SHARJANI@INFOSERVCONSULTING.COM	✓	✓	
Bithgroup Technologies	Martine Charles	410-205-0982	mprevostcharles@bithgroup.com	✓	✓	
TRECOM SYSTEMS	BRYAN HOFFMAN	717-817-2271	BHOFFMAN@TRECOMSYSTEMS.COM		✓	
Newwave	Josh Myers	410-952-5677	Joshua.myers@newwave.io	✓		
Prepared Technology Solution	Rhin Contino	410-294-4117	contact@PREFTEC.COM	✓	✓	
Que Technology Group	M. Faulkner	443-896-8649	QTG-BD@QTG-HQ.COM	✓	✓	
POWER SOLV	BETH WONG	301-395-6239	BETH@POWER SOLV.COM	✓	✓	
Networking for Future	Bryan Myers	443-514-4660	bmyers@affinl.com			
Stratton AHAin	SA	302-682-1100	SA Straton@ahaIn.com			

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MDTA	DAVID GOLDBERGER	410-771-7106				
MDOT-TSD	Mary Ann Labib	410-865-1226	mlabib@mdot.maryland.gov			
MDTA	HAUSHIK DUTTA	410-537-6729	hdutta1@mdta.state.md.us			
Marron / Rags	Sety Zany	301-229-6150	Sety.Zany@Marronlp.com			
CMB Consulting LLC	Jeff O'Neil	410-658-1533	jeff@cmconsultingllc.com X			
CMB Consulting LLC	Kathleen Haines	215-275-2511	Kathleen.Haines@cmconsulting.com X			
Collective tech	TOM GARDNER	410-215-3673	Tom@collectivetech.net		X	
ITnova LLC	Carolina Villegas	667-500-2620	carolina.villegas@itnovaconsulting.com X			
HP NFF	Chris Peabody	301-466-1136	CPEABODY@NFFINC.COM			
Harold Kerr						
The Kerr Company	Harold Kerr	301-728-8432	haroldkerr@theKerrCompany.com X			
Dimensional	Cindy Hill	301-370-3317	Cindyhill@dimensionaltek X			
SCOTT SURGUY ↔	SCD INFO TECH	443-848-2297	scott.surguy@scdinfo.com	X	X	
Reddy Bolder	Reddy Bolder	703-721-8373	gout@tecti.com			

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MDTA	MB Leif	410-537-6784	mleif@mdta.md.gov			
JMT	Nicole Miller	443-834-6884	nmiller2@jmt.com			
Mansai	Aparna Iyer	301-441-1011	aiyer@mansai.com	✓	✓	
BSG	Yelena Madorsky	410-980-0772	ymadorsky@BSG.us.c09	✓	✓	
M&KCI	Dan Maravich	301-920-7970	dmaravich@makcorp.com	✓	✓	
NAVITAS	Harshid Shah	703-371-1006	harshid.shah@navitenet.com		✓	
ATS Systems	Brian Zernhelt	240-620-2080	BRIAN.ZERNHELT@ATS.com			
Obxtek	P. Deronraj	240-205-3438	pderonraj@obxtek.com			
QTC Technology Group	Daniel Lynch	443-346-5331	Daniel.Lynch@QTC-HQ.com	✓	✓	✓
VSM, LLC	Farecia Stuckey	443-621-5965	Farecia.stuckey@vsmconcepts.com	✓	✓	
CDW	Randy Stapleton	301-525-4550	RANDYSTA@CDW.com			

**MARYLAND DEPARTMENT OF TRANSPORTATION
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Vendors Requested to Attend Via Skype

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COMPANY NAME	PRINTED NAME	PHONE NUMBER	E-MAIL ADDRESS	MBE	SBR	VSBE
Inspired Data Solutions	John Purnell	410-271-3209	Via Skype		X	
Infojini, Inc.	Priyanka Sutrave	443-283-1141	Via Skype	X	X	
Infojini, Inc.	Mimoh Satdeve	443-283-1141	Via Skype	X	X	
Visionary Technology Consultants	Claire Reinken	443-742-7003	Via Skype	X		
MicroTechnologies LLC	John Sanders	571-297-4158	Via Skype			
Cyquent	Priya Tejwani	240-292-0230	Via Skype	X		
V Group Inc.	Brijesh Ravi	609-371-5400	Via Skype	X	X	
V Group Inc.	Sandeep Soman	609-371-5400	Via Skype	X	X	
Valsatech Corporation	Amit Samrit	443-851-6313	Via Skype		X	
Edify Technologies, Inc.	Sivasankar Moopanar	630-812-0011	Via Skype	X		
Pursuit, LLC	David Crawford	301-216-0793	Via Skype	X	X	
Pursuit, LLC	Prentiss Wade	301-216-0793	Via Skype	X	X	
Computer Consultants International	Judy Elly	800-493-2105	Via Skype			
Attain	Rizwan Ansari	703-857-2200	Via Skype			
OST, Inc.	Devendra Arole	202-466-8099	Via Skype			
Transcend Business Solutions	Linda Rowan	203-790-5222	Via Skype	X	X	
The Canton Group	Matt Hensley	240-920-8258	Via Skype	X	X	
ServBeyond Solutions	Manu Bakshi	301-200-4614	Via Skype	X	X	
Stellar Services	Chuck Romoser	212-432-2848	Via Skype	X		

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eMaryland Marketplace Advantage (eMMA)

ATTENTION: State Procurement Officers and Buyers

May 21, 2019

What's happening?

Big things are happening with Maryland's online procurement portal. The current eMaryland Marketplace system will be replaced in July.

Our exciting new platform, called eMaryland Marketplace Advantage or "eMMA," will provide improved eCommerce functionality and advanced capabilities that will benefit all users, including procurement professionals, vendors, government leaders, and the public at large.

eMMA is a direct result of the *Commission to Modernize State Procurement* initiated by Governor Hogan in 2016, and managed by Lt. Governor Rutherford.

This eProcurement platform will incorporate all phases of the procurement process from requisition through payment, with enhanced features such as contract management and reporting tools as well as analytical functions.

Training will be an important part of this transition, and we will share detailed information on training sessions as soon as it becomes available.

Why are we doing this?

What's next?

When eMMA launches in July, initial functionality will mirror eMaryland Marketplace. Upgrades and enhancements will be added in subsequent versions.

No vendor data will be carried from the old system into eMMA. At this time, we are reaching out to the vendor community and asking them to pre-register by completing the [eMMA Vendor Information Questionnaire](#).

Existing vendors who do not complete the questionnaire prior to the launch date must register as a new vendor. Please encourage your vendors to complete the questionnaire (see sample vendor message on back page).

If you have any questions, or if a supplier contacts you, please encourage him/her to direct questions to central.procurement@maryland.gov.

Sample message to existing eMaryland Marketplace Vendors:

ATTENTION eMaryland Marketplace Vendors

Big things are happening as a result of Maryland's statewide procurement modernization. eMaryland Marketplace, the state's online bid board system, will be replaced this summer. We're excited to bring our valued vendor community a new and improved eProcurement platform – **eMaryland Marketplace Advantage (eMMA)**.

We want to make sure you are ready to transact with us through eMMA, so please complete our brief Vendor Information Questionnaire (only one submission per IP address). The information provided will serve as your preliminary registration. When we are ready to launch eMMA in July, you'll receive a temporary user name and password so you can log in and complete the user profile. You will be able to edit your submission and add additional contacts at that time.

Existing vendors that do not complete the questionnaire prior to the launch date will have to register as a new vendor, so please take the time to complete the questionnaire at your earliest convenience.

[eMMA Vendor Information Questionnaire](#)

If you have questions about eMMA, please contact central.procurement@maryland.gov.