



MARTIN O'MALLEY
Governor

ANTHONY BROWN
Lieutenant Governor

T. ELOISE FOSTER
Secretary

DAVID C. ROMANS
Deputy Secretary

PRE-PROPOSAL CONFERENCE SUMMARY & ATTENDANCE LIST
PROJECT TITLE: INTERNET SERVICE PROVIDER For networkMaryland™
PROJECT NO.: 050B8800021
April 15, 2008

Ladies and Gentlemen:

The State of Maryland conducted a Pre-Proposal Conference at the Department of Budget and Management's facilities located in Annapolis, MD, on April 14, 2008. An attendance list with the names of those attendees is included.

This Summary is being issued to document the Pre-Proposal Conference. The Procurement Officer, Mike Yeager, convened the conference, recognized the State and Department (DBM) people present, and reiterated that all vendors sign in. The Procurement Officer advised that the Pre-Proposal Conference would not be transcribed—however the State would provide written summary and reminded offerors that any substantive question(s) should be submitted to the Procurement Officer in writing (or e-mail is preferred). The Procurement Officer then reviewed the RFP: Sections 1 (reviewed points related to type, terms and conditions of the solicitation as well as basis for award),

2 (reviewed Offeror minimum qualifications), 4 (reviewed proposal submission guidance and requirements).

Reviewed Attachments A (pointed out that contract takes precedence over all other materials that might be included by reference such as the RFP and contractor proposals),

B (emphasized all blanks are to be filled in and that "domestic corporation" means a corporation registered in Maryland and that a "foreign corporation" means a corporation not registered in Maryland), C (explained contract affidavit is reaffirmation of bid/proposal affidavit and not submitted with the proposal), E (reviewed the Proposal Price Form and Instructions), F (Procurement Officer Checklist), H (Mercury Affidavit), J (Living Wage affidavit) and K (Offeror Qualifications Sheet).

The Director of the DBM Networks Division, Greg Urban, summarized the RFP, Section 3 (Scope of Work).

Questions submitted prior to the Pre-Proposal were read and short preliminary answers given. Then, the floor was opened to questions with the caveat that formal written answers to questions would only be given if the question were submitted in writing, preferably by e-mail. Issues discussed included purchasing increments used on the price sheet, is the delivery method fiber only, if wireless service would meet the State's requirements, and finally, would service providers need to route service to the building or to the suites themselves.

~Effective Resource Management~

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Date Issued: April 15, 2008

By <signed>.
Mike Yeager
Procurement Officer

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Attendee List

Attendee List

MBE	Name/Company	E-mail	Phone(s)	Physical Address
No	Ron Newcomer Qwest	Ron.newcomer@qwest.com	V: 410-694-4712 C: 410-340-5069	1306 Concourse Dr., Suite 400 Linthicum, MD 21090
Yes	Ray Stevens Cavalier Telephone & TV	rstevens@cavtel.com	V: 571-323-1808 C: 301-814-1492 F: 571-323-1800	1275 K St. NW, Suite 300 Washington, DC 20005
No	Ed Quattrone Verizon	edward.m.quattrone@verizon.com	V: 410-694-3471 F: 410-694-3990	989 Corporate Blvd. Linthicum, MD 21093
Yes	Mark A. Coltvet XO Communications	Mark.coltvet@xo.com	V: 443-891-2372 C: 410-977-2945 F: 443-891-2373	1306 Concourse Dr., Suite 200 Linthicum, MD 21090
No	Garry Anzaroot AT&T Operations, Inc.	garry.anzaroot@att.com	V: 410-850-7997 F: 410-852-4503	1302 Concourse Dr., Suite 301 Linthicum, MD 21090
No	Heather Lunn Airband	hlunn@airband.com	V: 443-552-0617 F: 410-244-6341 C: 443-690-5863	1800 Washington Blvd., Suite 421 Baltimore, MD 21230
No	Rodney Walker Conversion Communication International	rwalker@conversioncommunication.com	V: 410-913-8500 C: 410-365-3096 F: 443-320-9258	626 Wyeth Street Baltimore, MD 21224