

**DEPARTMENT OF BUDGET AND MANAGEMENT  
ACTION AGENDA**

**INFORMATION TECHNOLOGY CONTRACT**

**ITEM:** 38-IT **Agency Contact:** Ellis Kitchen (410) 260-2994  
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**DEPARTMENT/PROGRAM:** Budget and Management (DBM)  
Office of Information Technology (OIT)

**CONTRACT ID:** 050B6800001;  
Novell Software Re-seller Contract  
ADPICS NO. 050B6800001

**CONTRACT DESCRIPTION:** Contract to provide for a re-seller of Novell licensed software. Contract includes maintenance, Novell premium support, premium support upgrades and software distribution media for State agencies.

**AWARD:** ASAP Software Express, Inc.  
Buffalo Grove, IL

**TERM:** 7/1/2005 - 6/30/2007 (W/2 two-year renewal options)

**AMOUNTS:** \$ 5,000,000 Est. (2 Years; Base Contract)  
\$ 5,000,000 Est. (2 Years; 1<sup>st</sup> Renewal Opt.)  
\$ 5,000,000 Est. (2 Years; 2<sup>nd</sup> Renewal Opt.)  
\$15,000,000 Est. Total (6 Years)

**PROCUREMENT METHOD:** Competitive Sealed Bidding

**BIDS OR PROPOSALS:** See Attachment

**MBE PARTICIPATION:** 0% (see Requesting Agency Remarks below)

**FUND SOURCE:** Various

**INCUMBENT:** None

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ITEM: 38-IT (Cont)

**REQUESTING AGENCY REMARKS:** A notice of the availability of the Invitation For Bids (IFB) was advertised in the *Maryland Contract Weekly*, at *eMarylandMarketplace.com* and at DBM's website. A copy was also sent to the Governor's Office of Minority Affairs. Copies of the solicitation notice were e-mailed directly to 18 prospective vendors, 3 of which were Maryland firms, and included 1 MBE.

Seven bids were received in response to the solicitation. However, one bid was late and one bid was rejected as not responsive. Of the remaining five bidders, ASAP Software Express, Inc. ("ASAP") is recommended for contract award as the lowest bidder (see Attachment). ASAP has also been deemed a responsible bidder.

Under this solicitation, DBM sought a company with the ability to service, support and expand Maryland's need for Novell licensed software products. DBM will manage the contract resulting from this IFB, but services may be purchased by individual State agencies. This contract may also be used by local governmental entities such as school systems, counties/municipalities and all of Maryland's public higher education institutions.

The *Award Amounts* shown above are estimated and are based upon firm-fixed discount rate prices established in the contract. The actual amounts paid to the contractor may be more than the estimated *Award Amounts*. Payments will be made only for the actual amount of licenses and related services provided.

**RESIDENT BUSINESS:** No

**MD TAX CLEARANCE:** 05-1208-1111

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Board of Public Works Action - The above referenced Item was:

APPROVED

DISAPPROVED

DEFERRED

WITHDRAWN

WITH DISCUSSION

WITHOUT DISCUSSION

**ITEM:** 38-IT (Cont) **ATTACHMENT**

**BIDS OR PROPOSALS (Cont):**

<u>Bidder</u>	<u>Total Evaluated Discount % *</u>
ASAP Software Express, Inc. Buffalo Grove, IL	44.53%
PC Mall Gov, Inc. Chantilly, VA	44.20%
Advanced Logic Industries, Inc Blacksburg, VA	43.91%
Daly Computers, Inc. Clarksburg, MD (MDOT Certified MBE)	43.39%
Data Networks of America Hunt Valley, MD	43.26%

\* Note: Discount is off Novell published rates.