



*MARTIN O'MALLEY*  
Governor

*ANTHONY BROWN*  
Lieutenant Governor

*T. ELOISE FOSTER*  
Secretary

*DAVID ROMANS*  
Deputy Secretary

**PRE-PROPOSAL CONFERENCE AGENDA**  
**July 16, 2007, 10:00 AM**  
**Project No. 050B8800003**

**Project Title: Mobile Radio Equipment; Communications Consoles and Associated Equipment; and Installation, Repair and Preventive Maintenance Services**

Ladies/Gentlemen:

The State of Maryland conducted a Pre-Proposal Conference in Room 164 at 45 Calvert Street, Annapolis, MD 21401, on July 16, 2007. An attendance list with the names of those attendees signing in is Attachment 1.

This Summary is being issued to document the Pre-Proposal Conference. The Procurement Officer convened the conference, recognized the State and Department (DBM) people present, and reiterated that all vendors sign in.

Ms. Andrea Lockett called the pre-proposal conference to order. Members of the State team were introduced and Mr. Norman Grinnell then reviewed the RFP:

- Section 1—General Information (reviewed points related to method, type, duration, terms and conditions of the solicitation)
- Section 3—Proposal Submission Format (reviewed all the elements required to meet administrative and content requirements for technical and financial proposals)
- Section 4—Evaluation Criteria and Selection Procedure (explained evaluation process and how State selects best proposal)
- Attachment A—Contract (pointed out that RFP, contract and contractor proposals represent State expectations and requirements and what is included by reference)
- Attachment B—Bid/Proposal Affidavit (emphasized all blanks are to be filled in and that a “foreign corporation” means NOT a corporation registered in Maryland)
- Attachment C—Contract Affidavit (explained contract affidavit is reaffirmation of bid/proposal affidavit)
- Attachment D—Price Proposal Instructions and Form (discussed elements of price sheets and that conditions are not acceptable)
- Attachment G—Minority Business Enterprise Participation (explained some MBE forms errors are not curable and that forms must be submitted to remain as an Offeror for FA III)
- Attachment H—Mercury Affidavit (not a required submission but used for a PORFP)

~Effective Resource Management~

45 Calvert Street • Annapolis, MD 21401-1907

Tel: (410) 260-7681 • Fax: (410) 974-3274 • Toll Free: 1 (800) 705-3493 • TTY Users: call via Maryland Relay

<http://www.dbm.maryland.gov>

The State's Contract Manager, Mr. Ed Bannat, and Mr. Denis McElligott representing DBM-OIT Telecom, reviewed the work requirements of the RFP,

- Section 3—Scope of Work (reviewed the general requirements, the three functional areas, keeping LOAs current, material costs, adding product lines after award, PORFP procedures, invoicing, personnel qualifications, labor categories, pricing, geographic divisions of current contract vs. statewide nature of RFP requirements and other salient requirements).

The floor was then 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. The following topics were discussed: whether resumes required for technical proposal submissions (no), how to adjudicate differences between the hardware provider and installer, whether any hardware pricing was necessary in response to the RFP (no), and the nature and characteristics of MSRP input on a PORFP.

Responses were provided to a majority of the questions and in some cases, questioners were asked to submit the questions in writing to obtain a coordinated and written response. Mr. Grinnell additionally reminded attendees that any question asked and answered at the conference should be asked formally if the questioner wanted a formal response.

Date Issued: July 18, 2007

Andrea R. Lockett

<signed>

Procurement Officer

Attachment:

Pre-Proposal Attendance List

**Mobile Radio Equipment; Communications Consoles and Associated Equipment;  
and Installation, Repair and Preventive Maintenance Services  
Pre-Proposal Conference Sign-in Sheet – 050B8800003 – July 16, 2007**

<p>Name Jack Armstrong</p> <p>Company CL Technologies</p> <p>Address 9400 Reisterstown Rd, Ste C</p> <p>City State Zip Owings Mills, MD 21117</p> <p>Voice 443-823-5100 Fax 410-902-0362</p> <p>E-mail JAA@cltechnologies.com</p> <p><b>Certified MD MBE</b>      <input checked="" type="radio"/> <b>Yes</b>      <input type="radio"/> <b>No</b></p>	<p>Name Robert Bowman</p> <p>Company Cisco Systems</p> <p>Address 8865 Stanford Blvd, Ste 201</p> <p>City State Zip Columbia, MD 21045</p> <p>Voice 410-967-0876 Fax 410-309-4899</p> <p>E-mail bowman@cisco.com</p> <p><b>Certified MD MBE</b>      <input type="radio"/> <b>Yes</b>      <input checked="" type="radio"/> <b>No</b></p>
<p>Name Bob Urban</p> <p>Company Wireless Communications</p> <p>Address 1803 Old Sulphur Spring Rd</p> <p>City State Zip Baltimore, MD 21227</p> <p>Voice 410-365-2592 Fax 410-247-4906</p> <p>E-mail urban917@aol.com</p> <p><b>Certified MD MBE</b>      <input checked="" type="radio"/> <b>Yes</b>      <input type="radio"/> <b>No</b></p>	<p>Name Kathy Broadwell</p> <p>Company EFJohnson</p> <p>Address 4052 Church Point Road</p> <p>City State Zip Virginia Beach, VA 23455</p> <p>Voice 757-641-7884 Fax 757-318-9236</p> <p>E-mail kbroadwell@efjohnson.com</p> <p><b>Certified MD MBE</b>      <input checked="" type="radio"/> <b>Yes</b>      <input type="radio"/> <b>No</b></p>
<p>Name Doug Gins</p> <p>Company Wireless Communications</p> <p>Address 1803 Old Sulphur Spring Rd</p> <p>City State Zip Baltimore, MD 21227</p> <p>Voice 410-247-4737 Fax 410-247-4906</p> <p>E-mail douggins@erols.com</p> <p><b>Certified MD MBE</b>      <input checked="" type="radio"/> <b>Yes</b>      <input type="radio"/> <b>No</b></p>	<p>Name Paul Manders</p> <p>Company Teltronic</p> <p>Address 7051 Muirkirk Meadows Dr., Ste E</p> <p>City State Zip Beltsville, MD 20705</p> <p>Voice 301-252-5599 Fax 301-575-3959</p> <p>E-mail paul.manders@teltronic.com</p> <p><b>Certified MD MBE</b>      <input checked="" type="radio"/> <b>Yes</b>      <input type="radio"/> <b>No</b></p>

<p>Name Stacey Gentile</p> <p>Company Pelican Mobile</p> <p>Address 2408 Peppermill Drive, Ste. I</p> <p>City State Zip Glen Burnie, MD 21061</p> <p>Voice 410-937-3712 Fax 443-557-0201</p> <p>E-mail Stacey@pelicanmobile.com</p> <p><b>Certified MD MBE</b> Yes <input type="radio"/> <b>No</b> <input checked="" type="radio"/></p>	<p>Name David Selawski</p> <p>Company Tyco Electronics</p> <p>Address 9701 Robert Jay Way</p> <p>City State Zip Ellicott City, MD 21042</p> <p>Voice 410-960-7501 Fax</p> <p>E-mail David.Selawski@tycoelectronics.com</p> <p><b>Certified MD MBE</b> Yes <input type="radio"/> <b>No</b> <input checked="" type="radio"/></p>
<p>Name Chris Doyel</p> <p>Company PMC Associates</p> <p>Address 8 Crown Plaza, Unit 106</p> <p>City State Zip Hazlet, NJ 07730</p> <p>Voice 804-815-3838 Fax 804-694-8012</p> <p>E-mail chrisd@pmcreps.com</p> <p><b>Certified MD MBE</b> Yes <input type="radio"/> <b>No</b> <input checked="" type="radio"/></p>	<p>Name Jason Ross</p> <p>Company Skyline Network Engineering</p> <p>Address 6200 Georgetown Blvd, Ste. C</p> <p>City State Zip Eldersburg, MD 21784</p> <p>Voice 443-398-7917 Fax 410-795-2736</p> <p>E-mail jross@skylinenet.net</p> <p><b>Certified MD MBE</b> Yes <input type="radio"/> <b>No</b> <input checked="" type="radio"/></p>
<p>Name Bob Marchese</p> <p>Company ATS</p> <p>Address 9613C Hartford Road, #201</p> <p>City State Zip Baltimore, MD 21234</p> <p>Voice 410-960-4777 Fax 410-661-7525</p> <p>E-mail bobm@appliedtechnologyservices.com</p> <p><b>Certified MD MBE</b> <input checked="" type="radio"/> <b>Yes</b> <input type="radio"/> <b>No</b></p>	<p>Name Joseph Dunston</p> <p>Company Motorola</p> <p>Address 7301 Columbia Gateway Dr, 3<sup>rd</sup> Fl</p> <p>City State Zip Columbia, MD 21046</p> <p>Voice 202-374-2890 Fax</p> <p>E-mail c10655@mot.com</p> <p><b>Certified MD MBE</b> Yes <input type="radio"/> <b>No</b> <input checked="" type="radio"/></p>
<p>Name Grace Sammarco</p> <p>Company Black Box Network Services</p> <p>Address 6000 New Horizons Blvd</p> <p>City State Zip Amityville, NY 11701</p> <p>Voice 631-926-4964 Fax 631-841-7495</p> <p>E-mail grace.sammarco@nuvt.com</p> <p><b>Certified MD MBE</b> Yes <input type="radio"/> <b>No</b> <input checked="" type="radio"/></p>	<p>Name Kuldip Battu</p> <p>Company GL Communications</p> <p>Address 207A Perry Parkway, Ste One</p> <p>City State Zip Gaithersburg, MD 20877</p> <p>Voice 301-670-4784 Fax 301-670-9187</p> <p>E-mail kbattu@gl.com</p> <p><b>Certified MD MBE</b> <input checked="" type="radio"/> <b>Yes</b> <input type="radio"/> <b>No</b></p>

Name Gabe Najjar  
 Company Procom  
 Address 10820 Guildford Road, Ste. 207  
 City State Zip Annapolis Junction, MD 20701  
 Voice 301-343-0035 Fax 301-497-9082  
 E-mail g.najjar@procom2way.com

**Certified MD MBE**  Yes  No

Name Tim Carney  
 Company ACG  
 Address 133 Defense Highway, Ste 206  
 City State Zip Annapolis, MD 21401  
 Voice 443-994-0473 Fax 410-224-0229  
 E-mail tim.carney@acgsys.com

**Certified MD MBE**  Yes  No

Name Steve Carney  
 Company ACG  
 Address 133 Defense Highway, Ste 206  
 City State Zip Annapolis, MD 21401  
 Voice 410-310-3631 Fax 410-224-0229  
 E-mail steve.carney@acgsys.com

**Certified MD MBE**  Yes  No

Name Todd Sheets  
 Company Procom  
 Address 10820 Guildford Road, Ste. 207  
 City State Zip Annapolis Junction, MD 20701  
 Voice 301-343-7992 Fax 301-497-9082  
 E-mail t.sheets@procom2way.com

**Certified MD MBE**  Yes  No

Name Jonathan Favorite  
 Company Communications Electronics  
 Address 1953 Greenspring Drive  
 City State Zip Timonium, MD 21093  
 Voice 410-252-1222 Fax 410-252-5231  
 E-mail jfavorite@talkcei.com

**Certified MD MBE**  Yes  No

Name Roger Cassell  
 Company Communications Electronics  
 Address 1953 Greenspring Drive  
 City State Zip Timonium, MD 21093  
 Voice 410-252-1222 Fax 410-252-5231  
 E-mail cassell@communicationselectronics.com

**Certified MD MBE**  Yes  No

Name Eugene Brewer  
 Company Mills Communications  
 Address 210 Pennsylvania Avenue  
 City State Zip Westminster, MD 21157  
 Voice 410-876-8600 Fax 410-857-1225  
 E-mail ebrewer@mills-wireless.com

**Certified MD MBE**  Yes  No

Name George Mullaney  
 Company Motorola  
 Address 7301 Columbia Gateway Dr, 3<sup>rd</sup> Fl  
 City State Zip Columbia, MD 21046  
 Voice 443-878-5781 Fax  
 E-mail hwdg37@motorola.com

**Certified MD MBE**  Yes  No

<p>Name <b>Brian Myers</b></p> <p>Company <b>Mills Communications</b></p> <p>Address <b>210 Pennsylvania Avenue</b></p> <p>City State Zip <b>Westminster, MD 21157</b></p> <p>Voice <b>410-876-8600</b> Fax <b>410-857-1225</b></p> <p>E-mail <b>bmyers@mills-wireless.com</b></p> <p><b>Certified MD MBE</b>      <b>Yes</b>      <b>No</b></p>	<p>Name <b>Brad Smith</b></p> <p>Company <b>Wireless Communications</b></p> <p>Address <b>1803 Old Sulphur Spring Rd</b></p> <p>City State Zip <b>Baltimore, MD 21227</b></p> <p>Voice <b>410-247-4737</b> Fax <b>410-247-4906</b></p> <p>E-mail <b>baswireless@aol.com</b></p> <p><b>Certified MD MBE</b>      <b>Yes</b>      <b>No</b></p>
<p>Name <b>Gerie Parry</b></p> <p>Company <b>Communications Electronics</b></p> <p>Address <b>1953 Greenspring Drive</b></p> <p>City State Zip <b>Timonium, MD 21093</b></p> <p>Voice <b>410-252-1222</b> Fax <b>410-252-5231</b></p> <p>E-mail <b>gparry@talkcei.com</b></p> <p><b>Certified MD MBE</b>      <b>Yes</b>      <b>No</b></p>	<p>Name <b>Bruce Stevenson</b></p> <p>Company <b>General Dynamics</b></p> <p>Address <b>700 Independence Pkwy, Ste 100</b></p> <p>City State Zip <b>Chesapeake, VA 23320</b></p> <p>Voice <b>757-620-3755</b> Fax <b>757-457-3608</b></p> <p>E-mail <b>bruce.stevenson@gdit.com</b></p> <p><b>Certified MD MBE</b>      <b>Yes</b>      <b>No</b></p>
<p>Name <b>Michael Mooney</b></p> <p>Company <b>Black Box Network Services</b></p> <p>Address <b>44873 Falcon Place, Ste 118</b></p> <p>City State Zip <b>Sterling, VA 20166</b></p> <p>Voice <b>703-932-1484</b> Fax <b>703-904-9622</b></p> <p>E-mail <b>mike.mooney@nuvt.com</b></p> <p><b>Certified MD MBE</b>      <b>Yes</b>      <b>No</b></p>	<p>Name <b>Mary Jane Mooney</b></p> <p>Company <b>Black Box Network Services</b></p> <p>Address <b>44873 Falcon Place, Ste 118</b></p> <p>City State Zip <b>Sterling, VA 20166</b></p> <p>Voice <b>703-788-5220</b> Fax <b>703-904-9622</b></p> <p>E-mail <b>mjmooney@bbns-va.com</b></p> <p><b>Certified MD MBE</b>      <b>Yes</b>      <b>No</b></p>