

**DEPARTMENT OF BUDGET AND MANAGEMENT  
ACTION AGENDA**

**INFORMATION TECHNOLOGY CONTRACT**

**ITEM:** 3-IT **Agency Contact:** Ellis Kitchen  
(410) 260-2994  
ekitchen@dbm.state.md.us

**DEPARTMENT/PROGRAM:** Budget & Management (DBM)  
Office of Information Technology (OIT)

**CONTRACT ID:** Two-Way Radio Equipment, Consoles and Services  
ADPICS NO. 050B8800003

**CONTRACT DESCRIPTION:** Multiple awards, indefinite quantity, Purchase Order Request for Proposals (PORFP) based Master Contract to provide Mobile Radio Equipment; Communications Consoles and Associated Equipment; and Installation, Repair and Preventive Maintenance Services.

**AWARDS:** See Attachment 1

**TERM:** 1/1/2008 – 12/31/2012

**AMOUNT:** \$15,000,000 (5 Years)

**PROCUREMENT METHOD:** Competitive Sealed Proposals

**BIDS OR PROPOSALS:** See Attachment 1

**MBE PARTICIPATION:** 25% for Functional Area III

**INCUMBENTS:** See Attachment 2

**REQUESTING AGENCY REMARKS:** A notice of the availability of the Request for Proposals (RFP) was advertised on *eMarylandMarketplace.com* and DBM's website. In addition, a *Notice of Availability* (and copy of the RFP) was sent directly to 72 prospective vendors, 37 of which were Maryland firms and 21 of which were MBEs. A copy was also sent to the Governor's Office of Minority Affairs and the Governor's Office of Business Advocacy and Small Business Assistance.

**DEPARTMENT OF BUDGET AND MANAGEMENT  
ACTION AGENDA**

**ITEM:** 3-IT (Cont)

A total of 23 proposals were received in response to the RFP. Two proposals were deemed not reasonably susceptible of being selected for award, two due to non-compliance with general and MBE submission requirements.

The 21 qualified offerors were deemed responsible and are recommended for award to receive a Master Contract. Of these 21 recommended contractors, 15 are Maryland resident businesses, two are Small Businesses and two are MBEs (see Attachment 1).

This contract replaces three soon-to-expire Master Contracts, for two-way radio equipment and service, communications consoles and associated equipment, and statewide radio maintenance.

This Master Contract encompasses the following three functional areas:

Functional Area I – Two-Way Radio Equipment

Functional Area II – Communications Consoles and Associated Equipment

Functional Area III – Installation, Repair and Preventive Maintenance Services

The three functional areas in this new contract correspond to the requirements of the three expiring contracts; however, this new Master Contract offers substantially more Master Contractors and manufacturers' product lines. This new Master Contract is structured to be adaptable to rapidly changing technology by allowing Master Contractors the option to add additional manufacturers' product lines throughout the term of the Master Contract as they become authorized to sell those lines.

There will be a second level of competition through a Purchase Order Request for Proposals (PORFP) process for all two-way radio equipment, communications consoles and installation/repair/maintenance services offered under this contract. A PORFP will be sent to all Master Contractors awarded a Master Contract within the appropriate functional area who are authorized to provide the equipment and/or services for the requested manufacturer(s) product line.

In addition, selected PORFPs can be designated as Small Business Reserve (SBR) competitions. For SBR designated PORFPs, each Master Contractor that is a small business will be able to compete within its approved functional area.



	Contractors	City	State	Maryland Tax Clearance Number	Maryland Resident Business		MBE	SBR
					Yes	No		
1	ACG Systems, Inc.	Annapolis	MD	07-2507-0111	X			
2	ARINC, Incorporated	Annapolis	MD	07-2507-0111	X			
3	Nu-Vision Technologies, LLC d/b/a Black Box Network Services	Amityville	NY	07-2507-0111		X		
4	Comm-Lease, Inc. d/b/a CL Technologies	Owings Mills	MD	07-2507-0111	X		X	X
5	Communications Electronics, Inc.	Timonium	MD	07-2449-1111	X			
6	DiDonato Consulting Services, Inc.	Annapolis	MD	07-2511-0111	X			X
7	EF Johnson Co.	Irving	TX	07-2511-0111		X		
8	General Dynamics Information Technology, Inc.	Needham	MA	07-2450-1111		X		
9	ICOM America, Inc.	Bellevue	WA	07-2533-0110		X		
10	Intelect Corporation	Baltimore	MD	07-2513-1001	X		X	
11	M/A-COM, Inc.	Lynchburg	VA	07-2513-1001		X		
12	Mills Communications, Inc.	Westminster	MD	07-2451-1111	X			
13	Motorola, Inc.	Columbia	MD	07-2631-1111	X			
14	MTC Communications Inc.	Gaithersburg	MD	07-2534-0000	X			
15	Pelican Mobile Computers, Inc.	Glen Burnie	MD	07-2515-1001	X			
16	Procom Corporation	Annapolis Junction	MD	07-2516-1111	X			X
17	Skyline Network Engineering, LLC	Eldersburg	MD	07-2517-1110	X			X
18	Televate, LLC	McLean	VA	07-2518-0010		X		
19	Teltronic, Inc.	Beltsville	MD	07-2452-1111	X			
20	Two-Way Radio Service, Inc.	Cumberland	MD	07-2453-1111	X			
21	Wireless Communications, Inc.	Baltimore	MD	07-2454-1111	X			
				<b>TOTALS</b>	<b>15</b>	<b>6</b>	<b>2</b>	<b>4</b>

**INCUMBENTS**

**TWO-WAY RADIO EQUIPMENT AND SERVICE**

Motorola, Inc.  
Hanover, MD

Mills Communications, Inc.  
Westminster, MD

Mt. Airy Communications, Inc.  
Thurmont, MD

M/A-Com, Inc.  
Lynchburg, VA  
(local office in Lanham, MD)

Link Communications, Ltd.  
Annapolis Junction, MD

Pelican Mobile Computers, Inc.  
Baltimore, MD

**COMMUNICATIONS CONSOLES AND ASSOCIATED EQUIPMENT**

Mills Communications, Inc.  
Westminster, MD

Communications Electronics, Inc.  
Timonium, MD

Modular Communications Systems, Inc.  
North Hollywood, CA

**STATEWIDE RADIO MAINTENANCE - EQUIPMENT**

Wilmer's Communications, Inc.  
Edgewater, MD

Teltronic, Inc.  
Beltsville, MD

Intelect Corporation  
Baltimore, MD

Communications Electronics, Inc.  
Timonium, MD