

Office of Technology for Human Services

**Intergovernmental Cooperative Purchasing Agreement
Procurement Officer's Determination COMAR 21.05.09.04**

The Department of Human Services ("DHS") conducted a Request for Quote # 1534011S Utilizing the General Services Administration (GSA) Schedule 70, **Contract # 47QTCA18D004K**, for the procurement of Druva inSync SaaS Renewal. CDW Government will provide access to Druva inSync Share is a software-as-a-service product that provides Back-up/Restore and Disaster Recovery services for workstations, mobile devices and servers on GovCloud.

Druva SaaS provides backup of user data on up to 10 devices, e-discovery, mobile device protection, data protection, management controls for user-level, group-level and external-party collaboration needs. Servers, computers and mobile devices contain sensitive data and are critical to DHS' operations. Malicious access and unauthorized changes to these systems can have a significant impact on an agency's operations and, potentially, that of the citizens of Maryland. DHS is requesting a quantity to cover 8,000 endpoints and 27TB of cloud storage for 1 year within existing Druva ELA term valid 4/25/2022 through 4/24/2023. There is no deployment of development involved. DoIT has approved this service.

Druva SaaS enables DHS to enhance user productivity and collaboration while providing complete data protection, visibility, and control:

- End-to-end Data Security and Privacy protection of shared data against breach and leakage with the strongest enterprise-grade security features
- Encryption at rest and in-transit across all devices keeps data continuously secure
- Improve user experiences with a transparent, lightweight agent
- Minimize zero-day endpoint infections on all endpoints, online and offline, on network and off
- Instant preservation of custodian data for investigative and litigation needs.
- Detailed, tamper-proof audit trails of data usage and sharing provide complete IT visibility for compliance
- Custom group policies allow IT to manage who, where, and how data can be accessed and shared
- External restrictions can be configured to ensure only trusted groups can share data with outside parties

The intergovernmental was use for the State's best interest, the ICPA will reduce the time period between need determination and delivery of the solution, will ensure expeditious transparency to the citizens of Maryland, and reduce the administrative burden on DHS, as well as provide cost benefits. The cost under this ICPA was competitively obtained and is less than half the MSRP quote received from Druva. The other two quotes received in response to the eBuy posting were higher so there was adequate price competition as well.



The RFQ (#RFQ1534011S) was released to 26 potential vendors on December 30, 2021 and closed on January 11, 2022. Three (3) quotes were received. All Offerors were found to be both responsible, and all quotes were found to be responsive for the RFQ.

Upon review CDW Government, LLC is ranked #1 overall in both technical and financial with the lowest quote carrying the most weight. The Procurement Officer has determined that it is most advantageous to the State to recommend award to CDW Government, LLC.

GSA strives to make the governmental procurement process more efficient in establishing competitively priced contracts. This GSA Schedule 70 Contract is available to all governmental entities nationwide, institutions of higher education, cities and counties. It has awarded by a public competitive procurement process that is compliant with Maryland State statutes.

In accordance with COMAR 21.05.09.04, as the Procurement Officer, I have determined that this Participating Addendum will provide cost benefits to the State, will promote administrative efficiencies, and promote intergovernmental cooperation. This intergovernmental cooperative solicitation method through the GSA 70 Contract is in the best interest of the State and is not intended to evade the purposes of Division 11 of the State Finance and Procurement Article.

Determination by: Sharon Little
Sharon Little, Procurement Officer

Approved By: Michael Zimmerman
Mike Zimmerman, Chief Procurement Officer

02/16/2022