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OFFICE OF STATE PROCUREMENT

**Procurement Officer's Determination
Intergovernmental Cooperative Purchasing Agreement
NASPO ValuePoint Master Agreement #AR2488
COMAR 21.05.09.04**

DATE: August 12, 2022

Department/Procurement Agency: Department of General Services

Category: Information Technology

Contract Type: Firm Fixed Price

Contract Term: One year (June 28, 2022 – June 27, 2023)

Amount: \$100,886.60

Name and Address of Selected Vendor: SHI International Corporation
290 Davison Ave
Somerset, NJ 08873

Scope Description: The State of Maryland, Department of General Services (“DGS”) seeks to execute a participating addendum (“Participating Addendum”) with SHI International Corporation (“SHI”) under the National Association of State Procurement Officials (“NASPO”) ValuePoint Cooperative Purchasing Organization's Cloud Solutions 2016-2026 Contract (“NASPO Contract”). NASPO strives to make the governmental procurement process more efficient by establishing competitively priced contracts. This NASPO Contract is available to State agencies nationwide, institutions of higher education, cities, and counties. It has been awarded by a public competitive procurement process that is compliant with Maryland statutes.

Under the Participating Addendum, SHI would continue to provide the Department of Budget and Management with access to OneLogin Multi- Factor Authentication (“MFA”) Cloud Solution, a software-as-a-service (“SaaS”). OneLogin simplifies identity access management with secure access, for employees, through all device types, to all enterprise cloud and on-premises applications. This solution will integrate with the current State Personnel System (“SPS”) which uses the Workday solution to provide seamless multi-factor authentication to protect the State's HR application data, containing Personal Identifiable Information (“PII”) and Personal Health Information (“PHI”), against growing attacks.

Basis for Selection: The use of this procurement method 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 DGS. In accordance with COMAR 21.05.09.04, it is determined that this Participating Addendum provides cost benefits to the State, promote administrative efficiencies, and promote intergovernmental cooperation. The Participation Addendum is in the best interest of the State and is not intended to evade the purposes of Division II of the State Finance and Procurement Article.

Price Analysis: In May 2022, DGS issued a request for quotes from cooperative purchasing organizations that offer OneLogin. DGS received 1 quote from NASPO/SHI for \$100,886.60/Year for a one-year term for the software subscription with OnePrime 247 Support included. The quote submitted was based on the scope of work SPS provided. In 2019, DoIT awarded a OneLogin contract to SHI for a total of \$190,000. The contract was \$90,000/Year for a two-year term for the software subscription and \$10,000 for one-time Professional Services. This was the #1 ranked quote of the 2 quotes that were received. The #2 quote was from DUO/SHI and was for a total of \$2,480,000. The quote was for \$1,230,000/Year for a two-year term for the software subscription and \$20,000 for one-time Professional Services. In 2021, DGS awarded a OneLogin contract to SHI for \$98,958.33. This was the #1 ranked quote of 3 quotes. The #2 quote was from Sourcewell/SHI and was for a total of \$100,000. The quote was \$90,000/Year for a one-year term for the software subscription and \$10,000 for One-Prime Support. The #3 quote was from Omnia Support/SHI and was for a total of \$99,476.44. The quote was \$89,528.80/Year for a one-year term for the software subscription and \$9,947.64 for One-Prime Support. DGS reviewed the quote and determined that the NASPO SHI quote meets the scope and, based on the historical pricing as stated above, the price quoted by SHI has been determined to be fair and reasonable.

Determination By: Cheryl Howard-Bond 8/12/22
Cheryl Howard-Bond, Procurement Officer Date

Reviewed By: Marc Nicole 8/12/22
Marc Nicole, DBM Deputy Secretary Date

DGS Office of State Procurement Approval:
Primary procurement unit head approval of above facts and determination

M. . Zimmerman Date: _____
Mike Zimmerman, Chief Procurement Officer

Signature: Marc Nicole
Marc Nicole (Aug 12, 2022 10:56 EDT)

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Signature: Michael Zimmerman

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