



Mohammed Choudhury
State Superintendent of Schools

DATE: September 22, 2022

TO: Michael Zimmerman, Chief Procurement Officer
Office of State Procurement, Department of General Services

FROM: Jenna Meini, Business Services Partner, MSDE

SUBJECT: Procurement Officer's Determination for the Use of Intergovernmental Cooperative Purchasing Agreement Per COMAR 21.05.09.04 – MEEC Microsoft 365 True-Up – Bell Techlogix – Contract # R00B3600013

Background and Purpose

The Maryland State Department of Education (MSDE) requests approval to use the Maryland Educational Enterprise Consortium (MEEC) contract to renew MSDE's Microsoft Office Product licenses through an Intergovernmental Cooperative Purchasing Agreement (ICPA).

The MEEC Consortium pricing provided through the University of Maryland on a contract that was competitively bid and entered into with Bell Techlogix allows MSDE to obtain educational pricing at an extremely competitive rate. MSDE did due diligence in an attempt to utilize the DoIT master contract with Microsoft, however, the products offered on the master contract are for governmental users as opposed to educational users. MSDE has determined that using the Intergovernmental Cooperative Agreement provides a cost benefit to the State.

Pricing Justification

MSDE has been using the MEEC contract to purchase the Microsoft 365 licenses since approximately 2017. MSDE compared the price quotes from 2019 to 2022 since all three years included the same package options each year. The prices for each line item remain consistent as the previous year. The only fluctuation was the quantity of each requested line item from the prior years' quote.

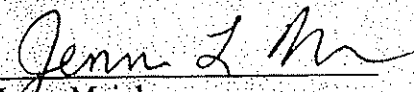
MSDE also requested pricing from two other competitors for 1400 licenses for MSDE staff, in order to determine that the proposed pricing was fair and reasonable. Bell Techlogix's total price was \$51,768.67 less than CDW-G and \$36,097.75 less than SHI.

RO003600013 MEEC MICROSOFT TRUE-UP -- PRICE JUSTIFICATION

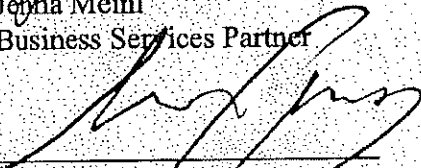
LINE NO.	ITEM	BELL TECHLOGIX UNIT LIST PRICE	BELL TECHLOGIX PRICING	CDW-G PRICING	SHI PRICING
1	Microsoft M365 A5 Original Edu Sub Per User	\$ 111.36	\$ 83.88	\$ 128.53	\$ 118.30
2	Microsoft O365 A1 Edu Sub Per User	\$ -	\$ -	\$ -	\$ -
3	Microsoft M365 A5 Original Edu Student Use Benefit Sub Per User	\$ -	\$ -	\$ -	\$ -
4	Azure DevOps Server CAL ALNG LicSAPK MVL DvcCAL	\$ 39.00	\$ 35.10	\$ 36.85	\$ 31.64
5	Project P3 Edu Sub Per User	\$ 72.00	\$ 68.40	\$ 71.82	\$ 61.82
6	Visio P1 Edu Sub Per User	\$ 12.00	\$ 11.40	\$ 13.23	\$ 11.03
7	Visio P2 Edu Sub Per User	\$ 26.40	\$ 25.06	\$ 28.35	\$ 24.24
8	Visio Professional Alng LSA	\$ 6.00	\$ 4.68	\$ 58.59	\$ 50.55
9	Win Remote Desktop Services CAL Alng LSA DCAL	\$ 10.00	\$ 7.75	\$ 10.38	\$ 8.97
10	Azure DevOps Server ALNG LicSAPK MVL	\$ 39.00	\$ 35.10	\$ 36.85	\$ 31.64
11	SQL Server Enterprise Core Alng LSA	\$ 7.00	\$ 6.30	\$ 1,290.00	\$ 1,123.15
12	Win Server DC Core Alng LSA 16L	\$ 0.58	\$ 0.52	\$ 346.85	\$ 301.70

Vendor	Total Price
Bell Techlogix	\$138,110.36
CDW-G	\$189,879.03
SHI	\$174,208.11

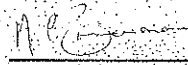
MSDE has determined that using the Intergovernmental Cooperative Agreement with MEEC provides a cost benefit to the State with the provided educational pricing. MSDE's procurement officer determined, pursuant to COMAR 21.05.09.04 to recommend the use of this Intergovernmental Cooperative Agreement.


 Jenna Mehl
 Business Services Partner

9/22/2022
 Date


 Mohammed Choudhury
 State Superintendent of Schools

9/22/22
 Date

APPROVED: 
Michael Zimmerman
Chief Procurement Officer

Sep 28, 2022
Date






R00B36000013 - MEEC True Up- ICPA Request Memo (revised) (1)

Final Audit Report

2022-09-28

Created:	2022-09-27
By:	Ansonia Saunders (ansonia.saunders@maryland.gov)
Status:	Signed
Transaction ID:	CBJCHBCAABAAv3ux-tmPrFA5GlgVUm2GTT_3qcU_hrEx

"R00B36000013 - MEEC True Up- ICPA Request Memo (revised) (1)" History

-  Document created by Ansonia Saunders (ansonia.saunders@maryland.gov)
2022-09-27 - 1:46:32 PM GMT
-  Document emailed to Michael Zimmerman (michael.zimmerman@maryland.gov) for signature
2022-09-27 - 1:47:18 PM GMT
-  Email viewed by Michael Zimmerman (michael.zimmerman@maryland.gov)
2022-09-27 - 1:56:14 PM GMT
-  Document e-signed by Michael Zimmerman (michael.zimmerman@maryland.gov)
Signature Date: 2022-09-28 - 1:55:46 PM GMT - Time Source: server
-  Agreement completed.
2022-09-28 - 1:55:46 PM GMT