



**DEPARTMENT OF
GENERAL SERVICES**

Wes Moore, Governor · Aruna Miller, Lt. Governor · Atif Chaudhry, Secretary

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

Per COMAR 21.05.09.02, as a Primary Procurement Unit, the DGS Office of State Procurement (OSP) may initially sponsor or participate in, renew, modify, or administer an Intergovernmental Cooperative Purchasing Agreement (ICPA) on its own behalf or on behalf of another agency when a determination is made under SFP §13-110 and COMAR 21.05.09.04.

Based upon the analysis and market research conducted as identified in the attached Procurement Officer’s Determination from Maryland Department of Transportation (MDOT) for the one (1) time purchase of a Colex SX1732X Flatbed Cutter with Conveyer for use in MDOT’s in-house printing shop which creates all print, copy, signage and specialized print jobs on behalf of the agency and additional Transportation Units when needed. I have conducted an independent analysis and determined that it is in the best interest of the State to participate in this intergovernmental cooperative purchasing agreement, that doing so will provide cost benefits to the State, promote administrative efficiencies or promote intergovernmental cooperation, and is not intended as a means to evade the purposes set forth under COMAR 21.01.01.03.

Matthew Smith

May 10, 2023

Matthew Smith, Procurement Officer, DGS OSP / Date

Mike Haifley

Mike Haifley (May 11, 2023 09:55 EDT)

May 11, 2023

Mike Haifley, Acting Chief Procurement Officer / Date

Atif Chaudhry

Atif Chaudhry, Secretary, DGS / Date

May 23, 2023



Wes Moore
Governor

Aruna Miller
Lieutenant Governor

Paul J. Wiedefeld
Acting Secretary

Christine Nizer
Administrator

PROCUREMENT OFFICER'S DETERMINATION
(COMAR 21.05.09.04)

DATE: February 1, 2023

TO: Christine Nizer, Administrator

FROM: Lee S. Sanchez, Procurement Officer

RE: Intergovernmental Cooperative Purchasing Agreement (ICPA)

Per the State Procurement Regulations, (COMAR 21.05.09.04), I am requesting approval to participate in an Intergovernmental Cooperative Purchasing Agreement (ICPA) for the following contract item:

Contract Title: Colex SX1732C Flatbed Cutter with Conveyor, Accessories/Tools, and Warranty. Contract No.: VHQ23041CSE

Contractor: Canon Solutions America, Inc.

Term: One-time-purchase upon award – March 23, 2023

Anticipated Cost: \$155,463, inclusive of Extended 4-year Maintenance and Support

The Maryland Department of Transportation Motor Vehicle Administration (MDOT MVA) intends to utilize the Multi-Function Copier Devices and Service Solutions awarded to Canon Solutions America Inc. via a competitively procurement process conducted by OMNIA Partners in the County of DuPage, Illinois, to purchase one (1) Colex SX1732C Flatbed Cutter with Conveyor, and accessories, and additional 4-year warranty.

Currently, the State of Maryland statewide contract for Multi-Function Copier Devices does not cover the purchase of Colex Flatbed Cutter, but MDOT MVA is in need of purchasing the equipment for various graphic design work. MDOT MVA has an In-House Print Shop and is responsible for the creation and production of all print, copy, signage, and other specialized print jobs for the agency and other Transportation Unit if needed. The Colex equipment will enable the MVA to automate large scale cuts and trimming jobs on a large format roll-fed printer, allowing the Print Shop to fully control the production process that would enable them to trim all rigid signage material, including metals and sign boards.

Through OMNIA Partners, the MDOT MVA intends to enter into a Participating Addendum for a one-time purchase of a Colex Equipment.

The following are justifications for utilizing an ICPA as the procurement method. Like other cooperative purchasing agreement, OMNIA Partners provides a reliable, and competitively sourced contracts offering public entities outstanding prices. Through OMNIA Partners, State and Local Governments can obtain best value of quality goods and services through competition, efficient delivery of products and services; fair and equitable competitive contracting opportunities for suppliers; and maintaining public confidence through ethical and transparent procurement practices.

The prospective contract award provides Colex-flatbed cutter with conveyor and accessories with five (5) years of phone support during the warranty period. The equipment will improve the MDOT MVA's Print Shop and dramatically increase the turnaround time for printing branch banners, decals, and anything that is required within 24 hours for the branch.

To foster competition and ensure fairness and equitable treatment of qualified firms, the Procurement Officer conducted a secondary review of the contract. The solicitation was issued to 41 potential offerors, as well as advertised in 14 States and on various websites. Proposals were received from the following five (5) offerors:

- Canon Solutions America, Inc.
- Proven IT
- Sharp Electronics Corporation
- Toshiba America Business Solutions, Inc.
- Xerox Corporation

The proposals were evaluated using the evaluation criteria established in the RFP. Canon was recommended and selected for award as shown below for a five-year term beginning from October 1, 2018, through September 30, 2023.

Criteria	Available Points	Canon	Proven IT	Xerox	Sharp	Toshiba
Experience, Expertise, References	30	28	24	25	23	14
Resources, Approach and Methodology	50	45	43	41	35	26
Price	20	20	20	15	13	20
Total	100	93	86	81	71	60

As such, a request for pricing for the equipment was requested from Canon Solutions on January 17, 2023, to include the 4-year extended support. Canon offered the MDOT MVA an aggressive pricing, lower than its contract list price on the OMNIA Partners Cooperative. The MVA obtained a price saving of \$6,975 for the equipment; from the total price of \$115,463, compared to OMNIA total price of \$122,438 as depicted below:

PRODUCT	Item Number	CSA Inc Quoted Price	OMNIA Price List
SX1732C Flatbed Cutter w/ Conveyor, 67"x126"	3654V348	\$104,900.00	\$104,900.00
Transport Charges		\$2,450.00	\$2,150.00
Fixed Double Knife	3070V447	\$1,350.00	\$1,350.00
Oscillating Knife Standard 1.5mm Stroke	3070V448	\$3,250.00	\$3,250.00
Coroplast Knife	3070V451	\$0.00	\$1,350.00
3HP Router/Spindle (Heavy Duty) w/ debris extraction-24,000 rpm	3070V458	\$0.00	\$5,800.00
MAT Spoiler, Green 2.5mm - Thick Prefer (63"x124")	3275V495	\$238.00	\$238.00
Colex Blade Starter Kit	3073V642	\$0.00	\$0.00
ELITE PHONE SUPPORT (1-YEAR)	3367V248	\$0.00	\$3,400.00
Additional Delivery / Removal	N/A	\$3,275.00	Quote required
Total Equipment Price -		\$115,463.00	\$122,438.00
Extended 4-Year Maintenance and Support		\$40,000.00	
Total Contract Price -		\$155,463.00	

Based on the information provided and in accordance with COMAR 21.05.09.04, the Procurement Officer, has determined that it is in the best interest of the State to participate in the OMNIA Partners Cooperative for Multi-Function Copiers Devices and Service Solutions through the County of DuPage, Illinois. Additionally, this ICPA method is not in any way intended as a means to evade the purposes set forth under COMAR 21.01.01.03.

Pursuant to COMAR 21.05.09.04, I have determined that it is in the best interest of the State to Participate in this Agreement with OMNIA Partners Cooperative through the County of DuPage, Illinois.

DocuSigned by:

 Lee Sanchez, Procurement Officer
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 Date: 2/1/2023

DocuSigned by:

 Marcia Kalliford, Director of Procurement
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 Date: 2/1/2023

Approved for form and Legal Sufficiency

This ___ day of 2/1/2023 ___ 20___

DocuSigned by:

 Damon Bell
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 Assistant Attorney General

DocuSigned by:

 Christine Nizer
 43754E3FACEF4F2...
 Date: 2/1/2023