



**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.

This is to exercise renewal option one, through a participating addendum (PA) under the NASPO Cloud Solutions Contract with Carahsoft, in the amount of \$10,000,000.

Based upon the analysis and justification provided in the attached Procurement Officer’s Determination (POD) from the Maryland Department of Information Technology (DoIT) for NASPO Cloud Solutions with Carahsoft (to provide implementation and support services, hosting, user licenses and limited access for Okta), I have conducted an independent analysis and determined that it is in the best interest of the State to continue participation in this intergovernmental cooperative purchasing agreement, and 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.

May 10, 2023

Procurement Officer, DGS OSP / Date

Mike Haley (May 10, 2023 11:15 EDT)

May 10, 2023

Chief Procurement Officer / Date

Secretary, DGS / Date

MAY 23, 2023

Attachments



Wes Moore | Governor
Aruna Miller | Lt. Governor
Katie Savage | Secretary
Melissa Leaman | Deputy Secretary

PROCUREMENT OFFICER'S DETERMINATION
Intergovernmental Cooperative Purchasing
COMAR 21.05.09.04

Department/Procurement Agency: Department of General Services

Contract Term: June 9, 2022, through June 30, 2023, with two, one-year renewal options (approved 6/8/2022; BPW Agenda Item #71-IT)

Amount: \$40,000,000 (for base term and two, one-year renewal options)

Option Term: July 1, 2023 – June 30, 2024

Option Amount: \$10,000,000

Category: Information Technology – Provide Okta product and services to State agencies

Contract Type: Indefinite Quantity with Fixed Unit Prices

Name and address of selected Contractor: Carahsoft Technology Corporation
11493 Sunset Hills Road, Suite 100
Reston, VA

The State of Maryland, through the Department of Information Technology (“DoIT”), seeks to exercise the first of two, one-year renewal options for a Participating Addendum (PA) with Carahsoft Technology Corporation under the National Association of State Procurement Officials Cloud Solutions Contract (“NASPO Contract”). Under the Participating Addendum, Carahsoft is providing the State with implementation and support services, hosting, user licenses and limited access for Okta.

The implementation and use of Okta will enhance the State’s IT security. Having a single statewide source of employee Identity and Access for IT systems is a foundational component of a modern cybersecurity strategy. The key barriers to such a system include the difficulty of linking the multiple solutions in the statewide environment and the inability to expand the DoIT system. Okta will provide the functionality to replace what has been in place for DoIT and will also provide the foundation for a true statewide IAM platform that will integrate with the systems in place at other agencies without necessarily requiring those systems also be under DoIT management. This will allow employees and contractors to be more mobile, productive, and secure while helping Maryland contain costs associated with existing licensing models, inefficient administration requirements, complex integrations, and security incident responses.

Prior to entering the Participating Addendum, a pricing comparison between the respective solutions proposed by Okta and other solutions was completed. Based on the comparison, Okta was the best value to the State when compared to other solutions that would cost close to double per year versus the cost for Okta. In addition, to help ensure Maryland is benefiting from the best possible pricing for Okta products,



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DoIT gathered discount information for purchases from other states with the help of the Okta and reseller. Through the NASPO contract the State received the best discount over several other states.

Based on this information, DoIT has determined that the pricing quoted by Carahsoft for the Okta purchase of products and services represents a significant value at approximately 83% less than the list price. DoIT has confirmed with Carahsoft that the pricing and discount will remain consistent throughout the out years (renewal options) of the agreement and will provide a cost benefit to the State. In addition, other State agencies have the option of using this contract, which will promote administrative efficiencies and intergovernmental cooperation.

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 State statutes.

It is in the best interest of the State to exercise the first of two one-year renewal options for the Participating Addendum to continue the implementation of Okta across the State.

Determination By:

Susan Howells
DoIT, Procurement Officer

Date: May 3, 2023

Approved by:

Melissa Leaman
DoIT, Secretary

Date: May 3, 2023