

**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 Department of Information Technology (DoIT) for Information Technology Telecom Engineering Services. The vendor would continue to provide technical services for security, compliance, requirements development and implementation support for complex to extremely complex systems comprising the State's VoIP services at a more favorable rate to the State. 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.

Lola Tihamiyu

May 31, 2023

Lola Tihamiyu, Procurement Officer, DGS OSP / Date

Mike Haifley

[Mike Haifley \(May 31, 2023 17:21 EDT\)](#)

May 31, 2023

Mike Haifley, Acting Chief Procurement Officer / Date

Atif Chaudhry

Jun 1, 2023

Atif Chaudhry, Secretary, DGS / Date

Attachment

PROCUREMENT OFFICER'S DETERMINATION
Intergovernmental Cooperative Purchasing
COMAR 21.05.09.04

Department/Procurement Agency: Department of Information Technology

Contract Term: From the date of execution through December 31, 2024, with 2, one year renewal options

Amount: Estimated \$300,000* (for base term and 2, one-year renewal options at GSA rate)

Category: Information Technology – Telecom Engineering services

Contract Type: Fixed Price per hour for 132 hours per month

Name and address of selected Contractor: ECG, INC.
505 N Toombs Street
Valdosta, GA 31601

Scope Description:

The Maryland Department of Information Technologies is requesting the use of Intergovernmental Cooperative Purchasing Agreement with the GSA Contract: GS-35F-520GA, MAS Schedule/SIN: MAS/54151S. The GSA contract is an Intergovernmental Cooperative Agreement which an arrangement between Federal, Local or State governments and businesses that form a cooperative that generally can provide lower pre-negotiated prices, and efficient delivery of goods and services, more than any of the single member in the collective can achieve on their own. This type of agreement is generally used to obtain an effective, best value solution for the State and taxpayer. Under this is ICPA, DoIT will be able to take advantage of competitive pricing, soft cost savings, time efficiency and administrative cost savings, which in turn generally produces a more economical purchase.

DoIT provides VoIP and SIP Trunking technology platforms that supports more than 20,000 Maryland Executive Branch employees and contractors and is forecasted to add an additional 10,000 subscribers to the platforms over the next 2-3 years. Given the State's increasing focus on critical system reliability, cybersecurity and information privacy, VOIP system support requirements for managing complex integrations and systems administration are increasing. In addition, the DoIT VoIP platforms and services have been categorized as one of the State's critical systems and is subject to the State's ATO process, requiring additional technical resources to ensure alignment with the NIST Risk Management Framework.

Under the GSA Contract, the current vendor, ECG, would continue to provide technical services for security, compliance, requirements development, and implementation support for complex to extremely complex systems comprising the State's VoIP services at a more favorable rate to the State. This procurement will replace existing professional service provided by NEC that we awarded under PBX IV Statewide Telecom Contract. .

Basis for Selection:

Pricing:

Due to the increase in DoIT's VoIP service, anticipated growth of VoIP subscribers, and additional security demands, DoIT has identified an increase in the level of ECG support is required. The GSA contract would allow DoIT to keep the same level of quality support at a far more favorable (lower) rate than those charged under the current statewide PBX IV contract.

Examples of rates provided to other large organizations by ECG via Intergovernmental Cooperative Purchasing Agreements demonstrate that substantial savings are available to the State via the GSA contract:

ORGANIZATION	HOURLY RATE
Maryland DoIT – current NEC Rate	\$350.00/hour
University of Virginia (State Government	\$192.91/hour
C Spire Fiber (VoIP Service Provider)	234.00/Hour
City of Ketchikan, AK (City Government)	240.00/hour
BluIP Inc (VoIP Service Provider)	254.00/hour
ECG Rate to DoIT under the GSA Contract	\$188.89/hour

- Forecasted annual spend at current rate via PBX IV: \$554,400 annually
- Forecasted annual spend via the GSA Contract: GS-35F-520GA \$299,201.76 annually
- Forecasted average annual savings to the State via the GSA contract: \$255,198.24

The savings to the State realized by leveraging the GSA Contract will enable DoIT lower the cost/hour by 46% for these Professional Services

Determination By:

Merchelle Halsey

Date: April 25, 2023

DoIT, Procurement Officer

Approved by:

Melvin Lannon

Date: Apr 28, 2023

DoIT, Secretary (or designee)

DGS OSP ICPA POD for DOIT Telecom Engineering Services

Final Audit Report


2023-06-01

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"DGS OSP ICPA POD for DOIT Telecom Engineering Services" History

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✔ Agreement completed.

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