



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 the Maryland Department of Education (MSDE) to use the Maryland Enterprise Consortium (MEEC) contract to renew MSDE's Adobe Creative Cloud License through an Intergovernmental Cooperative Purchasing Agreement, 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 in doing so will provide cost benefits to the State, promote administrative efficiencies and promote intergovernmental cooperation. This is not intended as a means to evade the purposes set forth under COMAR 21.01.01.03.

Luz Morales

Aug 9, 2023

Luz Morales, Procurement Officer, DGS OSP / Date

Mike Haifley

[Mike Haifley \(Aug 9, 2023 10:56 EDT\)](#)

Aug 9, 2023

Mike Haifley, Acting Chief Procurement Officer / Date

Atif Chaudhry

Aug 16, 2023

Atif Chaudhry, Secretary, DGS / Date

Attachment



Mohammed Choudhury
State Superintendent of Schools

TO: Michael Haifley, Chief Procurement Officer, Office of State Procurement, DGS

FROM: Yesenia Jarrett, Business Services Coordinator, Office of Procurement and Contract Management, MSDE

DATE: July 27, 2023

SUBJECT: Procurement Officer’s Determination for Use of Intergovernmental Cooperative Purchasing Agreement Per COMAR 21.05.09.04 – Contract # FY24-OIT-001/ 21P-002 – Maryland Education Enterprise Consortium (MEEC) for Adobe Systems, Inc Agreements

The Maryland State Department of Education (“MSDE”) through the Department of General Services (DGS), seeks to execute a Participating Addendum (“Participating Addendum”) under the Maryland Education Enterprise Consortium Contract # 21P-002 (“MEEC Contract”). MEEC strives to make governmental procurement more efficient by establishing agreements that allow MEEC members to efficiently purchase Adobe software at negotiated rates. The Maryland Education Enterprise Consortium members will identify major educational technology initiatives through committed collaboration that can be supported by a coordinated procurement and contracting process for educational, academic, and research non-profit organizations. It was awarded by a public competitive procurement process compliant to Maryland State Procurement statutes.

Under the Participating Addendum, Bell Techlogix (“Reseller”) would provide the State with implementation and user licenses with direct support to the institution provided through Adobe Systems, Inc. Though DGS will act as the preliminary participant in this initiative for the Adobe Licenses.

Name and Address of Selected Contractor: Bell Techlogix
4400 West 96th Street
Indianapolis, In 46268

Contract Term: License Renewal – One (1) Year
August 27, 2023- August 26, 2024

Amount:	NTE \$86,335.88
Category:	Information Technology Services
Contract Type:	Firm Fixed Price

Background and Purpose

MSDE is developing a multi-year Strategic Plan that will be released in three phases, and will anchor the vision, mission, values, priorities, enablers, goals, and flagship programs, initiatives, and strategies to the Blueprint for Maryland's Future's promise of an excellent and equitable education for every student. The Strategic Plan will anchor and reinforce the Blueprint legislation into the organizational fabric of our everyday work and will embody the aspirations that the people of Maryland have for our students. MSDE seeks to reinforce the strategic plan by continuing the use of Adobe's service which allows for more efficient collaboration and creativity across its platform.

Adobe Creative Cloud provides access to a comprehensive collection of creative tools, including Photoshop, Illustrator, InDesign, Premiere Pro, and more. These applications offer innovative features, allowing our members to unleash their creativity and produce high-quality work efficiently. From graphic design to video editing, Adobe Creative Cloud empowers creative professionals to bring their ideas to life. This software is also buildable and will allow MSDE to add on as the institution grows in its needs as it pertains to the strategic plan. Adobe Creative Cloud is a suite of industry-leading software applications designed specifically for creative professionals, offering a wide range of tools and services that are invaluable for the success and growth of our institution with key features listed below,

- **Enhanced Creativity and Productivity:**
These applications offer innovative features, allowing our members to unleash their creativity and produce high-quality work efficiently. From graphic design to video editing, Adobe Creative Cloud empowers creative professionals to bring their ideas to life.
- **Seamless Collaboration and Communication:**
Collaboration is a vital aspect of the creative process, and Adobe Creative Cloud facilitates seamless collaboration among MSDE members. Features such as shared libraries, cloud storage, and project collaboration tools enable team members to work together efficiently, share assets, and provide real-time feedback. This fosters a sense of community and enhances the overall productivity of our association.
- **Industry Standard Software:**
Adobe Creative Cloud is widely regarded as the industry standard for creative professionals. By providing our members with access to these tools, MSDE ensures that they are equipped with the necessary skills and knowledge required by the industry.
- **Professional Development and Skill Building:**
Adobe Creative Cloud offers a plethora of online tutorials, workshops, and resources to help users develop their skills and stay updated with the latest trends. By providing access to these educational materials, MSDE supports the professional development of our members, allowing them to continually refine their skills and remain competitive in the rapidly evolving creative landscape.

- **Cost-Efficiency and Flexibility:**

Adobe Creative Cloud's subscription-based model offers a cost-efficient solution for MSDE. Instead of purchasing individual licenses for each application, our association can leverage the subscription model to access the entire suite of software at a reasonable cost.

Adobe Creative Cloud for MSDE will undoubtedly continue to enhance the creative capabilities, collaboration, and professional development opportunities for our members. Its extensive suite of applications, industry-standard status, and cost-effective subscription model make it the ideal choice for MSDE. Renewing Adobe Creative Cloud, we reaffirm its commitment to providing the best resources and fostering the growth of administrative and creative professionals.

Basis for Selection:

Bell Techlogix was selected as they are the only public sector distributor on the MEEC Contract for this software. The MEEC award to Bell Techlogix was the result of a competitive process, conducted by the State of Maryland, which selected Bell Techlogix as the provider of Adobe Systems, Inc cloud-based software products to eligible entities. 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 MSDE. In accordance with COMAR 21.05.09.04, it is determined that this Participating Addendum will provide cost benefits to the State, will promote administrative efficiencies, and promote intergovernmental cooperation.

Pricing Justification

In September of 2022 MSDE requested quotes from multiple vendors for the Adobe Creative Cloud software through a competitive measure and the results were as listed below. The prices received were compared using the quotes and noted the fluctuation in pricing for the adobe creative cloud software.

Results of FY23 RFQ


Cost Per Licence	Adobe Pro Dc for Teams QTY 252	Creative Cloud all apps QTY 66	Creative Cloud all apps share device license SDL QTY 14	Total
1. Bell Techlogix	\$114.94	\$236.77	\$186.12	\$48,346.78
2. Zones, LLC.	\$114.28	\$238.98	\$190.90	\$48,386.64
3. AKA Comp Solutions, Inc.	\$115.57	\$235.45	\$188.48	\$48,457.76
4. Software Information Resources Corporation	\$116.75	\$237.89	\$190.02	\$48,949.52
5. Clarix Technologies Inc	\$124.50	\$234.50	\$196.50	\$51,441.00

Pricing Comparison FY24

MSDE using the MEECs contract will secure pricing providing access for 1400 employees at \$60.68 per license for the creative cloud apps which includes one thousand shared device licenses and allowing the addition of photoshop

elements and adobe sign for the additional pricing, this expands MSDE’s access allowing for greater efficiency- which aligns with the State’s commitment to accountability as it pertains to our operational outcomes in accordance with the Strategic Plan. MSDE reviewed and compared pricing provided by En-net services for Adobe Enterprise and saw a comparable difference with the cost at \$109.95 compared to the MEEC’s pricing at \$60.68 per license, which further ensures the commitment of cost savings for the State and promote administrative efficiencies through intergovernmental cooperation.


The use of this ICPA procurement method is determined to be in the best interest of the State. It will facilitate a more efficient and effective delivery of goods, services and/or solutions, reduce the time period between the purchase and delivery of the solution to MSDE, provide cost saving to the State, reduce the administrative burden on the State, and promote Intergovernmental Cooperation by using the MEEC contract. The use of the Intergovernmental Cooperative Procurement method is not intended as a means to evade the purposes set forth under COMAR21.01.01.03 or State Finance and Procurement, Section 13-110. This ICPA is in the best interest of the State and is not intended to evade the purposes set forth under COMAR 21.01.01.03 or State Finance and Procurement, Section 13.110.


Yesenia Jarrett (Jul 27, 2023 16:48 EDT)
Yesenia Jarrett
Business Services Coordinator

Jul 27, 2023
Date


Jenna Meini (Jul 28, 2023 13:38 EDT)
Jenna Meini
Director, OPCM


Jul 28, 2023
Date


Brett Sander (Jul 28, 2023 13:38 EDT)
Brett Sander
Attorney General

Jul 28, 2023
Date


Krishnanda Tallur (Jul 28, 2023 15:31 EDT)
Krishnanda Tallur
Deputy State Superintendent

Jul 28, 2023
Date


Mohammed Choudhury (Jul 28, 2023 15:31 EDT)
Mohammed Choudhury
State Superintendent of Schools

Jul 28, 2023
Date



4400 West 96th Street
 Indianapolis, IN 46268
 (317) 608 - 5877

Quote

Quote Number: QT1517517
 Date Quoted: 5/11/2023

Quoted To
 MD State Dept Of Education
 200 W. Baltimore St.
 Baltimore MD 21201
 Attn: Stephanie Everett
 Stephanie.Everett@maryland.gov
 410-767-7062

Quoted By
 Bryan Zatkulak
 Bell Techlogix, Inc.
 Phone: 888-989-8560 Fax: 888-989-8560
 Email: bzatkulak@belltechlogix.com

Brief Description:
 MEEC Adobe ETLA Agreement (Year 2 of 3) Term: 8/27/23 - 8/26/24

NO.	QTY.	ITEM	UNIT RESALE	EXT. RESALE
1	1,400	65313789-A ADOBE Creative Cloud All Apps Pro (Higher Ed) Employee - Option A - MEEC	\$60.68	\$84,952.00
2	1,000	65297410 ADOBE Creative Cloud Shared Device License (Higher Ed) - MEEC	\$0.00	\$0.00
3	4	65320655 ADOBE Photoshop Elementes Adobe ETLA - MEEC	\$2.24	\$8.96
4	4	65320652 ADOBE Premiere Elements Adobe ETLA - MEEC	\$11.09	\$44.36
5	6	65272757 ADOBE Adobe Sign for Enterprise Education (Per User) MEEC	\$221.76	\$1,330.56

NOTES: MEEC Contract #21P-002

TERMS	
Customers have seven calendar days from their invoice date to request a return merchandise authorization.	Total Resale: \$86,335.88
Orders using a credit card will incur a 3% processing fee.	Shipping: \$0.00
Quote expires on: 8/26/2023	Total Tax: \$0.00
	Grand Total: \$86,335.88

DGS OSP ICPA POD for MSDE Adobe Lincenses 08.2023

Final Audit Report


2023-08-16

Created:	2023-08-08
By:	JAMIE TOMASZEWSK (JAMIE.TOMASZEWSKI@MARYLAND.GOV)
Status:	Signed
Transaction ID:	CBJCHBCAABAAV9B1QmH2vr6AzV1Qc45t1J0iibY1_LE6

"DGS OSP ICPA POD for MSDE Adobe Lincenses 08.2023" History

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 Agreement completed.

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