



**DEPARTMENT OF  
GENERAL SERVICES**

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

---

**OFFICE OF STATE PROCUREMENT  
PROCUREMENT OFFICER'S WRITTEN DETERMINATION**

**TO:** Mike Myers, Associate Director **DATE:** October 11, 2023

**FROM:** David Renfro, Procurement Officer

**SUBJECT:** Request to Review and Approve Intergovernmental Cooperative Purchasing Agreement (ICPA)

**AGENCY:** Statewide **ADPICS:** BPO 001B4600124

**ITEM:** Public Utility Equipment with Related Accessories and Supplies **COST:** IDIQ

**RE:** ICPA Versalift, A Time Manufacturing Company (Contract No. 110421-TIM)

In accordance with COMAR 21.05.09.03B, which states that: "A primary procurement unit may purchase its requirements from another government entity's contract if that contract is an intergovernmental cooperative purchasing agreement and is available for use by the primary procurement unit," your approval is requested to issue an indefinite delivery indefinite quantity (IDIQ) contract Public Utility Equipment with Related Accessories and Supplies to Versalift, a Time Manufacturing Company (Versalift) pursuant to its contract with Sourcewell's Master Contract, Contract No. 110421-TIM, The Public Utility Equipment with Related Accessories and Supplies includes but is not limited to aerial lifts, towers, buckets, and platforms, Digger derricks, cabling equipment, Directional drills, trenchless excavation equipment, thrust and boring machines, soil piercing tools, trenchers, rock wheels, pile drivers, accessories, supplies, parts, and services. Critical equipment to be used in maintaining State, local, and municipal government roadways and infrastructure. If approved, this indefinite quantity Statewide contract will have a term concurrent to the Sourcewell's Master Contract.

The proposed contracts meet the requirements of the ICPA under COMAR 21.05.09.01B (2)(a). The process to solicit the goods and services to be provided under this contract would take a significantly longer period of time than participating in the completed ICPA, mainly since Sourcewell has already completed a competitive bid process. Additionally, the amount of time in the award process is reduced, and this method promotes administrative efficiencies and provides cost benefits to the State as it relates to COMAR 21.05.09.04B. Moreover, participating in this ICPA is not intended to evade the purposes set forth under COMAR 21.01.01.03. The State will enter into a requirements type contract, authorizing State and Local agencies to place orders against this awarded contract. Thus, the value of the contract will be determined by the orders issued.

The Sourcewell's Public Utility Equipment with Related Accessories and Supplies Master Contract was procured in 2021 via a Request for Proposals (RFP) with the intent to achieve more favorable pricing than is obtainable by a single entity because of the collective volume of potential purchases by numerous governmental entities. Sourcewell's RFP, led by the State of Minnesota, resulted in ten (10) proposals received.



Versalift contract was awarded on December 20, 2021, and expires on December 27, 2025, with one (1) one (1) year renewal option. The State of Maryland renewals will be based on the master contract terms and conditions, and market research that will be conducted at the time of renewal and at the discretion of Sourcewell's purchasing officer issuing the RFP, which resulted in the ICPA. Awarding this ICPA will provide a contract for all locations within the State of Maryland.

The State of Maryland will receive fair and reasonable prices that were competitively bid. The proposed contract meets the requirements of the ICPA under COMAR 21.05.09.01B (2) (a). Market research was conducted, and it has been determined that the pricing was within equitable price ranges.

Therefore, based on COMAR 21.05.09.05, your approval is requested to award this contract to Versalift Industries, Inc. in accordance with Sourcewell's Master Agreement No. 110421-TIM and Blanket Purchase Order 001B4600124.

<b>Determination By:</b>	<i>David Renfro</i> _____	<b>Date</b>
	<b>David Renfro, Procurement Officer</b>	
<b>Reviewed By:</b>	<i>MAPV</i> <a href="#">Mike Hailey (Oct 11, 2023 12:18 EDT)</a> _____	<b>Date</b>
	<b>Mike Hailey, Acting Chief Procurement Officer</b>	
<b>Approved By:</b>	<i>Atif Chaudhry</i> _____	<b>Date</b>
	<b>Atif Chaudhry, Secretary</b>	












# POD - Versalift (1)

Final Audit Report

2023-10-11

Created:	2023-10-11
By:	Mike Myers (mike.myers@maryland.gov)
Status:	Signed
Transaction ID:	CBJCHBCAABAAZ8QfW6mTeu941mzUxpl8Kr8gWJPBG3th

## "POD - Versalift (1)" History

-  Document created by Mike Myers (mike.myers@maryland.gov)  
2023-10-11 - 1:14:19 PM GMT- IP address: 207.53.197.57
-  Document emailed to David Renfro (david.renfro@maryland.gov) for signature  
2023-10-11 - 1:14:51 PM GMT
-  Email viewed by David Renfro (david.renfro@maryland.gov)  
2023-10-11 - 2:12:08 PM GMT- IP address: 74.125.210.192
-  Document e-signed by David Renfro (david.renfro@maryland.gov)  
Signature Date: 2023-10-11 - 2:12:23 PM GMT - Time Source: server- IP address: 167.102.225.96
-  Document emailed to Mike Haifley (mike.haifley@maryland.gov) for signature  
2023-10-11 - 2:12:25 PM GMT
-  Email viewed by Mike Haifley (mike.haifley@maryland.gov)  
2023-10-11 - 4:17:11 PM GMT- IP address: 74.125.210.199
-  Document e-signed by Mike Haifley (mike.haifley@maryland.gov)  
Signature Date: 2023-10-11 - 4:18:12 PM GMT - Time Source: server- IP address: 107.115.94.31
-  Document emailed to Atif Chaudhry (atif.chaudhry@maryland.gov) for signature  
2023-10-11 - 4:18:14 PM GMT
-  Email viewed by Atif Chaudhry (atif.chaudhry@maryland.gov)  
2023-10-11 - 4:18:46 PM GMT- IP address: 74.125.210.199
-  Document e-signed by Atif Chaudhry (atif.chaudhry@maryland.gov)  
Signature Date: 2023-10-11 - 4:19:25 PM GMT - Time Source: server- IP address: 167.102.225.96
-  Agreement completed.  
2023-10-11 - 4:19:25 PM GMT