



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.

In accordance with State Procurement Regulations COMAR 21.05.09.04, as the Procurement Officer for the Office of State Procurement (OSP), on behalf of the Maryland Insurance Administration (MIA), I have determined that it is in the best interest of the State to procure a new contract for Systems Applications and Products (SAP) software licenses and services from the National Association of State Procurement Officials (NASPO) ValuePoint Cloud Solutions contract.

NASPO ValuePoint's portfolio includes numerous cloud solution vendors, covering all of the cloud delivery models; Platform as a Solution (PaaS), Infrastructure as a Solution (IaaS), and Software as a Solution (SaaS). These cloud solutions provide any number of different solutions, such as IT management, security, storage, enterprise cloud computing, and more.

The NASPO ValuePoint Cloud Solutions contract is an Information Technology (IT) procurement contract vehicle that provides a variety of cloud solutions and offers the opportunity for developers to partner with existing resellers with master agreements. The contract is available to participating states and has been awarded by a public competitive procurement process that is compliant with Maryland statutes.

The MIA would like to purchase SAP software licenses and services to implement a cloud-based platform for their Financial Regulation and Fiscal business units. This will allow the MIA to rectify financial-related finding audit reports and bring efficiency, accuracy, and compliance to the Agency. The project would include but is not limited to discovery, blueprint/design, develop, and implement phases.

NASPO conducted a solicitation for Cloud Solutions and sixty-one (61) contractors were awarded based on the three categories listed above. Carahsoft was awarded a contract for all three categories which includes SAP licenses and services.

Market research was conducted to compare the pricing of current cooperative contracts that provide SAP licenses and services. In comparison to contracts with GSA, Texas DIR and NASPO-Carahsoft, it was determined that NASPO-Carahsoft's pricing was lower than GSA by approximately 10% and lower than Texas DIR by approximately 1%.

Since competition was conducted by NASPO and a price analysis between NASPO-Carahsoft's and other cooperative contracts was done, there would be no competitive advantage for the State to conduct its own procurement for SAP licenses and services.

Based upon the analysis and market research conducted as noted above, I have 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.

Amanda Longacre

Oct 20, 2023

Amanda Longacre, Procurement Officer, DGS OSP / Date

Mike Haifley

[Mike Haifley \(Dec 13, 2023 14:45 EST\)](#)

Dec 13, 2023

Mike Haifley, Acting Chief Procurement Officer / Date

Atif Chaudhry

Dec 15, 2023

Atif Chaudhry, Secretary, DGS / Date


DGS OSP ICPA POD-SAP


Final Audit Report


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