



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

**Procurement Officer's Determination
Intergovernmental Cooperative Purchasing Agreement
OMNIA Strategic Management Consulting Services Contract #14-16
COMAR 21.05.09.04**

DATE: October 18, 2024

Department/Procurement Agency: Department of General Services on behalf of the Department of Budget and Management

Category: Professional Services

Contract Type: Firm Fixed Price

Contract Term: 2 Years, 1 Month

Estimated Contract Value: \$15,000,000

Name and Address of Selected Vendor: Boston Consulting Group
655 15th Street NW, Suite 1100
Washington, DC 20005

Scope Description: The State of Maryland, Department of General Services ("DGS") seeks to use Omnia Partner's OMNIA Strategic Management Consulting Services Contract #14-16, awarded to Boston Consulting Group to provide professional consulting management services. This Contract is available to State agencies nationwide, institutions of higher education, cities, and counties. It has been awarded through a competitive public procurement process that is compliant with Maryland statutes.

Through the cooperative purchasing program proposed by OMNIA Partners and led by the State of Texas, DGS intends to leverage the nation's largest and most experienced cooperative purchasing organization for the public sector and enter into a Participating Addendum for the term beginning from the date of award and ending after 2 years and 1 month (25 months).

Omnia Partner's is the nation's largest and most experienced cooperative purchasing organization for the public sector. Additionally, all contracts available through OMNIA Partners are competitively solicited and publicly awarded by a lead agency using a competitive solicitation process consistent with applicable procurement laws and regulations. While no minimum volume is guaranteed to the supplier, the estimated annual volume of IT Solutions purchased under this Master Agreement is approximately \$500 million per year. Thus, leveraging the nation's largest and most experienced cooperative purchasing organization for the public sector is crucial.

The resulting services from this ICPA would allow the State to look for and implement efficiency efforts to reduce overlap, duplication, and fragmentation. This will require coordination, collaboration, and

communication with State employees. This effort will be led by the Governor's Office of Performance Improvement (GOPI) in coordination with the Department of Budget and Management (DBM), the Department of General Services (DGS), and the Department of Information Technology (DoIT). The Government Efficiency project will identify and implement initiatives to improve the operational efficiency of Maryland's mission-support functions and large programs, focusing on cost savings and performance improvement.

Basis for Selection: 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 will reduce the administrative burden on DGS. In accordance with COMAR 21.05.09.04, it is determined that this Participating Addendum provides cost benefits to the State, promotes administrative efficiencies, and promotes intergovernmental cooperation. The Intergovernmental Cooperative Agreement is in the best interest of the State and is not intended to evade the purposes of COMAR 21.01.01.03.

Price Analysis: The Office of State Procurement (OSP), in close collaboration with key State stakeholders, initiated a comprehensive market research initiative to determine the most efficient and beneficial procurement strategy for the Government Efficiency Project. This effort involved issuing a Request for Information (RFI) to assess various procurement methods and gauge the capabilities of the vendor community in fulfilling the project's extensive requirements. Information regarding potential costs and team structures was gathered.

The review committee conducted market research to understand the costs of engaging a consulting firm to help modernize and streamline mission-support functions such as fleet, IT, procurement, and real estate. Based on the research of the value of similar projects by firms with considerable experience conducting these types of engagements, governments typically see at least a 5x return on investment. Given the State's level of ambition, we determined a maximum level of performance-based fees of \$15m is fair and reasonable based on the estimated \$75m in operational cost savings that the government efficiency project could yield.

BCG demonstrated strong expertise and commitment to managing the Government Efficiency Project. BCG is recommended for the project award due to its proven track record of successfully executing projects of similar scope and complexity, along with its strong commitment to partnering with certified minority-owned businesses and achieving a 30% Minority Business Enterprise (MBE) goal.

SIGNATURES ON NEXT PAGE

Determination By: C
Cheryl Howard-Bond, Procurement Officer

DGS Office of State Procurement Approval:
Primary procurement unit head approval of the above facts and determination


[Linda Dangerfield \(Oct 18, 2024 15:35 EDT\)](#)
Linda Dangerfield, Deputy Chief Procurement Officer

Date: Oct 18, 2024


Atif Chaudhry, Secretary Department of General Services

Date: Oct 18, 2024

Signature: *Cheryl Howard-Bond*

Email: cheryl.howard-bond@maryland.gov