



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

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**"Omnia Partners" Consulting Services for the Social Services Administration;  
SSA/SCM-26-001**

**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 21.05.09.05, the Maryland Department of Human Services (DHS or Department) seeks to participate in an Intergovernmental Cooperative Agreement using the OMNIA Partners' Strategic Management Consulting Services Contract (Region 14 ESC – TX).

DHS, Social Services Administration (SSA) has recently experienced operational challenges resulting in a lack of coverage and the need to acquire outside resources.

Through this ICPA, DHS intends to procure the services of a consultant firm with experience in conducting organizational assessments in order to increase effectiveness and efficiency and to improve and enhance the current resource allocations and explore cost savings/reduction opportunities.

DHS intends to procure the services of a consultant firm through the Strategic Management Consulting Services Contract with Region XIV Education Service Center through Omnia Partners. Region XIV ESC services contract are available to State and Local Government entities through a competitively solicited and awarded cooperative contract.

The OMNIA Partners' Strategic Management Consulting Services Contract is a multiple award contract that still allows the DHS to competitively solicit for services. The prices were obtained through a competitive procurement conducted by OMNIA. The reduction in administrative burdens on the State by not having to conduct a stand-alone competitive procurement is realized by this ICPA procurement. Additionally, this ICPA procurement will reduce the length of time for delivery of the solution to further reduce the administrative burden and will ensure transparency to the citizens of Maryland.

DHS explored the possibility of completing an ICPA procurement through the NASPO ValuePoint Cloud Solutions Contract. However, DHS discovered that the Contract ends in 2026

and it was uncertain whether or not the Contract would be renewed going forward. DHS ultimately determined that there were several companies that have participating agreements at Omnia Partners through their Strategic Management Consulting Services Contract that DHS could leverage and that the Omnia Contract could be renewed into 2026 and into later years.

The following companies have an OMNIA Partners' Strategic Management Consulting Services contract: Deloitte, McKinsey & Company, Boston Consulting Group, North Highland, Weaver, BDO, Guidehouse

All of these companies have been notified that DHS will be sending out a Scope of Work. DHS is comfortable with the pricing of Strategic Management Consulting Services Contract. OMNIA Partners provided the following price points for this Contract:

<b>Company</b>	<b>Resource Type</b>	<b>Not to Exceed Pricing</b>
<b>BDO</b>	<b>Senior Staff</b>	<b>\$190</b>
<b>Deloitte</b>	<b>Senior Business Analyst</b>	<b>\$175 - \$224</b>

DHS has a budget of \$200,000 for the initial period and \$300,000 for an implementation period.

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.

**SIGNATURES ON NEXT PAGE**

Approved By:



06/04/2025

Luz Morales, Procurement Officer, DGS OSP

Date



06/04/2025

Christopher Hautala, Associate Director, DGS OSP

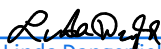
Date



06/04/2025

Kareen Davis, Senior Director of Procurement Operations, DGS OSP

Date



[Linda Dangerfield \(Jun 4, 2025 16:44 EDT\)](#)

06/04/2025

Linda Dangerfield, Deputy Chief Procurement Officer, DGS OSP

Date



06/11/2025

Atif Chaudhry, Secretary, DGS OSP

Date











# DGS OSP ICPA POD for DHS SSA OMNIA strategic management consulting services

Final Audit Report

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