



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

**Procurement Officer's Written Determination
Intergovernmental Cooperative Purchasing Agreement
(COMAR 21.05.09.04)**

Contract Title: Electronic Monitoring for Community Supervision
Contract Term: 02/01/2025 – 05/03/2027 (with two 1-year renewal options)
Contractor Name: BI Incorporated

Authority

Per COMAR 21.05.09.02, as a Primary Procurement Unit, the Department of General Services Office of State Procurement (Department) 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.

Purpose of Determination

The Department seeks to execute a Participating Addendum with BI Incorporated under the OMNIA Partners' Offender Monitoring Solutions contract (Contract). This determination serves to justify the use of OMNIA Partners' ICPA for the procurement of offender monitoring systems and related services from BI Incorporated. This approach is considered in lieu of conducting a competitive procurement to meet the needs of the State of Maryland (State) and ensure compliance with procurement regulations, promote cost efficiency, and support operational continuity.

Background

The Department currently utilizes offender monitoring systems provided by BI Incorporated under an existing contractual arrangement. The agency requires continuity of services to ensure seamless tracking and monitoring of offenders while upholding public safety and judicial mandates. The OMNIA Partners ICPA provides a pre-negotiated, competitively bid contract vehicle for acquiring these systems and services at favorable pricing and terms.

OMNIA Partners is one of the largest cooperative purchasing organizations in North America. It specializes in providing public and private sector entities with streamlined procurement solutions. It offers a wide range of competitively solicited contracts that allow organizations to save time and resources while securing high-quality products and services at competitive prices.

Justification

The OMNIA Partners ICPA contract with BI Incorporated was awarded through a competitive solicitation process, ensuring high standards for pricing, terms, and vendor qualifications. BI Incorporated specializes in tailored offender monitoring solutions, including electronic

monitoring, GPS tracking, and alcohol detection, and has a proven track record of reliable service across the nation.

Utilizing this agreement offers significant time and administrative efficiencies, allowing the agencies to eliminate transition costs for both the State and individuals being monitored by the program. Switching to a new provider would necessitate replacing the current inventory of offender monitoring equipment, including electronic ankle bracelets and related infrastructure. The associated costs include equipment replacement, staff training, and potential errors during the transition process. Maintaining the existing systems minimizes downtime, eliminates the learning curve for agency personnel, and ensures uninterrupted service. Transitioning to a new provider would pose risks of operational delays and require additional time for integration and testing.

Additionally, disruptions to operations during the implementation of a new provider could significantly impact public safety and offender management. Consistent and reliable monitoring of offenders is crucial to ensuring community safety. Transitioning to a new provider carries potential risks, such as delays in operational capabilities, interruptions in monitoring due to compatibility issues with new equipment or software, and a higher chance of oversight during the transitional period. These factors could jeopardize both public and community safety.

Moreover, offenders who are currently monitored by BI Incorporated are accustomed to the specific equipment, protocols, and reporting requirements that have been established. A shift to a new provider could create confusion among these individuals as they adapt to possibly unfamiliar monitoring tools and reporting procedures. This adjustment period might lead to unintended noncompliance, where offenders fail to follow requirements due to their lack of understanding or inexperience with the new systems. There is also a risk of deliberate tampering with equipment, as offenders may not fully comprehend the functionalities of the new devices.

Price Analysis

The pricing provided by BI Incorporated under the OMNIA Partners agreement offers a significant cost advantage compared to the current contract. The new agreement includes a \$0.75 reduction to the daily rate for each GPS device and its monitoring service, representing a 22.7% decrease in costs. The reduction in Radio Frequency (RF) costs is even more substantial, with a \$1.59 decrease in the daily rate of devices and services, which translates to a 38.4% drop in expenses.

Part of this agreement includes unlimited coverage for lost and damaged equipment. Compared to the contracts under NASPO ValuePoint Cooperative Contract Portfolio for Electronic Monitoring, this would provide a cost savings of \$90-\$800 for RF equipment and \$185-\$800 for GPS equipment depending on the item needing to be replaced. Additionally, BI Incorporated allows agencies to have three spare units for shelf stock for every ten active units at no additional charge. This is a significant improvement over the 0-20% allowance under NASPO, which might require agencies to purchase additional stock.

These rates were benchmarked against comparable solutions from other market vendors available under the NASPO contracts. The analysis indicates that BI Incorporated's rates are

competitive when compared to similar services. The negotiated pricing structure under the contract includes all required hardware, software, and service components, minimizing the risk of unforeseen costs.

Statement of Economic Benefit to Maryland

The State achieves substantial cost savings, operational efficiencies, and enhanced service delivery by utilizing this agreement rather than conducting a new competitive procurement. The OMNIA cooperative agreement provides pre-negotiated, volume-based pricing. This pricing is competitive and avoids the expense of the State conducting its own lengthy and resource-intensive procurement process.

Additionally, the State avoids the indirect costs related to equipment replacement, staff training, integration with IT infrastructure and public safety platforms, communicating and coordinating the transition, and operational downtime and risk management of the electronic monitoring program. These costs are estimated to be around \$500,000 for the State.

Recommendation

Based on the competitive nature of the OMNIA Partners ICPA contract, cost savings from avoiding administrative and transition costs, and the critical need for continuity of offender monitoring services, it is determined that utilizing the OMNIA Partners ICPA contract with BI Incorporated is in the best interest of the State. Approval is recommended for the procurement of offender monitoring systems and services through the OMNIA Partners ICPA contract with BI Incorporated.

Kristina Libby-Hinton

01/22/2025

Kristina Libby, Procurement Officer, DGS OSP / Date

Linda Dangerfield
Linda Dangerfield (Jan 22, 2025 18:16 EST)

01/22/2025

Linda Dangerfield, Deputy Chief Procurement Officer, DGS OSP / Date

Atif Chaudhry

01/23/2025

Atif Chaudhry, Secretary, DGS / Date











DGS OSP ICPA POD for Electornic Monitoring for Community Supervision

Final Audit Report

2025-01-23

Created:	2025-01-22
By:	Corbett Webb (corbett.webb2@maryland.gov)
Status:	Signed
Transaction ID:	CBJCHBCAABAAiC9QLwuftY88dX354W9vPcHZSzvkiEc

"DGS OSP ICPA POD for Electornic Monitoring for Community Supervision" History

-  Document created by Corbett Webb (corbett.webb2@maryland.gov)
2025-01-22 - 3:35:25 PM GMT
-  Document emailed to Kristina Libby-Hinton (Kristina.Libby-Hinton@maryland.gov) for signature
2025-01-22 - 3:35:29 PM GMT
-  Email viewed by Kristina Libby-Hinton (Kristina.Libby-Hinton@maryland.gov)
2025-01-22 - 3:43:25 PM GMT
-  Document e-signed by Kristina Libby-Hinton (Kristina.Libby-Hinton@maryland.gov)
Signature Date: 2025-01-22 - 3:43:42 PM GMT - Time Source: server
-  Document emailed to Linda Dangerfield (linda.dangerfield@maryland.gov) for signature
2025-01-22 - 3:43:47 PM GMT
-  Email viewed by Linda Dangerfield (linda.dangerfield@maryland.gov)
2025-01-22 - 11:15:08 PM GMT
-  Document e-signed by Linda Dangerfield (linda.dangerfield@maryland.gov)
Signature Date: 2025-01-22 - 11:16:57 PM GMT - Time Source: server
-  Document emailed to Atif Chaudhry (atif.chaudhry@maryland.gov) for signature
2025-01-22 - 11:16:59 PM GMT
-  Email viewed by Atif Chaudhry (atif.chaudhry@maryland.gov)
2025-01-23 - 2:01:55 PM GMT
-  Document e-signed by Atif Chaudhry (atif.chaudhry@maryland.gov)
Signature Date: 2025-01-23 - 2:09:03 PM GMT - Time Source: server

✔ Agreement completed.

2025-01-23 - 2:09:03 PM GMT