



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

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**Intergovernmental Cooperative Purchasing Agreement  
Procurement Officer Determination  
COMAR 21.05.09.04**

Per COMAR 21.05.09.02, as a Primary Procurement Unit, the Department of General Services (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, the DGS OSP Procurement Officer, on behalf of the Maryland Department of Information Technology (DoIT), has determined that it is in the best interest of the State to increase the ceiling for their contract with Strategic Communications, LLC for Cloud Services through Amazon Web Services (AWS) which utilizes the NASPO ValuePoint Cloud Solutions contract through the ICPA procurement method.

The NASPO ValuePoint Cloud Solutions contract is a multiple award contract that provides a variety of cloud solutions, including, Platform as a Service (pAAs), Infrastructure as a Service (IaaS) and Software as a Service (SaaS). It was awarded to thirty-three contractors after a public competitive procurement process that is compliant with Maryland statutes.

To establish price reasonableness, Strategic Communications' NASPO ValuePoint Cloud Solutions contract pricing was compared to AWS' service discounts for government entities. The list shows that the State is receiving a 23% discount on cloud hosting services. In addition, Strategic Communications will credit back 50% of all net-additional savings the State is able to generate from Reservices Instances and Savings Plans.

The prices were obtained through a competitive procurement conducted by NASPO, and the DGS OSP Procurement Officer has determined the price reasonableness of the contract rates, 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. The use of the ICPA method is not intended to evade the purposes set forth under COMAR 21.01.01.03 or State Finance and Procurement (SFP) § 13-110.

Based upon the analysis conducted noted above for Cloud Services through AWS , 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*

02/10/2025

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Amanda Longacre, Procurement Officer, DGS OSP / Date

*Linda Dangerfield*

Linda Dangerfield (Feb 13, 2025 16:04 EST)

02/13/2025

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Linda Dangerfield, Deputy Chief Procurement Officer / Date

*Atif Chaudhry*

02/20/2025

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Atif Chaudhry, Secretary, DGS / Date











# DGS OSP ICPA POD for DoIT AWS Cloud Services


Final Audit Report

2025-02-20

Created:	2025-02-10
By:	Corbett Webb (corbett.webb2@maryland.gov)
Status:	Signed
Transaction ID:	CBJCHBCAABAAoeKPczFVv0N4tUCg5k8ESolbOfef2JY

## "DGS OSP ICPA POD for DoIT AWS Cloud Services" History


-  Document created by Corbett Webb (corbett.webb2@maryland.gov)  
2025-02-10 - 2:00:14 PM GMT
-  Document emailed to Amanda Longacre (amanda.longacre1@maryland.gov) for signature  
2025-02-10 - 2:00:19 PM GMT
-  Email viewed by Amanda Longacre (amanda.longacre1@maryland.gov)  
2025-02-10 - 2:45:28 PM GMT
-  Document e-signed by Amanda Longacre (amanda.longacre1@maryland.gov)  
Signature Date: 2025-02-10 - 2:45:54 PM GMT - Time Source: server
-  Document emailed to Yasin Mohammed (Yasin.Mohammed@maryland.gov) for approval  
2025-02-10 - 2:45:57 PM GMT
-  Email viewed by Yasin Mohammed (Yasin.Mohammed@maryland.gov)  
2025-02-10 - 3:00:50 PM GMT
-  Document approved by Yasin Mohammed (Yasin.Mohammed@maryland.gov)  
Approval Date: 2025-02-10 - 3:00:58 PM GMT - Time Source: server
-  Document emailed to Linda Dangerfield (linda.dangerfield@maryland.gov) for signature  
2025-02-10 - 3:00:59 PM GMT
-  Email viewed by Linda Dangerfield (linda.dangerfield@maryland.gov)  
2025-02-13 - 9:03:46 PM GMT
-  Document e-signed by Linda Dangerfield (linda.dangerfield@maryland.gov)  
Signature Date: 2025-02-13 - 9:04:53 PM GMT - Time Source: server

 Document emailed to Atif Chaudhry (atif.chaudhry@maryland.gov) for signature

2025-02-13 - 9:04:55 PM GMT

 Email viewed by Atif Chaudhry (atif.chaudhry@maryland.gov)

2025-02-20 - 7:12:36 PM GMT

 Document e-signed by Atif Chaudhry (atif.chaudhry@maryland.gov)

Signature Date: 2025-02-20 - 7:15:31 PM GMT - Time Source: server

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2025-02-20 - 7:15:31 PM GMT