



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

**"Omnia Partners" Business and IT Consulting and Advisory Services
Region 14 ESC - TX**

**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) would like to participate in an Intergovernmental Cooperative Purchasing Agreement (ICPA) utilizing the OMNIA Partners' Business and IT Consulting and Advisory Services contract 14-21 (OMNIA) for an organizational assessment of the Family Investment Administration (FIA)

Part of the assessment will be to focus on the following challenges related to its Grants Management Office and the Office of Home Energy Program (OHEP):

- Program depletion of funds and need to halt services provided in the middle of the year.
- Delays in project execution, resulting in missed deadlines.
- Lack of accountability, leading to decreased productivity and quality issues.
- Inadequate oversight of grants, including late payment of invoices and untimely contract executions

DHS intends to procure the services of a consultant or consultant team 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/FIA would like to use the OMNIA ICPA contract vehicle because OMNIA's competitively priced contract provides cost benefits and administrative efficiencies to the State. The OMNIA contract is available to state procurement agencies nationwide, as well as higher education

institutions, cities, and counties. It has been awarded by a public competitive procurement process that is compliant with Maryland State statutes.

Several companies have an agreement at Omnia Partners that DHS could leverage. The following companies have an OMNIA Partners' Business and IT Consulting and Advisory Services Contract: Boston Consulting Group, Collaborative Solutions, McKinsey & Company, BerryDunn, Ernst and Young.

A Scope of Work was forwarded to the companies, and four of them responded that they were interested in the opportunity. DHS is comfortable with the pricing for Business and IT Consulting and Advisory Services Contract. OMNIA Partners provided the following price points for this Contract:

Company	Resource Type	Not to Exceed Pricing
Berry Dunn	Senior Consultant	\$230
Berry Dunn	Staff Consultant	\$205
Collaborative Solutions	Consultant Change Management and Training	\$175
Ernst and Young	Senior Consultant	\$212.31
Ernst and Young	Staff Consultant	\$146.59

There will be an approximate eight-month base Contract period for the Contractor to provide the organizational assessment and offer recommendations, and if funding allows, an option period to implement proposed changes.

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:



04/15/2025

Luz Morales, Procurement Officer, DGS OSP

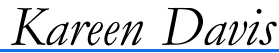
Date



04/15/2025

Christopher Hautala, Acting Associate Director, DGS OSP

Date

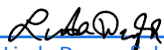


04/15/2025

Kareen Davis (Apr 15, 2025 09:28 EDT)

Kareen Davis, Director of Procurement Operations, DGS OSP

Date



04/15/2025

Linda Dangerfield (Apr 15, 2025 09:51 EDT)

Linda Dangerfield, Deputy Chief Procurement Officer, DGS OSP

Date



04/15/2025

Atif Chaudhry, Secretary, DGS OSP

Date

DGS OSP ICPA POD for DHS OMNIA Partners business IT and Consulting Advisory Services


Final Audit Report

2025-04-15

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