



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

**Software-as-a-Service (Lullabot) via NASPO
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 Department of Information Technology (DoIT) has determined that it is in the best interest of the State to procure a new contract with Carahsoft for the integration of the software, Smartsheet utilizing NASPO ValuePoint Cloud Solutions contract through the ICPA procurement method.

The NASPO ValuePoint Cloud Solutions Master Agreement is a competitively awarded contract providing cloud-based services—including Software as a Service (SaaS), Platform as a Service (PaaS), and Infrastructure as a Service (IaaS)—through multiple vendors. It is approved for use by the Maryland Department of Information Technology (DoIT) and other executive agencies as authorized. Eligibility and interpretation of participation are determined by the State Chief Procurement Official.

Since Carahsoft's pricing was established through a competitive procurement conducted by NASPO, and the Maryland Department of General Services (DGS) Office of State Procurement (OSP) has determined the contract rates to be reasonable, this Intergovernmental Cooperative Purchasing Agreement (ICPA) allows the State to avoid conducting a separate, stand-alone procurement. This reduces administrative burden and expedites delivery of the solution. Additionally, it supports transparency for the citizens of Maryland.

The use of the ICPA method complies with the intent of COMAR 21.01.01.03 and State Finance and Procurement (SFP) § 13-110, and is not intended to circumvent those requirements.

Pricing:

Discussions with other states regarding similar scope using different technology platforms provided dramatically higher pricing (PA has been working with Pluribus Sapient on their Adobe Experience Manager platform and has spent over \$37M on contractor fees).

The cost estimates are based on similar scopes of work provided to other states. The parties agree that the cost of this SOW will not exceed **\$971,940**. Carahsoft will invoice at the following milestones. Invoices are due Net 30:

<u>NASPO SKU</u>	<u>NASPO SKU Description</u>	<u>Milestone Description</u>	<u>Estimated Delivery Date</u>	<u>Estimated Cost</u>
<u>AR2472-CAR001-102-491</u>	<u>Custom Professional Services. Scoped Milestone. SOW Required.</u>	<u>Deliver the CMS Platform for evaluation by Maryland Department of IT stakeholders, to identify further areas for customization.</u>	<u>8/4/2025</u>	<u>\$242,985</u>
<u>AR2472-CAR001-102-491</u>	<u>Custom Professional Services. Scoped Milestone. SOW Required.</u>	<u>Launch Maryland.gov and three additional smaller sites, as determined collaboratively by Carahsoft and the Maryland Department of IT</u>	<u>10/13/2025</u>	<u>\$242,985</u>
<u>AR2472-CAR001-102-491</u>	<u>Custom Professional Services. Scoped Milestone. SOW Required.</u>	<u>Development support for five small-medium sites, as determined collaboratively by Carahsoft and the Maryland Department of IT</u>	<u>12/31/2025</u>	<u>\$242,985</u>
<u>AR2472-CAR001-102-491</u>	<u>Custom Professional Services. Scoped Milestone. SOW Required.</u>	<u>Development support for seven small-medium sites, as determined collaboratively by Carahsoft and the Maryland Department of IT</u>	<u>3/31/2026</u>	<u>\$242,985</u>

Based on the analysis of documents and market research, including a review of the approaches taken by other state digital service teams in modernizing their websites, I have determined that it is in the best interest of the State to participate in the Intergovernmental Cooperative Purchasing Agreement (ICPA). This research, which included examining the vendor selections and strategies used by states such as Massachusetts, Georgia, and Iowa, highlighted Carahsoft Technology Corp. as a highly recommended strategic and delivery partner. Participating in this ICPA will provide cost benefits to the State, streamline procurement processes, promote administrative efficiencies, and encourage intergovernmental cooperation. Additionally, this approach is consistent with the objectives set forth under COMAR 21.01.01.03 and is not intended to circumvent any of those requirements.

Maureen Loiseau

05/16/2025

Maureen Loiseau, Procurement Officer, DGS OSP / Date

Christopher Hautala

05/16/2025

Christopher Hautala, Associate Director of Procurement, DGS OSP / Date

Kareen Davis

05/16/2025

Kareen Davis, Director of Procurement, DGS OSP / Date

Linda Dangerfield

[Linda Dangerfield \(May 16, 2025 12:33 EDT\)](#)

05/16/2025

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

Atif Chaudry

05/21/2025

Atif Chaudry, Secretary DGS / Date











DGS OSP ICPA POD for DoIT Carahsoft NASPO Smartsheet

Final Audit Report

2025-05-21

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Agreement completed.

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