



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

**NASPO ValuePoint Cloud Solutions 2016-2026
Master Agreement #AR24188**

**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 Governor's Office of Crime Prevention and Policy (GOCPP) has determined that it is in the best interest of the State to procure a new contract with SHI International corporation (SHI) for the integration of the software, Smartsheet utilizing NASPO ValuePoint Cloud Solutions contract through the ICPA procurement method. The GOCPP is purchasing a one year subscription for \$128,039.38 and will utilize Smartsheet for comprehensive criminal justice planning and policy development.




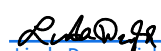

The NASPO ValuePoint Cloud Solutions contract is a multiple award contract that provides a variety of cloud solutions, including, Platform as a Service (pAAs), Infrastructure as a Service (IaaS) and Software as a Service (SaaS). It was awarded to thirty-three contractors after a public competitive procurement process that is compliant with Maryland statutes. Market research shows that SmartSheet is available for state government purchase under the SaaS category of the NASPO ValuePoint Cloud Solutions contract through SHI.

To establish price reasonableness, SHI's NASPO ValuePoint Cloud Solutions contract pricing was compared to MSRP pricing and to other states pricing for implementation. A comparison of the MSRP to GOCPP's price shows that the State is receiving a slight discount. However, further research indicates that Maryland's cost for implementation is far below other states that have purchased a one-year subscription for the same software.

Since SHI's prices were obtained through 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 and market research conducted noted above for Smartsheet, 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.

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Amanda Longacre, Procurement Officer, DGS OSP /	Date
	05/01/2025
Christopher Hautala, Acting Associate Director, DGS OSP	Date
 <small>Kareen Davis (May 2, 2025 15:11 EDT)</small>	05/02/2025
Kareen Davis, Director of Procurement Operations, DGS OSP	Date
 <small>Linda Dangerfield (May 12, 2025 11:19 EDT)</small>	05/12/2025
Linda Dangerfield, Deputy Chief Procurement Officer, DGS OSP	Date
	05/21/2025
Atif Chaudhry, Secretary, DGS	Date



DGS OSP ICPA POD for SHI NASPO Smartsheet


Final Audit Report


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