



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

**OMINA Partners IT Solutions, Products and Services
City of Mesa, AZ Master Agreement #2024056-02**

**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 COMAR 21.05.09.04, the DGS OSP Procurement Officer, on behalf of the Department of Human Services (DHS), 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 Tetrus CareLink utilizing OMINA Partners IT Solutions, Products and Services contract via the ICPA procurement method. DHS will use CareLink to connect data from all agencies supporting individuals with health, homelessness, substance abuse, and other conditions; they are purchasing an annual subscription for an estimated total amount of \$917,287.00.

The OMINA Partners is a national cooperative contract for IT solutions, products and services. It was awarded to two contractors after a public competitive procurement process that is compliant with Maryland statutes. Market research shows that Tetrus CareLink is available for any state and local government entities, public and private primary, secondary and higher education entities, nonprofit entities and agencies for public benefit, through Omnia Partners cooperative purchasing program.

To establish price reasonableness, the OSP Procurement Officer compared the MSRP to the State's quoted prices. The MSRP shows that the State is receiving a discounted rate for implementation and integration of the software, the implementation of an alert mechanism for hospitals and for the annual subscription. The MSRP for implementation and integration of the aforementioned services are \$175 per hour, compared to the State's quoted average hourly price for these services of \$156 per hour, which shows that the State is receiving an approximate 11% discount. The MSRP for an annual subscription is \$75,000, whereas the State's price is \$69,440.00.

Since SHI's prices were obtained through a competitive procurement conducted by Omnia, 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 CareLink, 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.

<i>Amanda Longacre</i>	05/22/2025
Amanda Longacre, Procurement Officer, DGS OSP	Date
<i>Christopher Hautala</i>	05/22/2025
Christopher Hautala, Associate Director, DGS OSP	Date
<i>Kareen Davis</i>	05/23/2025
Kareen Davis, Director of Procurement Operations, DGS OSP	Date
<i>Linda Dangerfield</i> Linda Dangerfield (May 31, 2025 07:38 EDT)	05/31/2025
Linda Dangerfield, Deputy Chief Procurement Officer, DGS OSP	Date
<i>Atif Chaudhry</i>	05/31/2025
Atif Chaudhry, Secretary, DGS	Date


DGS OSP ICPA POD for DHS Tetrus Carelink OMNIA data connection


Final Audit Report


2025-05-31


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