

**Intergovernmental Cooperative Purchasing Agreement
Procurement Officer's 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 General Services (DGS or Department) intends to participate in an Intergovernmental Cooperative Purchasing Agreement competitively procured by Sourcewell, a State of Minnesota local government unit and service cooperative for managed service and staff augmentation services contract #071321-CEN. This initiative will provide support for incident management augmentation personnel for emergency and disaster response operations to state agencies. The contract also includes FEMA-funded and FEMA-reimbursable language which is advantageous and cost savings to the state.

The solicitation process was conducted through the Sourcewell Procurement Portal. A total of 425 parties expressed interest in the solicitation. The Sourcewell Contract was awarded to five (5) qualified contractors, one of which is 22nd Century Technologies, Inc. Sourcewell evaluated multiple national proposals based on pricing models, organizational capability, and service depth. Contract #071321-CEN was selected as a primary awardee because it offers a highly optimized corporate discount structure tailored for public safety, emergency management, and local government infrastructure.

The anticipated amount for this ICPA is NTE \$40,000,000.

22nd Century Technologies, Inc. is a certified MBE providing managed service and staff augmentation services in the US and Canada. Their experience includes delivery of services to a wide range of government and education sector customers by size and geographic region. The selected provider will deliver comprehensive IT managed services and staff augmentation. Specific tasks include, but are not limited to:

- Emergency Operations Centers (EOC) Support Staff: Provide personnel to staff positions with the State or local jurisdiction.
- EOC support staff may be tasked with the following assignments or tasks:
 - EOC Position Staffing:
 - EOC Management Support
 - EOC Public Information & JIS
 - EOC Operational Coordination
 - EOC Recovery Coordination

- EOC Planning
- EOC Resource Management
- EOC Finance & Administration
- Advisory Support as a Technical Specialist/Subject Matter Expert
- Operational Planning
- Resource Management
- Financial Management

Vendor Competency & Pricing Model Comparison

Instead of localized regional bidding, Sourcewell utilizes national master pricing agreements. The table below depicts how 22nd Century Technologies stand out against their direct cooperative alternatives. Their pricing is determined to be fair, reasonable, and in the best economic interest.

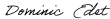
Vendor / Contract	Core Capabilities Relative to Request	Pricing Framework & Model	Price Analysis / Cost-Reasonableness Justification
22nd Century Technologies (#071321-CEN)	IT Managed Services, Staff Augmentation, SOW Projects, and Crisis/Admin Consulting.	Fixed Public Sector Discounts on tiered hourly labor bands. Standardized markup caps.	Highest Value for Mixed Staffing: Eliminates administrative overhead. Balance for embedding continuous improvement and project management roles simultaneously.
CDW Government (CDW-G) (#071321-CDW)	Infrastructure, Cloud Architecture, Hardware Integration, ServiceNow.	Product-plus-service bundles. Project-based Statement of Work (SOW) pricing.	Higher Technical Premium: Excellent for software/hardware rollout but carries higher premiums for generalized emergency management staffing or public affairs roles.
Computer Aid, Inc. (CAI) (#071321-CAI)	IT Contingent Labor, Intelligent Automation, Help Desk.	Regional tier rates indexed dynamically to the Economic Research Institute (ERI) database.	Variable Market Pricing: Dynamic indexing ensures localized accuracy but lacks the predictable, flat-rate stability required for fixed multi-year emergency management grant tracking.
Infojini, Inc. (#071321-INF)	Custom App Development, Staff Augmentation, AI Automation.	Tiered pricing structured strictly by contractor years of experience.	Dev-Centric Modeling: Cost-effective for building software or databases but lacks 22nd Century's administrative, program coordination, and public info service depth.

Price Reasonableness Findings

- **Pre-Negotiated Competitive Rates:** The hourly labor caps provided under Contract #071321-CEN were established during a national, sealed competitive RFP process. They are legally guaranteed to be equal to or lower than the rates 22nd Century offers to commercial entities.
- **Avoidance of Procurement Overhead:** Conducting an independent, local RFP for emergency staff augmentation would take an estimated 90 to 120 days and cost thousands in administrative overhead. Utilizing this contract achieves instant compliance.

Based on the scope of work requiring a mix of IT managed services, deliberate planning, disaster financial management, and public information staffing 22nd Century Technologies provides the most comprehensive and stable cost structure. The contract also includes FEMA-funded and FEMA-reimbursable language which is advantageous and cost savings to the state.

In accordance with COMAR 21.05.09.04, the Procurement Officer has determined that it is in the best interest of the State to participation in the Intergovernmental Cooperative Purchasing Agreement competitively procured by Sourcewell, a State of Minnesota. Additionally, this ICPA method is not intended in any way to evade the purposes set forth under COMAR 21.01.01.03. and therefore, request your approval.

	7/15/2026
Procurement Officer III, DGS OSP	Date
	07/15/2026
Dominic Edet, Associate Director of Procurement DGS OSP	Date
 JAMIE TOMASZEWSKI (Jul 15, 2026 15:34:46 EDT)	07/15/2026
Jamie Tomaszewski, Acting Deputy Chief Procurement Officer DGS OSP	Date
	07/15/2026
Amit Khardori, Deputy Chief Procurement Officer, Infrastructure DGS OSP	Date
 Linda Dangerfield (Jul 15, 2026 18:39:59 EDT)	07/15/2026
Linda Dangerfield, Acting Chief Procurement Officer, DGS OSP	Date