

PROCUREMENT OFFICER'S DETERMINATION
INTERGOVERNMENTAL COOPERATIVE PURCHASING
CONTRACT NO. 222012A & B-IT
GEOGRAPHIC INFORMATION SYSTEM SERVICES

I. EXECUTIVE SUMMARY

This Determination has been executed pursuant to COMAR 21.05.09, Intergovernmental Cooperative Purchasing, to procure a total of ten resources for Geographic Information System (GIS) Services under an Intergovernmental Cooperative Purchasing Agreement of the Department of Information Technology (DOIT), CATS+ Master Contract No. 060B2490023.

II. PROCUREMENT PROCESS

On May 31, 2022, the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) advertised a Request for Proposals (RFP) for GIS Services, for up to two awards for five resources each, for a period of three years, with two, two-year renewal options. The RFP was sent to 235 Master Contractors under Functional Area 4, Geographical Information Systems) of the DOIT CATS+ Master Contract. A preproposal conference was held on June 8, 2022 and nine Master Contractors were in attendance.

Proposals were due on June 24, 2022. Five proposals were received; however, one Offeror, Staffactory, LLC, was deemed not susceptible for award for failure to submit MBE forms with its proposal.

The four remaining Technical Proposals from Infojini, Inc., Johnson, Mirmiran & Thompson (JMT), KCI Technologies, Inc. (KCI) and Rummel, Klepper and Kahl (RKK) were distributed to the evaluation committee. The committee was comprised of the following members:

Cornelius Barmer, Office of Engineering
Carl Henderson, Office of Engineering
Sarah Jones, Office of Engineering

During the technical evaluations, Infojini, Inc. was deemed not responsible and not susceptible for award for failure to retain the resource that was proposed in its technical proposal, as substitution prior to award is not permitted under the CATS+ contract. Both Staffactory and Infojini were notified that their proposals were found not reasonably susceptible for award, the deadline for each to submit a protest has passed, and no protest has been received from either offeror.

Each member reviewed and evaluated the three remaining Technical Proposals. The evaluation committee deemed all three offerors susceptible of being selected for award based on the technical evaluation. Below is the technical ranking:

<u>Offeror</u>	<u>Technical Ranking</u>
JMT	1
KCI	2
RKK	3

On September 22, 2022, the Financial Proposals were opened and evaluated. On September 27, 2022, the Procurement Officer sent a request for Best and Final Offers (BAFOs) to the offerors. In response to the request for BAFOs all three offerors reduced their prices.

Below is the financial BAFO ranking:

<u>Offeror</u>	<u>Financial Total Evaluated Price</u>	<u>BAFO Total Evaluated Price</u>	<u>Financial Ranking</u>
KCI	\$2,130,440.00	\$2,118,667.20	1
RKK	\$2,356,515.20	\$2,353,260.00	2
JMT	\$2,487,160.00	\$2,474,680.00	3

The hourly rates proposed by each offeror do not exceed the maximum hourly rates allowed under the DOIT CATS+ Master Contract No. 060B2490023.

The overall ranking, technical and price combined, is as follows:

<u>Offeror</u>	<u>Overall Ranking</u>
JMT	1
KCI	2
RKK	3

As stated in the RFP, the Technical Proposal held greater weight than price. Although RKK’s Financial BAFO was ranked second lowest, their Technical Proposal was ranked third. RKK is one of the incumbents on the current contract. During the oral presentation, the RKK Partner in Charge did not demonstrate a clear understanding of the contract or the operations of the MPA. RKK geared its technical proposal toward current MPA projects to demonstrate RKK’s understanding of MPA’s current needs but did not offer any advanced solutions for the new contract.

The Evaluation Committee recommends JMT & KCI for award. Although JMT’s financial offer was the highest in price, the technical proposal, the key personnel proposed, and oral presentation outweighed the financials. JMT and KCI are extremely knowledgeable in all technical aspects of the RFP and its required deliverables. JMT and KCI have a high level of technical knowledge, experienced personnel and the ability to coordinate with its wide array of specialized subcontractors. JMT and KCI have demonstrated that they can provide the best GIS, CADD, Asset Management, and Application Development solutions in response to the RFP. JMT and KCI have each successfully demonstrated that its proposals offers the best value and is the most advantageous to the State, MDOT and the MPA. JMT has previously provided MPA with similar GIS services under contracts awarded in 2017, which also were procured under the DOIT CATS+ Master Contract.

On Wednesday, October 12, 2022, RKK received notice that it was not selected for award. RKK requested a debriefing, which was held on October 18, 2022. The deadline for RKK to submit a protest has passed, and no protest from RKK has been received.

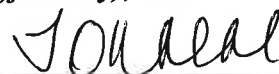
III. DETERMINATION

- A. The DOIT CATS+ Master Contract meets the requirements of an intergovernmental cooperative purchasing agreement under COMAR 21.05.09.01B(2)(a).
- B. It is in the best interest of the MDOT MPA to utilize the DOIT contract because doing so will provide cost benefits to the State; DOIT has already competitively solicited for the CATS+ Master Contract. It will promote administrative efficiencies as DOIT has already deemed JMT and KCI responsible, it is in the best interest of the State, and it is not intended as a means to evade the purposes set forth under COMAR 21.01.01.03.
- C. The award amount is within the funding available.
- D. Making an award under DOIT CATS+ Master Contract No. 060B2490023 will save MDOT MPA the considerable time it will take to prepare a solicitation for public advertisement, obtain necessary approvals prior to publication, publish the solicitation, receive and evaluate proposals, and then complete an award. It will also provide MDOT MPA with contract pricing, procedures, and services identical to those provided by DOIT to other State agencies.
- E. Based on the aforementioned information and in accordance with the State Procurement Regulations, COMAR 21.05.03.04F, "the procurement officer shall make a determination recommending award of the contract to the responsible Offeror whose proposal is determined to be the most advantageous to the State, considering price and the evaluation factors set forth in the request for proposals", it is my determination that JMT and KCI should each be awarded the GIS contract, in the amount of \$1,000,000 each, for a period of three years, with two, two-year renewal options.
- F. Final award will be subject to approval by the Maryland Port Commission and the Board of Public Works, currently scheduled for December 6 and December 21, 2022, respectively.

V. APPROVAL REQUIRED

COMAR 21.05.09.05 provides: "Before awarding or participating in an intergovernmental cooperative purchasing agreement, the procurement officer shall obtain the approval of the primary procurement unit head, and any other approvals as required under this title."

I request your approval, as unit head, to procure as described in this determination, subject to completion of all other requirements of procurement law, fund certification, execution and approval of the contract (including approval by the Office of the Attorney General for form and legal sufficiency), etc.



 Trisha O'Neal
 Procurement Officer

 10/26/22
 Date

APPROVED:



 William P. Doyle Executive Director

 11/04/22
 Date