

MHBE Board Meeting

April 16, 2018

IT Consulting and Technical Support Services Indefinite Delivery, Indefinite Quantity (IDIQ) RFP

Presented by:

Michelle Compton, Procurement Officer

Venkat R. Koshanam, Chief Information Officer

IT Services IDIQ Advantages

Cost Effectiveness

- Competitive pricing for highly qualified resources
- Current IDIQ blended hourly rate is ~30-50% lower than prior FFP IT contract rates

Flexibility

- Ability to on-board resources faster and deliver projects on-time in an environment of changing priorities
- Strong IT State staff that can closely manage resources and successfully execute complex projects makes hiring targeted skill sets advantageous

Lower Risk

- Core system functions are vendor agnostic. Current System Operations vendor and hosting vendor complement the in-house IT team, and assume operational risks
- Risk of vendor non-performance is mitigated through distribution of resources across vendors and by the flexibility to hire replacements quickly

Encourage small business participation

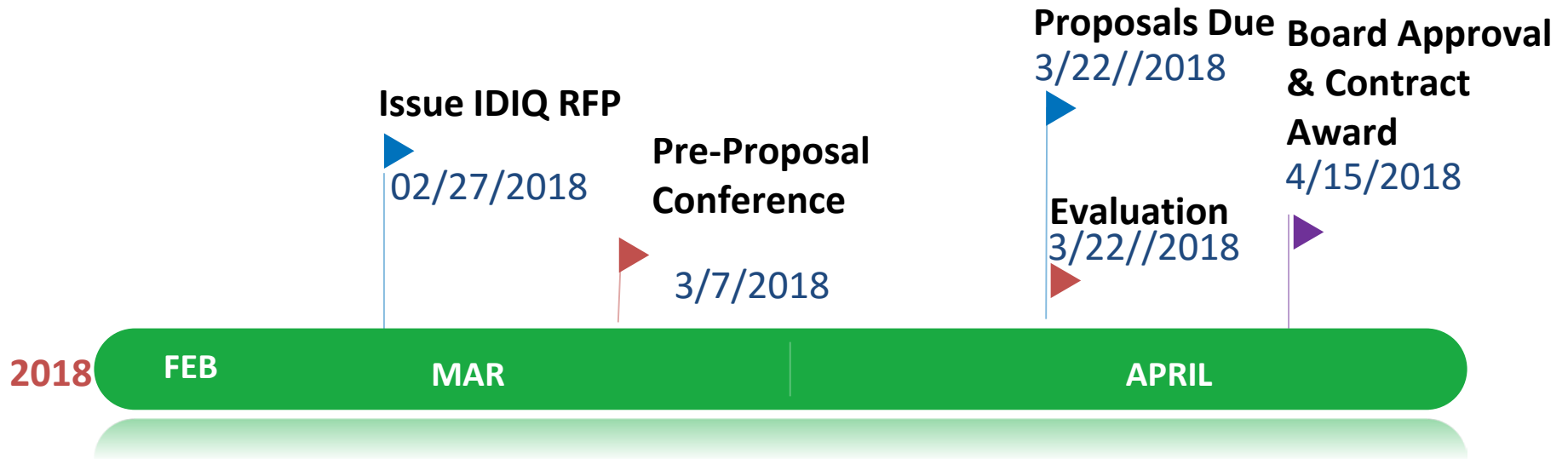
- Small businesses can actively compete to provide limited or niche' services

IT Services IDIQ Functional Areas

Functional Areas

- | | |
|--|---|
| 1. Enterprise Service Provider (ESP) | 6. Information System Security |
| 2. Web and Internet Systems | 7. Application Service Provider |
| 3. Electronic Document Management | 8. IT Auditing, Testing and Quality Assurance Services |
| 4. Software Engineering | 9. IT Management Consulting Services |
| 5. Systems Management and Maintenance | 10. Documentation/Technical Writing |

IT Services IDIQ Procurement Timeline



Recommended Master Contractor Awardees:

Offeror Name	Functional Areas Awarded
22nd Century Technologies, Inc.	1,2,3,4,5,6,7,8,9,10
A P Ventures, LLC	1,2,3,4,5,6,7,8,9,10
AB Innovative Systems Inc.	1,2,3,4,6,7,8,9,10
Acarin Inc	2,4,9
Aditi LLC	2,4,6,7,8,9
Alphident Technologies, Inc.	1,2,3,4,9
ALTEK	1,2,3,4,5,6,7,8,9,10
ANGARAI	1,2,3,4,5,6,7,8,9,10
Apex IT Services	1,2,4,7,9
Aquil Systems Inc	2,3,4,5,6,7,8,9,10
Ardent Technologies, Inc.	1,2,3,4,5,6,7,8,9,10
Arkenstone Technologies	9
Artisys Corporation	1,2,3,4,5,6,7,8,9,10
Aspire Consulting Group LLC	1,2,3,4,5,6,7,8,9,10
ASR Tech Group Inc.	2,4,7,8,9,10
Bourntec Solutions, Inc.	1,2,3,4,5,6,7,8,9,10
CAS Severn, Inc	1,2,3,4,5,6,7,8,9,10
COGENT Infotech Corporation	1,2,3,4,5,6,7,8,9,10
CompuGain Public Services	1,2,3,4,5,8,9,10
COOLSOFT LLC	1,2,3,4,5,6,7,8,9,10
Courage LLC	1,2,3,4,5,6,7,8,9,10
Creative Information Technology, Inc.	1,2,3,4,5,6,7,9,10
Cybermass Solutions Inc.,	1,2,3,4,5,6,7,8,9,10
Debut Infotech LLC	2,4,5,8,9
Devare Solutions	2,4,5,6,7,8,9,10

Recommended Master Contractor Awardees:

<i>Offeror Name</i>	<i>Functional Areas Awarded</i>
DMV Solutions LLC	6,9,10
Dravida	1,2,3,4,5,6,7,8,9,10
Edify Technologies	1,2,3,4,5,6,7,8,9,10
Elegant Enterprise-Wide Solutions, Inc.	1,2,3,4,5,6,7,8,9,10
FAAZ Consulting LLC	1,2,4,5,7,8,9
FEI Systems	1,2,3,4,5,6,7,8,9,10
Focused HR Solutions	1,2,3,4,5,6,7,8,9,10
GANTECH Inc.	1,2,4,5,6,9,10
Global Insights Solutions LLC	8,9,10
Health Management Associates	9
iCloud Solutions	2,4,8,10
iCUBE Sytems, Inc.	2,6,10
IdeaCrew Inc.	1,2,4,7,9
Infojini Inc.	1,2,3,4,5,6,7,8,9,10
InfoTek Corporation	1,2,3,4,5,6,7,8,9,10
Innosoft Corp.	1,2,3,4,5,6,7,8,9,10
Interbase Corporation	1,3,5,6
Intratek Computer Inc.	1,2,3,4,5,6,7,8,9,10
ISoftech Inc.	1,3,5,6,7
J. Cain and Company LLC	1,2,3,4,5,6,8,9,10
Kahibee Services	8
Kollasoft	1,2,3,4,5,6,7,8,9,10
LingaTech Inc.	1,2,4,8,9,10
Matrix Systems and Technologies Inc.	1,3,5,6,7
Mindlance Inc.	1,2,3,4,5,6,8,9,10

Recommended Master Contractor Awardees:

Offeror Name	Functional Areas Awarded
Momentum Inc.	1,2,3,4,5,6,7,8,9,10
MSys, Inc.	2,4,8,10
N-3 Technologies, Inc.	1,2,3,4,5,6,7,8,9,10
Nam Technologies, Inc.,	1,2,3,4,5,6,7,8,9,10
NavX Consulting, LLC	1,3,5,6,7
New Fields Technologies LLC	1,2,3,4,5,6,7,8,9,10
NexSolv	1,2,3,4,5,6,7,8,9,10
NuvTech LLC	1,2,3,4,5,6,7,8,9,10
Perfecta, LLC	1,2,4,5,6,8,9,10
Plenium Corporation	1,2,3,4,5,6,7,8,9,10
Powersolv, Inc.	1,2,3,4,5,6,7,8,9,10
Prayag Technologies	4,8
Preferred Technology Solutions Inc.	1,2,4,5,8,9,10
Public Consulting Group, Inc.	4,6,8,9,10
Quantum Vision	1,2,3,4,5,6,7,8,9,10
RADgov	1,2,3,4,5,6,7,8,9,10
Raise Tech Solutions LLC	4,8
Red Sun Information Systems Corp.	8
Right Technology Partners	4,8
Salem InfoTech	1,2,3,4,5,6,7,8,9,10
Scope Infotech, Inc.	1,2,3,4,5,6,7,8,9,10
Serigor Inc	1,2,3,4,5,6,7,8,9,10
SIXA LLC	1,2,3,4,5,6,7,8,9,10
SM Tech Solutions LLC	1,2,3,4,5,6,7,8,9,10
Solomons International, LLC	1,2,3,4,5,6,7,8,9,10

Recommended Master Contractor Awardees:

Offeror Name	Functional Areas Awarded
Sparksoft Corporation	3,4,8,10
Speridian Technologies LLC	4,8
STLogics Corp	1,2,3,4,5,6,7,8,9
Swift Staffing	2,4,8,9
Technical Specialties Inc.	1,5,6
TechnoGen, Inc.	1,2,3,4,5,6,7,8,9,10
Technomax LLC	1,2,3,4,5,6,7,8,9,10
Technosoft Corp.	1,2,3,4,5,6,7,8,9,10
Telecommunications Development Corporation	1,2,3,4,7,8,9,10
The Canton Group, LLC	1,2,4,5,6,7,8,9
The Consultants Cosortium (TCC)	2,4,7,10
Thought Layer Co.	1,2,3,4,9,10
Trigyn Technologies Inc.	1,2,3,4,5,6,7,8,9,10
Unisoft Technology Inc.	1,2,3,4,5,6,8,9,10
V-Soft Consulting Group, Inc	1,2,3,4,5,6,7,8,9,10
Valsatech Corporation	1,2,3,4,5,6,7,8,9,10
vGroup, Inc.	1,2,3,4,5,6,7,8,9,10
VivSoft Technologies LLC	1,2,3,4,5,6,7,8,9,10
vTech Solution Inc.	1,2,3,4,5,6,7,8,9,10
Yakkay Technologies	2
ZDASS, LLC	1,2,3,4,5,6,7,8,9,10
Zillion Technologies Inc.	1,2,3,4,5,6,7,8,9,10
Zolon Tech Inc.	1,2,3,4,5,6,7,8,9,10

Contract Terms:

- Master Contracts shall be awarded for a **Base Term of Three (3) Years with Two (2) one year options** exercised at the sole discretion of the MHBE.
- For FY 2019, the MHBE is requesting the Board approve a NTE amount of **\$18,200,000.00** for IT Services under this IT Consulting and Technical Support Services IDIQ RFP.

Federal Financial Participation (FFP) : \$ 12,912,900.00

State Financial Participation (SFP) : \$ 5,287,100.00

Proposed Motion:

I move to approve the Agency's recommendation to award Master Contracts to all proposed Master Contract awardees listed in the Procurement Officer's report and to appropriate a not-to-exceed amount of \$18,200,000.00 for the IT Consulting and Technical Support Services IDIQ Contract for FY 2019.