

3-S. DEPARTMENT OF BUDGET AND MANAGEMENT
Division of Procurement Policy & Administration
Services Contract

Contract ID: Small Package Delivery and Express Services; ADPICS # 050B7400005

Contract Description: Statewide contract to provide non-exclusive small package delivery services at a discounted rate.

Award: FedEx Corporate Services, Inc.
Memphis, TN (local offices throughout Maryland)

Term: 11/28/2016 - 11/27/2021

Amount: \$3,500,000 NTE (5 Years)

Procurement Method: Intergovernmental Cooperative Purchasing Agreement

Bids/Proposals: N/A

MBE Participation: None (Single Element of Work)

Incumbent: Same

Requesting Agency Remarks: Request for approval of the State's participation in an Intergovernmental Cooperative Purchasing Agreement competitively procured by the State of Utah as part of the National Association of State Procurement Officers (NASPO) ValuePoint program. The NASPO ValuePoint (formerly NASPO-Western States Contracting Alliance) master contract for small package delivery services has four separate awards to four contractors, one of which is FedEx Corporate Services, Inc. (FedEx).

The Department of Budget and Management seeks to participate in the master contract with FedEx as a non-exclusive contractor. The contract would afford all State agencies, Maryland local governments, and Maryland non-profit entities access to receive discounted shipping rates on FedEx services. Previously, State agencies using FedEx shipping services procured these services individually as needed. The master contract offers discounted pricing projected to decrease annual Statewide spending on FedEx services by half, according to current usage estimates. Depending upon the zones sent to and from, the discounts can be upwards of 50% savings over the list prices.

