

Supplement D  
 Department of Information Technology  
**ACTION AGENDA**  
 March 6, 2019



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**6-IT. DEPARTMENT OF GENERAL SERVICES**  
*eMaryland Marketplace Advantage*

**Contract ID:** eMaryland Marketplace eProcurement Solution  
 DGSR8400113 ADPICS BPO No.: 001B9400355

**Contract Description:** Provide state-of-the-art, commercially-available Software as a Service (SaaS) enterprise-wide, multi-jurisdictional, self-supporting *eMarylandMarketplace* (eMM) eProcurement solution for use by all executive branch State agencies. This solution will also be available for use by any State, local, or Maryland public body.

**Award:** Nitor Partners, LLC, Beachwood, OH

**Term:** 3/8/2019 – 2/28/2029  
 10-year base term with two 5-year renewal options

**Amount:** \$38,166,071 (10-year base term)  
 \$15,782,020 (5-year first option term)  
\$16,544,932 (5-year second option term)  
 \$70,493,023 Total

**Procurement Method:** Competitive Sealed Proposals

**Proposals:**

Offerors	Rankings			
	Technical	Financial	Overall	Evaluated Price
Nitor Partners, LLC Beachwood, OH	1	2	1	\$42,998,741
Sciqwest, Inc., d/b/a Jaggaer Morrisville, NC	2	1	2	\$37,985,410
Perfect Commerce, LLC Newport News, VA	3	3	3	\$44,332,278

**MBE Participation:** 10%

**Incumbent:** Periscope Holdings, Inc., Austin, TX

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**6-IT. DEPARTMENT OF GENERAL SERVICES (cont'd)**  
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**Remarks:** This eProcurement Solution, known as eMaryland Marketplace Advantage or eMMA, results from the Department of General Services, in cooperation with the Department of Information Technology and the Department of Budget and Management, issuing a solicitation for an eProcurement System. The solicitation is in keeping with recommendations from the Governor's 2016 Commission to Modernize State Procurement. Assisting DBM, DoIT, and DGS in the procurement were representatives from the Maryland Department of Transportation, the Comptroller's Office, and the State Treasurer's Office. This procurement brought together the control agencies and procurement staff that will become the new Office of State Procurement within DGS, effective October 1, 2019 (Chapter 590, Laws of Maryland 2017).

A notice of the availability of the Request for Proposals was advertised on *eMaryland Marketplace*. Copies of the solicitation notice were sent directly to 292 prospective vendors, 205 of which are Maryland firms and included 276 MBEs.

Five proposals were received; two of them were determined not to be reasonably susceptible of being selected for award. One offeror did not meet the RFP requirements; the second offeror would not agree to the State's mandatory terms and conditions. Both of these offerors were notified of the determination and were not invited to submit financial proposals.

The three remaining offerors' proposals were ranked. Technical factors had greater weight than financial factors in the overall award determination. Nitor Partners, LLC – which proposed using the Ivalua eProcurement platform – received the #1 technical ranking. The core functionality within Nitor Partners' technical proposal was ranked first when compared to the core functionality offered in the other two technical proposals. Core functionality is defined as implementation (including transition), software licensing, ongoing maintenance and support, training, help desk, and labor hours for work orders. Additionally, the Ivalua eProcurement platform which Nitor Partners proposes, allows for many value-added features beyond the core functionality. It has been determined to include these beneficial features in the eMMA system.

The recommended award to Nitor Partners provides the best value to the State because of the offeror's technical excellence and functionality. Nitor Partners offered technical expertise with required integrations for the Ivalua eProcurement platform. The solution will modernize and optimize not only the State's procurement processes but also finance functions for efficient transactions from requisition to invoice for the State and its suppliers. It will also allow for increased transparency, auditability, and advanced reporting to benefit government leaders and citizens. In addition, eMMA will provide contract management functions to assist State agencies in tracking contract expiration dates and planning upcoming procurements that will help decrease the frequency of contract extensions required to conduct new procurements.

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**Remarks:** *(cont'd)*

The technical advantages provided by Nitor Partners with the Ivalua eProcurement platform were deemed to outweigh the \$5 million difference in price of the offeror ranked second technically with the lowest price. The \$5 million price difference covers the full 20 years of the contract if both five-year renewal options are exercised, which comes to approximately \$250,000 per year.

The *Award Amount* and the *Evaluated Price* are different. The *Evaluated Price* was based upon a pricing model for the core functionality required for the eProcurement solution. Each offeror included core functionality in its financial proposal. The *Award Amount* is based upon the core functionality and value-added modules at fixed-unit prices. The value-added modules deliver additional functionality that provide solutions to current business operational challenges including invoicing, expense management, advanced analytics, program management, integration with FMIS and other State data integration points, contract libraries, and others that the State may use.

The additional services are planned for implementation beginning in the contract's second year. It is anticipated that training for State users and suppliers will begin early in fiscal year 2020.

The contract is a combination fixed-price and indefinite-quantity contract. Fixed price components include implementation, software licensing, and optional features. Indefinite-quantity components include hourly rates for labor categories to be used under work orders.

The contract will be funded by DGS through budget appropriations. The plan is to eventually make the system self-supporting through transaction-based fees.

**Fund Source:** General, Special, and Reimbursable Funds

**Approp. Codes:** HOOD01.01 PCA 44111 (general)  
 HOOD01.01 PCA 44113 (special)  
 HOOD01.01 PCA 44119 (reimbursable)

**Resident Business:** No     **MD Tax Clearance:** 19-0353-0110

**BOARD OF PUBLIC WORKS ACTION – THIS ITEM WAS:**

<b>APPROVED</b>	<b>DISAPPROVED</b>	<b>DEFERRED</b>	<b>WITHDRAWN</b>
<b>WITH DISCUSSION</b>	<b>WITHOUT DISCUSSION</b>		