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February 26, 2018

Procurement Officer's Written Determination

(COMAR 21.05.09.04)

Contract Title/Number: Institutional Realignment (BCCC-FY-18-029)

Type: Services

Why was an Intergovernmental Cooperative Purchasing Agreement chosen as the procurement method rather than a Competitive Sealed Procurement?


Baltimore City Community College (BCCC) requests to participate in an Intergovernmental Cooperative Purchasing Agreement (ICPA) through Prince George's Community College (PGCC) with edBridge Partners, LLC (edBridge). PGCC conducted a competitive procurement through a Request for Proposals (RFP) for a "Consultant for Institutional Realignment" and these services are now needed by BCCC. The PGCC RFP included specific language that "pricing will be extended for use by other State of Maryland Community Colleges".

In an effort to address areas of concern from BCCC's recent Joint Chairman's Report (JCR), dated August, 2016, as mandated by the Maryland General Assembly, concerns of BCCC's current Board of Trustees, and issues surrounding customer service and a drop in enrollment, BCCC intends to use the services provided by edBridge to address the need for a solution provider to review current organizational structure and evaluate its ability to meet institutional goals and objectives, reviewing job titles and making recommendations for modification thereto.

Baltimore City Community College is unique – it is both a State agency and an educational institution. As a result of its uniqueness, BCCC is afforded the opportunity to take advantage of the best pricing, whether governmental or educational, and is requesting permission to proceed under an existing contract in place at PGCC. In this case, participating in an ICPA affords BCCC the best pricing and is the best use of the State's funds. edBridge has engaged with institutions of higher education across the spectrum as the institutions face a range of challenges in response to changing demographics and demands of new approaches to teaching and learning, as well as accountability measures and definitions of success. Strained resources for faculty and staff development and the impending retirement of senior staff create further challenges. Against this backdrop, BCCC is rethinking how high potential faculty and staff can acquire training for leadership and other positions as well as what new organizational structures are needed to meet the institution's goals.

Based on market research and analysis, it has been determined that the pricing for this contract with BCCC is fair and reasonable. Other community colleges have procured similar services with other contractors and all prices were higher (21% - 52%) than the pricing for BCCC.

Therefore, it is in the State's best interest to procure the services of edBridge Partners, LLC through an Intergovernmental Cooperative Purchasing Agreement with Prince George's Community College to: (1) Provide cost benefits to the State, (2) Promote administrative efficiencies, and (3) Promote intergovernmental cooperation. Additionally, this procurement is not intended as a means to evade the purposes set forth under COMAR 21.01.01.03.

Determination by:  2/27/18
Jamie Tomaszewski, Chief of Procurement Officer Date

Approved by:  2/28/18
Marc Nicole, Deputy Secretary, Agency Head Designee Date