

Virtual Procurement Fair

Montgomery County, Maryland

December 9, 2020

Welcome Remarks

Ash Shetty, Chief Procurement Officer & Director

Tiffany Ward, Chief Equity Officer

Marc Elrich, County Executive

Ginanne M. Italiano, President & CEO, Greater Bethesda Chamber of Commerce

Jane Redicker, President & CEO, Greater Silver Spring Chamber of Commerce

Marilyn Balcombe, President & CEO, Gaithersburg-Germantown Chamber of Commerce

- Session 1: 10:00am – 11:00am
IT Commodities and Services
- Session 2: 11:15am – 12:15pm
Construction and Facility Maintenance Services
- Session 3: 12:30pm – 1:30pm
Equipment and Supplies
- Session 4: 1:45pm – 2:45pm
Administrative and Professional Services



Virtual Procurement Fair

Session #1:

December 9, 2020

IT Commodities and Services

Agenda: Session #1

10:00am – 11:00am: IT Commodities and Services

- Order of Department Presentations
 - Department of Technology Services (DTS)
 - Public Libraries (LIB)
 - Alcohol Beverage Services (ABS)
- Q&A



Department of Technology Services Overview

December 9, 2020



MCG's Decentralized IT Model

- Montgomery County uses a decentralized model to deliver technology services.
- Departmental IT planning and resources are employed in parallel with centralized Department of Technology Services (DTS) functions and responsibilities to meet the needs of the County as a whole.
- While many Departments rely on DTS to provide enterprise services, the are in fact ***more IT staff employees working outside DTS in departments and offices than within DTS.***



Department of Technology Services (DTS)

- DTS provides consulting and innovative technology solutions to facilitate the delivery of a wide range of services in all branches of government
- DTS Approved Operating Budget for FY21 is \$43.3M, which includes 165.25 full time equivalent positions
- In 2019, Montgomery County was ranked the Top Digital County by the Center for Digital Government (5th #1 Ranking in 13 years).



DTS Contract “Goods and Services”

- Professional Services
 - MCCATS & LCATS
- IT Commodities
- Cable/Wiring Equipment & Services
- Desktop Computer Modernization
- GIS Software
- Open Data Platform Services
- Cable Media and Production Services
 - Closed Captioning Services
 - PEG Channel Marketing Services
 - Programming & Production Services
 - Playback Automation Services
 - Storage Area Network (SAN)
- Computer Aided Dispatch (CAD)
- Public Safety Systems
- Hosting & Disaster Recovery
- IT Hardware Maintenance
- Telephone Platform Solutions
- Telecommunications Services
- 800 MHz Radio System Services
- Radio System Installation & Repair
- Radio Parts & Equipment
- ERP Planning Software



MCCATS & LCATS Professional Services

- How does the County use MCCATS & LCATS
 - Currently, each professional services contract has 8 participating vendors
 - Each vendor proposes hourly rates for all specified labor categories (on-site and off-site)
 - The County issues a Task Order Proposal Request (TOPR) to all MCCATS or LCATS vendors when professional services are needed
 - The TOPR contains all relevant information, such as TOPR Closing Date, Scope of Work, Deliverables, Minimum Job Requirements, Expected Duration, Evaluation Criteria & Weight
 - The County evaluates all responses, schedules interviews and selects a candidate according to the Evaluation Criteria & Weight



MCCATS vs. LCATS

- How does the County decide whether to use MCCATS or LCATS?
 - MCCATS is open to all vendors, LCATS is for vendors participating in the LSBRP program (local small businesses)
 - Task Orders can only be sent to one CATS group at a time, not both.
 - However, if there is no satisfactory candidate after the evaluation process has completed, the same process can be utilized for the second CATS group.
 - Beginning in 2020, new Task Orders alternate between MCCATS and LCATS Contract Series.



MCCATS & LCATS RFPs

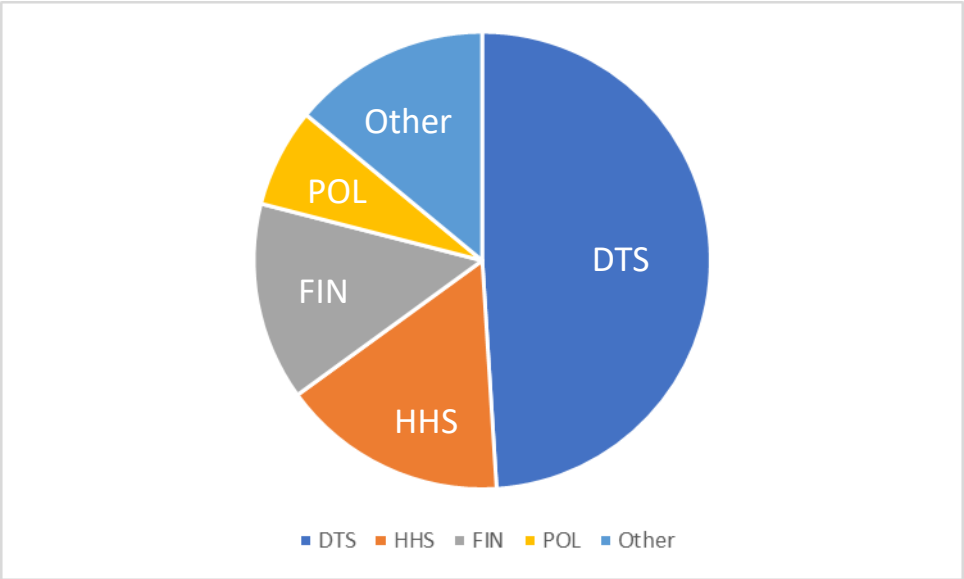
- Estimated Annual Business = \$22M (combined)
- LSBRP Consulting and Technical Services (LCATS)
 - LSBRP = Local Small Business Reserve Program
 - LCATS-2 Contract Expiration: 10/07/2021
 - LCATS-3 RFP Posted in March 2020 -> Proposal Evaluations in Progress
 - 12 Vendors will be selected for LCATS-3
- Montgomery County Consulting and Technical Services (MCCATS)
 - MCCATS-2 Contract Expiration: 6/12/2021*
 - MCCATS-2 RFP Planned for 1Q 2021
 - 8 Vendors will be selected for MCCATS-3



MCCATS Usage Statistics

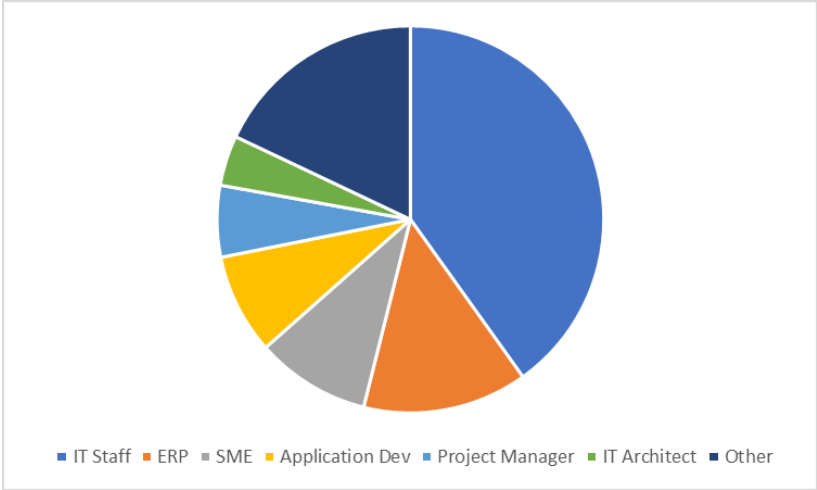
Percentage of contractors by Department:

- Technology Services (DTS) 49%
- Health & Human Services (HHS) 16%
- Finance (FIN) 14%
- Police (POL) 7%
- Other Departments 14%



Top Labor Categories (series):

- IT Staff 40%
- ERP 14%
- SME 10%
- Applications Development 8%
- Project Management 6%
- IT Architect 4%
- Other Labor Categories 18%





IT Commodities Contract Series

- IT Commodities (Series of Contracts)
 - The County has awarded IT Commodities contracts with 7 vendors, pursuant to RFP issued in 2014
 - The County issues a Request for Quotation (RFQ) outlining the County's IT commodity and associated services requirements to all contracted IT Commodities vendors
 - The County reviews the quotes received and selects the quotation that best meets the County's requirements
 - This process is designed to ensure competitive prices are submitted for all IT Commodities and associated services required by the County
- IT Commodities
 - Estimated Annual Business: \$12.5M
 - Contract Expiration: 09/25/2021*
 - RFP Planned in 2021



IT Commodities - Examples

- Examples of IT Commodities purchased under these contracts include:
 - COTS Software products, installation, training, maintenance
 - IT Hardware such as specialized servers, custom desktop computers, custom laptops, monitors, printers, plotters, scanners, hard drives, network equipment, telecommunications equipment, cable TV equipment, etc.
 - The County may also purchase services associated with IT Commodities purchased including installation, training and maintenance plans and services offered by the original equipment manufacturer or software developer.
- Examples of items NOT included under this contract:
 - Consumable products such as toner, paper, CDs or other office products
 - Copiers
 - Cellular telephones and service



IT Solicitation Summary

- In progress
 - LCATS (Professional Services for Local, Small Businesses)
- Planned for 2021
 - MCCATS (Professional Services)
 - IT Commodities
 - Desktop Computer Modernization
 - Cable & Media Production Services (TBD)



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Department of Public Libraries

- Montgomery County Public Libraries offers free and equal access to services and resources that connect the people of Montgomery County to ideas and information which sustain and enrich their lives.
- Contract Administrator Contact information:
 - James Donaldson, Assistant Director,
james.donaldson@montgomerycountymd.gov;
 - Noah Stone, Admin Specialist II,
noah.stone@montgomerycountymd.gov.
- MCPL looks for reliable vendors focused on providing quality products and services customized to meet the needs of our library customers and staff.
- MCPL has contracts for Library Materials, Library Cards, Self Checkout Machines, Software, and Collection Services.



Department of Public Libraries

- Upcoming solicitations:
 - Materials Recovery - to collect overdue library materials, fines and fees, and to make automated notifications to library customers.
 - Video Relay Services - to provide free video relay equipment and interpreter services to the employees and citizens of Montgomery County who are deaf, hard of hearing, late deafened, deaf-blind, or speech impaired.

Alcohol Beverage Services



Alcohol Beverage Services

- Upcoming Solicitations:
 - Retail Point of Sales System
- Contact Information
 - Courtney Orsini
 - Courtney.Orsini@montgomerycountymd.gov

Questions?

Please type your questions
in the chat box.



Thank you for attending!

Please fill out our brief survey
See the chat box for the link