

Supplement D
Department of Information Technology
ACTION AGENDA
May 24, 2017

Supplemental



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6-IT. DEPARTMENT OF INFORMATION TECHNOLOGY

Contract ID: DoIT Cloud Solutions Contract
for Amazon Web Services
ADPICS BPO No.: 060B7400091

Contract Description: Provide Amazon Web Services to State agencies

Awards: Deloitte Consulting LLP, Minneapolis, MN

Term: 7/1/2017* – 6/30/2022 (*or earlier upon Board approval)

Amount: \$15,000,000

Procurement Method: Intergovernmental Cooperative Purchase Agreement
Contract: State of Utah/NASPO ValuePoint Cloud Solutions
#AR2479

MBE Participation: None

Remarks: Reference is made to DoIT Item 5-IT (4/26/2017) in which the Board of Public Works approved DoIT entering into a \$50 million agreement to procure Amazon Web Services specifically for the Department of Human Resources' MD Think initiative. The vehicle for that agreement with Deloitte Consulting LLP is an intergovernmental cooperative purchase agreement procured by the National Association of State Procurement Officials (NASPO) ValuePoint.

DoIT is now recommending that the Board approve the award of a separate Cloud Solutions contract to the same contractor through which State agencies will obtain Amazon Web Services on an as-needed basis. DoIT has determined that participation in the NASPO ValuePoint Cloud Solutions cooperative purchase agreement is again the most appropriate way to provide Statewide access to Amazon Web Services while realizing significant cost-benefits through pre-negotiated volume pricing and avoiding duplicative procurement efforts.

State agencies' need for cloud-based services is significant; in response, DoIT has made available to State programs cloud-based services from Salesforce, Microsoft (Dynamic and Azure), and Amazon. Agencies currently using Amazon Web Services include DBM, DoIT, MDOT Headquarters, MVA, MSDE and the College Savings Plan. This proposed award is intended to ensure that Amazon Web Services presently in use remain available without a gap in service that would impact program missions by providing a procurement vehicle for continued Statewide use.



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6-IT. DEPARTMENT OF INFORMATION TECHNOLOGY (cont'd)

Remarks: (cont'd)

The contract award will provide access to a full range of cloud services:

- Software-as-a-service (SaaS) delivers software deployed over the Internet as a service to use on an on-demand basis
- Platform-as-a-service (PaaS) delivers a development platform on which software developers can build new applications
- Infrastructure-as-a-service (IaaS) delivers computing infrastructure as a service such as server, storage and network equipment

The ten-year NASPO ValuePoint intergovernmental cooperative purchase agreement for cloud services is the result of a competitive procurement process, developed and led by the State of Utah with a team of procurement and IT professionals from eight states. That process resulted in awards to 38 companies to provide cloud infrastructure services.

DoIT determined that 20 of the 38 contractors can deliver all three cloud services – SaaS, IaaS and PaaS – that State agencies demand. DoIT evaluated these 20 contractors to further determine who best meets the State’s needs and provides the best value. Evaluation criteria included:

- *Services provided:* DevOps, infrastructure, Microsoft product experience, automation, agile development, cloud migration, training
- *Product portfolio:* Amazon Web Services products/services offered
- *Cost:* service/support prices, discount level, labor prices
- *Security:* FedRAMP certifications, firewalls, security standard compliance (NIST, IRS 1075)

This evaluation led DoIT to determine that Deloitte Consulting, LLP has the broadest catalog of Amazon Web Services products and services meeting the State’s needs and offers Amazon Web Services product discounts and labor rates most advantageous to the State. Accordingly, DoIT seeks approval to enter into contract with Deloitte to accommodate current and anticipated demand for Amazon Web Services products and services.

There is no MBE goal for this contract because there are no sub-contracting opportunities.

Fund Source:	Various	Approp. Code:	Various
Resident Business:	No	MD Tax Clearances:	17-0979-1111

BOARD OF PUBLIC WORKS ACTION – THIS ITEM WAS:

APPROVED

DISAPPROVED

DEFERRED

WITHDRAWN

WITH DISCUSSION

WITHOUT DISCUSSION