



State of Maryland
Department of Information Technology

LARRY HOGAN
Governor
BOYD K. RUTHERFORD
Lieutenant Governor

MICHAEL G. LEAHY
Acting Secretary
LANCE SCHINE
Deputy Secretary

September 29, 2017

Special Secretary Jimmy Rhee
Governor's Office of Minority Affairs
100 Community Place
Crownsville, MD 21032

Secretary Peter K. Rahn
Maryland Department of Transportation
7201 Corporate Center Drive
Hanover, MD 21076

The Honorable Anthony Muse
Co-Chair, Joint Committee on Fair Practices and Personnel Oversight
Miller Senate Office Building, Room 420
11 Bladen Street
Annapolis, MD 21401

The Honorable Adrienne Jones
C-Chair, Joint Committee on Fair Practices and Personnel Oversight
House Office Building, Room 312
6 Bladen Street
Annapolis, MD 21401

Dear Special Secretary Rhee, Secretary Rahn, Senator Muse, and Delegate Jones:

In accordance with SF § 14-305(a)(1) and HB 362/Ch. 9, 2008, enclosed is the Department of Information Technology's Annual Minority Business Enterprise (MBE) Procurement Report. This report was prepared by DoIT's Division of Procurement and reflects procurement activity during FY 2017.

If you have any questions about the attached report, please contact Carla Thompson, MBE Liaison, DoIT, at (410) 697-9667.

Sincerely,

Albert G. Bullock
Assistant Secretary for Administration

Enclosure

cc: Sachin Bhatt, Director, Procurement & Contract Management, DoIT
Barbara Wilkins, Director, Government Relations, DBM

MSAR #8532, SF § 14-305(a)(1) and HB 362/Ch. 9, 2008

Total Contract Awards by Procurement Categories

| Procurement Category | Total # All Prime Contracts (Including MBE) | Total All Prime Contracts Dollar Value Awarded (Including MBE) | Total # of Prime Contract Waivers | Total Dollar Value of Prime Contract Waivers | Total # MBE Prime Contracts Awarded | Total MBE Prime Contract Dollar Value Awarded | Total # MBE Subcontracts Awarded | Total MBE Subcontract Dollar Value Awarded | Total # of MBE Contracts Awarded- Prime & Sub | Total \$ of MBE Contracts Awarded- Prime & Sub | Total MBE Participation Percentage |
|--|---|--|-----------------------------------|--|-------------------------------------|---|----------------------------------|--|---|--|------------------------------------|
| Architectural | | | | | 0 | \$0 | 0 | \$0 | 0 | \$0 | 0.00% |
| Engineering | | | | | 0 | \$0 | 0 | \$0 | 0 | \$0 | 0.00% |
| Construction | | | | | 0 | \$0 | 0 | \$0 | 0 | \$0 | 0.00% |
| Construction Related Services | | | | | 0 | \$0 | 0 | \$0 | 0 | \$0 | 0.00% |
| Maintenance | 1 | \$10,000 | | | 0 | \$0 | 0 | \$0 | 0 | \$0 | 0.00% |
| Services | 23 | \$50,176,567 | | | 7 | \$150,821 | 0 | \$0 | 7 | \$150,821 | 0.30% |
| Supplies & Equipment | 27 | \$40,463 | | | 2 | \$2,895 | 0 | \$0 | 2 | \$2,895 | 7.15% |
| IT Services | 58 | \$26,121,998 | | | 9 | \$893,819 | 8 | \$1,896,604 | 17 | \$2,790,423 | 10.68% |
| IT Supplies & Equipment | 40 | \$2,016,951 | | | 10 | \$254,507 | 0 | \$0 | 10 | \$254,507 | 12.62% |
| Human, Cultural, Social & Educational Services | | | | | 0 | \$0 | 0 | \$0 | 0 | \$0 | 0.00% |
| Corporate Credit Card | 332 | \$380,705 | | | 20 | \$37,806 | | | 20 | \$37,806 | 9.93% |
| Direct Voucher | 0 | \$0 | 0 | \$0 | 0 | \$0 | | | 0 | \$0 | 0.00% |
| Totals | 481 | \$78,746,684 | 0 | \$0 | 48 | \$1,339,848 | 8 | \$1,896,604 | 56 | \$3,236,452 | 4.11% |

Note(s): There were a number of large procurements with no MBE goal set (\$50M Amazon cloud services, \$19M other cloud/SaaS solutions for a total of about \$69M) MBE participation will be considered for implementation or training services if required in the future. There is an additional \$8M in exclusions (not included in the overall award amount) for telecommunications, which affected the overall MBE participation. Excluding cloud/SaaS solutions, the MBE goal would be 33%.

Authorized by: Albert G. Bullock, Assistant Secretary for Administration
 Printed Name and Title

Date: 10/17/17

Prepared by: Carla Thompson, MBE Liaison
 Printed Name and Title

Date: 10/16/17

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Total MBE Subcontract Awards by MBE Classifications and Procurement Categories

| Procurement Category | | African American | Asian | Hispanic | Native American | Women | African American Women | Asian Women | Hispanic Women | Native American Women | Disabled | Non-Profit (Certified) | Community Service Provider | Disadvantaged | Total | |
|--|----------------|------------------|-------|----------|-----------------|-----------|------------------------|-------------|----------------|-----------------------|----------|------------------------|----------------------------|---------------|-------|-------------|
| Architectural | Total Dollars | | | | | | | | | | | | | | | \$0 |
| | # of Contracts | | | | | | | | | | | | | | | 0 |
| Engineering | Total Dollars | | | | | | | | | | | | | | | \$0 |
| | # of Contracts | | | | | | | | | | | | | | | 0 |
| Construction | Total Dollars | | | | | | | | | | | | | | | \$0 |
| | # of Contracts | | | | | | | | | | | | | | | 0 |
| Construction Related Services | Total Dollars | | | | | | | | | | | | | | | \$0 |
| | # of Contracts | | | | | | | | | | | | | | | 0 |
| Maintenance | Total Dollars | | | | | | | | | | | | | | | \$0 |
| | # of Contracts | | | | | | | | | | | | | | | 0 |
| Services | Total Dollars | | | | | | | | | | | | | | | \$0 |
| | # of Contracts | | | | | | | | | | | | | | | 0 |
| Supplies & Equipment | Total Dollars | | | | | | | | | | | | | | | \$0 |
| | # of Contracts | | | | | | | | | | | | | | | 0 |
| IT Services | Total Dollars | \$940,502 | | | | \$956,102 | | | | | | | | | | \$1,896,604 |
| | # of Contracts | 4 | | | | 4 | | | | | | | | | | 8 |
| IT Supplies & Equipment | Total Dollars | | | | | | | | | | | | | | | \$0 |
| | # of Contracts | | | | | | | | | | | | | | | 0 |
| Human, Cultural, Social & Educational Services | Total Dollars | | | | | | | | | | | | | | | \$0 |
| | # of Contracts | | | | | | | | | | | | | | | 0 |
| Totals | Total Dollars | \$940,502 | \$0 | \$0 | \$0 | \$956,102 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,896,604 |
| | # of Contracts | 4 | 0 | 0 | 0 | 4 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 8 |

Total MBE Prime Contract Awards by MBE Classifications and Procurement Categories

| Procurement Category | | African American | Asian | Hispanic | Native American | Women | African American Women | Asian Women | Hispanic Women | Native American Women | Disabled | Non-Profit (Certified) | Community Service Provider | Disadvantaged | Total | |
|--|----------------------|------------------|-----------------|-----------------|-----------------|------------------|------------------------|-------------|----------------|-----------------------|------------|------------------------|----------------------------|---------------|------------|--------------------|
| Architectural | Total Dollars | | | | | | | | | | | | | | | \$0 |
| | # of Contracts | | | | | | | | | | | | | | | 0 |
| Engineering | Total Dollars | | | | | | | | | | | | | | | \$0 |
| | # of Contracts | | | | | | | | | | | | | | | 0 |
| Construction | Total Dollars | | | | | | | | | | | | | | | \$0 |
| | # of Contracts | | | | | | | | | | | | | | | 0 |
| Construction Related Services | Total Dollars | | | | | | | | | | | | | | | \$0 |
| | # of Contracts | | | | | | | | | | | | | | | 0 |
| Maintenance | Total Dollars | | | | | | | | | | | | | | | \$0 |
| | # of Contracts | | | | | | | | | | | | | | | 0 |
| Services | Total Dollars | \$47,880 | | | | \$102,941 | | | | | | | | | | \$150,821 |
| | # of Contracts | 2 | | | | 5 | | | | | | | | | | 7 |
| Supplies & Equipment | Total Dollars | | | | | \$2,895 | | | | | | | | | | \$2,895 |
| | # of Contracts | | | | | 2 | | | | | | | | | | 2 |
| IT Services | Total Dollars | \$759,888 | | \$26,772 | | \$107,159 | | | | | | | | | | \$893,819 |
| | # of Contracts | 3 | | 1 | | 5 | | | | | | | | | | 9 |
| IT Supplies & Equipment | Total Dollars | | | | | \$254,507 | | | | | | | | | | \$254,507 |
| | # of Contracts | | | | | 10 | | | | | | | | | | 10 |
| Human, Cultural, Social & Educational Services | Total Dollars | | | | | | | | | | | | | | | \$0 |
| | # of Contracts | | | | | | | | | | | | | | | 0 |
| Corporate Credit Card | Total Dollars | | \$11,453 | | | \$26,353 | | | | | | | | | | \$37,806 |
| | # of Contracts | | 7 | | | 13 | | | | | | | | | | 20 |
| Direct Voucher | Total Dollars | | | | | | | | | | | | | | | \$0 |
| | # of Contracts | | | | | | | | | | | | | | | 0 |
| Total | Total Dollars | \$807,768 | \$11,453 | \$26,772 | \$0 | \$493,855 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,339,848 |

| | | | | | | | | | | | | | | |
|----------------|---|---|---|---|----|---|---|---|---|---|---|---|---|----|
| # of Contracts | 5 | 7 | 1 | 0 | 35 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 48 |
|----------------|---|---|---|---|----|---|---|---|---|---|---|---|---|----|

Total MBE Prime and Subcontract Awards by MBE Classifications and Procurement Categories

| Procurement Category | African American | Asian | Hispanic | Native American | Women | African American Women | Asian Women | Hispanic Women | Native American Women | Disabled | Non-Profit (Certified) | Community Service Provider | Disadvantaged | Total |
|--|------------------|-------------|----------|-----------------|-------|------------------------|-------------|----------------|-----------------------|----------|------------------------|----------------------------|---------------|-------------|
| Architectural | Total Dollars | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| | # of Contracts | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Engineering | Total Dollars | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| | # of Contracts | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Construction | Total Dollars | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| | # of Contracts | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Construction Related Services | Total Dollars | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| | # of Contracts | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Maintenance | Total Dollars | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| | # of Contracts | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Services | Total Dollars | \$47,880 | \$0 | \$0 | \$0 | \$102,941 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$150,821 |
| | # of Contracts | 2 | 0 | 0 | 0 | 5 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7 |
| Supplies & Equipment | Total Dollars | \$0 | \$0 | \$0 | \$0 | \$2,895 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$2,895 |
| | # of Contracts | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| IT Services | Total Dollars | \$1,700,390 | \$0 | \$26,772 | \$0 | \$1,063,261 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$2,790,423 |
| | # of Contracts | 7 | 0 | 1 | 0 | 9 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 17 |
| IT Supplies & Equipment | Total Dollars | \$0 | \$0 | \$0 | \$0 | \$254,507 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$254,507 |
| | # of Contracts | 0 | 0 | 0 | 0 | 10 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 10 |
| Human, Cultural, Social & Educational Services | Total Dollars | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| | # of Contracts | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Corporate Credit Card | Total Dollars | \$0 | \$11,453 | \$0 | \$0 | \$26,353 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$37,806 |
| | # of Contracts | 0 | 7 | 0 | 0 | 13 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 20 |
| Direct Voucher | Total Dollars | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| | # of Contracts | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | Total Dollars | \$1,748,270 | \$11,453 | \$26,772 | \$0 | \$1,449,957 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$3,236,452 |
| | # of Contracts | 9 | 7 | 1 | 0 | 39 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 56 |
| % of Contract Awards | 2.22% | 0.01% | 0.03% | 0.00% | 1.84% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 4.11% |

Total Contract Awards from Form 1 \$78,746,684