




June 5, 2023

FISCAL AND POLICY NOTE

TO: Jennifer A. Jenkins
Council Administrator

William M. Hunt
Deputy Council Administrator

THRU: Josh Hamlin p.p. 
Director of Budget and Policy Analysis

FROM: Roger Banegas 
Legislative Budget and Policy Analyst

RE: Policy Analysis and Fiscal Note
CR-051-2023, Contract Approvals – Multiyear (Office of Information Technology)

CR-051-2023 (*Proposed and introduced by:* The Chair of the Council at the request of the County Executive)

Assigned to the Government Operations and Fiscal Policy (GOFP) Committee

A RESOLUTION CONCERNING CONTRACT APPROVALS for the purpose of approving various multiyear contracts for the Office of Information Technology.

Fiscal Summary

Direct Impact:

Expenditures: Additional Fiscal Years (FY) 2024, 2025, and 2026 expenditures of \$78,935,062.

Revenues: N/A.

Indirect Impact:

None.

Legislative Summary:

CR-051-2023, proposed by the Chair at the request of the County Executive and sponsored by Council Members Dernoga and Burroughs, was presented on May 16, 2023, and referred to the Government Operations and Fiscal Policy Committee (GOPF). CR-051-2023 would approve 1 approve various County contracts for software products, Geographic Information System (GIS) license and hosting, audio-visual modernization, security operations and software, IT hardware, consultant and technical services, digitization, data center hosting, desk, and telecommunication services.

Current Law/Background:

Under Section 819¹ of the Charter for Prince George's County, Maryland, the County Council must approve, by resolution, all multiyear contracts exceeding an aggregate of Five Hundred Thousand Dollars (\$500,000). Further, in accordance with Section 10-105(c)² of the Prince George's County Code, the County Executive must annually submit a report listing certain multiyear personal service contracts for the coming fiscal year exceeding an aggregate of One Hundred Thousand Dollars (\$100,000) per contractor, and all other executory multiyear contracts for the coming fiscal year exceeding an aggregate of Five Hundred Thousand Dollars (\$500,000), as budgeted, for public review, comment, and approval action by the County Council.

Resource Personnel:

- Amber C. Hendricks, Office of Management and Budget
 - Crystal Adair, Office of Management and Budget
 - Frederina Tidwell-Simms, Office of Information Technology
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Discussion/Policy Analysis:

The contracts subject to approval are detailed within Attachments A through L to the Resolution. They are as follows:

- **Attachment A** includes a multiyear services contract for Microsoft Suite Products from Microsoft over Fiscal Years 2024, 2025, and 2026, with an effective date of July 1, 2023, in the estimated amount of \$16,833,226.
- **Attachment B** includes a multiyear services contract for GIS Enterprise License Agreement and hosting from Environmental Systems Research Institute (ESRI) over Fiscal

¹ [Sec. 819. Appropriation Control and Certification of Funds.](#)

² [Sec. 10-105. Submission of Budget to Council.](#)

Years 2024, 2025, 2026, 2027, 2028, and 2029 with an effective date of October 1, 2023, in the amount of \$5,258,362.

- **Attachment C** includes a multiyear services contract from Various Audio Visual (AV) Suppliers, such as GMG Media World, LLC and E-Logic, Inc, over Fiscal Years 2024, 2025, and 2026, with an effective date of July 1, 2023, in the estimated amount of \$3,000,000.
- **Attachment D** includes a multiyear services contract for SmartNet from E-Plus Technology, Inc. over Fiscal Years 2024, 2025, and 2026, with an effective date of July 1, 2023, in the estimated amount of \$2,085,687.
- **Attachment E** includes a multiyear services contract for Security Operations Center (SOC) from E-Plus Technology, Inc. over Fiscal Years 2024, 2025, and 2026, with an effective date of July 1, 2023, in the estimated amount of \$1,738,272.
- **Attachment F** includes a multiyear services contract for IT hardware services from Various Supplies, such as Oakland Consulting Group, N2Grate, and CDW Government, over Fiscal Years 2024, 2025, and 2026, with an effective date of October 1, 2023, in the estimated amount of \$3,000,000.
- **Attachment G** includes a multiyear services contract for Various Suppliers of commercial software, such as CAS Severn and Carahsoft, over Fiscal Years 2024, 2025, and 2026, with an effective date of September 1, 2023, in the estimated amount of \$3,578,685.
- **Attachment H** includes a multiyear services contract from thirty-one (31) Various IT Professional Consultant Technical Services, such as Broadband Connections, CloudForce, Infojini, Inc., and SNAP, Inc, over Fiscal Years 2024, 2025, and 2026, with an effective date of July 1, 2023, in the estimated amount of \$31,414,099.
- **Attachment I** includes a multiyear services contract for Various Suppliers of Digitization of Files and Documents, such as Metropolitan Archives and NGEN, LLC, over Fiscal Years 2024, 2025, and 2026, with an effective date of July 1, 2023, in the estimated amount of \$1,500,000.
- **Attachment J** includes a multiyear services contract for Data Center Hosting from NGEN over Fiscal Years 2024, 2025, 2026, 2027, and 2028 with an effective date of July 1, 2023, in the estimated amount of \$5,531,000.
- **Attachment K** includes a multiyear services contract for Telecommunication Platform and Services from Avaya Corporation (Avaya) over Fiscal Years 2024, 2025, and 2026, with an effective date of January 1, 2024, in the estimated amount of \$4,170,131.
- **Attachment L** includes a multiyear services contract for Wireless Telecommunication Utility Services from Verizon Wireless over Fiscal Years 2024, 2025, and 2026, with an effective date of January 1, 2024, in the estimated amount of \$825,600.

The maximum disbursement amount of the contracts for FY 2024 through FY 2026 is approximately \$78,935,062. All contracts have an optional extension available should it be required.

By Attachment and Vendors, the FY 2024 through FY 2026 cost breakdown is as follows:

Attachment/Vendor	Purpose	Term
A – Microsoft	Renew terms of existing Suite of Microsoft Products being used Countywide.	Three years with optional extension coterminous with award
B – ESRI	Renew the terms of the existing GIS Enterprise License Agreement and hosting.	Three years with three (3) optional one-year extensions
C – Multiple Vendors	Renew the terms of the AV/conference room modernizations contracts with various suppliers.	Five years with optional three (3)-year extensions
D – E-Plus Technology, Inc.	Renew the terms and services with SmartNet.	Three years with optional three (3) year extensions
E – E-Plus Technology, Inc.	Renew the terms and services with E-Plus Technologies for the Security Operations Center (SOC).	Three years with optional three (3) extensions
F – Multiple Vendors	Renew the terms of the IT Hardware, Peripherals, and services with various suppliers.	Four years with optional one-year extension
G – Multiple Vendors	Renew the terms and service agreement with resellers of commercial off-the-shelf Software.	Four years with optional one-year extensions
H – Multiple Vendors	Renew the terms and agreements with various IT Professional Consultants for Technical Services as needed. All mandate CBSB, MBE utilization.	Five years with optional three (3) year extensions
I – Multiple Vendors	Renew the terms and agreements of files, and documentation digitization efforts with various suppliers.	Two years with optional one-year extension
J – NGEN	Renew the terms and agreement of the existing Data Center Hosting (Data Bridge), System Management, IT Experts contract with NGEN.	Five years with optional one-year extension
K – Avaya	Renew the terms and agreement of the existing Telecommunication Platform and services contract with Avaya.	Three years with optional one-year extension
L – Verizon Wireless	Renew the Terms and agreement of the existing telecommunication utility services contract with Verizon Wireless.	Three years with optional one-year extension

Fiscal Impact:

Direct Impact

Adoption of CR-051-2023 will have an adverse fiscal impact as it would authorize contracts resulting in additional expenditures of \$78,935,062 between Fiscal Years 2024 through 2029 and should not have an impact on revenues.

Below is a breakdown of the maximum amount of disbursement obligations per Attachment for FY 2024:

Attachment A:	\$ 5,040,100
Attachment B:	\$ 716,796
Attachment C:	\$ 1,000,000
Attachment D:	\$ 695,229
Attachment E:	\$ 579,424
Attachment F:	\$ 1,000,000
Attachment G:	\$ 1,124,100
Attachment H:	\$ 9,866,700
Attachment I:	\$ 500,000
Attachment J:	\$ 1,106,200
Attachment K:	\$ 1,515,646
<u>Attachment L:</u>	<u>\$ 275,200</u>
Total:	\$23,419,395

Indirect Impact

Adoption of CR-051-2023 will not have an indirect fiscal impact.

Appropriated in the Current Fiscal Year Budget

No, however, the cost of the contracts is included in the proposed FY 2024 budget.

Effective Date of Proposed Legislation:

The proposed Resolution shall be effective on the date of adoption.

If you require additional information, or have questions about this fiscal impact statement, please call me.