October 16, 2025

FISCAL AND POLICY NOTE

TO: Colette R. Gresham, Esq.
Acting Council Administrator

Karen T. Zavakos, Esq.
Acting Deputy Council Administrator

THRU: Lavinia Baxter
Senior Legislative Budget and Policy Analyst

FROM: Roger G. Banegas
Legislative Budget and Policy Analyst

RE: Policy Analysis and Fiscal Impact Statement
CR-128-2025 Contract Approvals – Multiyear Contracts for the Office of Information Technology

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CR-128-2025 (*Proposed and introduced by:* The Chair of the Council at the request of the County Executive)

Assigned to the Committee of the Whole

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 expenditures of approximately $21,541,707 in Fiscal Year 2026.

Revenues: No revenue impact likely.

Indirect Impact:

Likely favorable.

Legislative Summary:

CR-128-2025[1], proposed by the Chair at the request of the County Executive and sponsored by Council Members Burroughs, Watson, and Hawkins, was introduced on October 14, 2025, and referred to the Committee of the Whole (COW). CR-128-2025 would authorize the County to enter contracts for the continued use of Microsoft Suite of products, legacy mainframe maintenance, digitization services, Geographic Information System (GIS) licensing and hosting, desktop and telecommunication services, and agreements with resellers of commercial off-the-shelf (COTS) software.

Current Law/Background:

Under Section 819 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[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.

Discussion/Policy Analysis:

The contracts subject to approval in CR-128-2025 are detailed in the Attachment accompanying the Resolution.[3] The Attachment does not include any multiyear personal services contracts over $100,000; it includes thirteen (13) multiyear contracts exceeding an aggregate of five hundred thousand dollars ($500,000) for the Office of Information Technology (OIT). The aggregate amount of the contracts in the **FY 2026 Budget is approximately $21,541,707**. The aggregate amount of the contracts in CR-128-2025 is $106,450,116.

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[1] CR-128-2025

[2] §10-105(c) provides that "For purposes of compliance with the prescriptions of Section 819 of the County Charter, at the time of the submission of the proposed budget for the ensuing fiscal year or, not later than April 1 of each fiscal year, the County Executive shall submit to the County Council a report listing all executory multiyear personal service contracts for the ensuing fiscal year exceeding an aggregate of One Hundred Thousand Dollars ($100,000) per contractor, and all other executory multiyear contracts for the ensuing fiscal year exceeding an aggregate of Five Hundred Thousand Dollars ($500,000) for review, public comment, and approval as part the Council budget approval process. The report shall list each contractor and total contract value of the executory multiyear contract. Any contract listed therein not approved by the Council shall be deemed disapproved."

[3] CR-128-2025, Attachment

The attachment accompanying CR-128-2025 provides an additional breakdown for the **Office of Information Technology's** multiyear contracts. These contracts are as follows:

(1) **Accela, Inc.:** Implementation of Accela software as a service for the County's Board of License Commission. In the event, additional support services are required on Accela's proprietary software as a service. The contract term is from November 28, 2026, through November 28, 2027, with an aggregate of $726,500 in FY 2027.

(2) **Avaya, Inc.:** Avaya's on-premises telecommunications solutions, associated software, equipment, SaaS solutions, and professional services. The contract term is for 3 years, starting on December 20, 2025. The amounts to be disbursed are $566,200 in FY 2026 and an estimated total value of $1,816,600.

(3) **CycloMedia Technology, Inc.:** GeoCyclarama 360-degree view with elevation data associated with imagery at street level, inside buildings, and LiDAR data. This data is coupled with the County's GIS tools for county-wide use. The contract term is for 6 years, starting on June 30, 2026, with an aggregate of $353,900 in FY 2026 and an estimated total value of $2,582,700.

(4) **Earth Networks, Inc.:** Weather stations to provide real-time reporting. The data is used to stand up GIS applications displaying radar and satellite view, freeze contour line, snow, rainfall information, storm prediction for the Emergency Operation Center, and drill down to the neighborhood level. The contract term is for 3 years, starting on March 31, 2026, with an aggregate of $84,300 in FY 2026 and an estimated total value of $270,400.

(5) **Environmental Systems Research Institute, Inc. (ESRI):** Worldwide leader in Geographical Information System (GIS) software and solutions used county-wide to share GIS-based information for agencies, public safety, and communication in 911 dispatch systems, storm water management, and permitting. All 23 counties in Maryland, the District of Columbia, and all Northern Virginia jurisdictions currently use ESRI technology. The contract term is for 5 years, starting on October 16, 2026, with an aggregate of $600,000 in FY 2026 and an estimated total value of $1,925,100.

(6) **International Business Machines Corporation (IBM):** IBMs on premises mainframe software, equipment, tape and mass central data storage system, and professional services. The contract term is for 3 years, starting on December 20, 2025, with an aggregate of $382,400 in FY 2026 and an estimated total value of $1,227,000.

(7) **Various IT Hardware Manufacturers, Distributors, and/or Resellers**[4]: Services provided identified in Attachment G as "resellers of IT hardware" through

[4] Suppliers are identified as: Carahsoft Technology Corporation, CDW Government, LLC. Software House International (SHI), ePlus Technology, Inc., NGEN, LLC, Oakland Consulting Group, Inc., GMG World Media, LLC, Immersive Concepts, LLC, Xerox Corporation, Mainline Information Systems.

multiple vendors. The contract term is for 5 years, starting on September 14, 2025, with an aggregate of $6,156,900 in FY 2026 and an estimated total value of $37,141,800.

(8) **CDW Government, LLC, Software House International, Inc., Insight, Dell, Softchoice, SoftwareONE, Zones:** Microsoft partner authorized to provide US Government Enterprise License Agreement (ELA) for over 500+ seats. This vendor will provide a suite of Microsoft products currently in use by the County. Microsoft does not directly sell its software licenses. The contract term is for 3 years, starting on April 30, 2026, with an aggregate of $6,316,800 in FY 2026 and an estimated total value of $20,262,400.

(9) **Open Text Public Sector Solutions, Inc.:** Data management system built on OpenText software to organize, store, retrieve, and archive scanned file data county-wide. The contract term is for 5 years, starting on September 25, 2025, with an aggregate of $120,307 in FY 2026 and an estimated total value of $689,507.

(10) **Pictometry International Corp., aka Eagle View.:** Aerial measurement software uses three-dimensional aerial photographs to create high-resolution images of buildings, providing accurate measurements and perspectives. The oblique aerial imagery is a cloud-based platform used county-wide by numerous agencies to access current and historic oblique imagery and orthophotography. The contract term is for 5 years, starting on July 31, 2026, with an aggregate of $287,700 in FY 2026 and an estimated total value of $1,647,309.

(11) **System Analysis Program Development (SAP, Inc.):** Maintenance, support, and licenses for Enterprise Resource Planning (ERP) software on-premises and cloud-hosted for Finance, Budget, Human Resources, and Procurement. The contract term is for 5 years, starting on December 30, 2025, with an aggregate of $1,600,000 in FY 2026 and an estimated total value of $9,159,300.

(12) **SAS Institute, Inc.:** SAS software for payroll and statistical summarizing software mainframe utilization. The legacy application is required until the mainframe is retired for access to data stored in external data structures on remote computer platforms. The contract term is for 5 years, starting on May 30, 2026, with an aggregate of $42,800 in FY 2026 and an estimated total value of $245,000.

(13) Various Commercial off-the-Shelf[5] Software Manufacturers, Distributors, and/or Resellers[6]: Services provided identified in Attachment M as "resellers of IT software." The

[5] Under the proposed CB-100-2025, Commercially Available Off-the-Shelf (COTS) would be defined as "item means a commercial product sold in substantial quantities in the commercial marketplace and offered to the County without modification in the form in which it is sold in the marketplace".

[6] Suppliers are identified as: Carahsoft Technology Corporation, CDW Government, LLC. Software House International (SHI), ePlus Technology, Inc., Finite Matters, LTD (Pattern Stream), NGEN, LLC, Oakland Consulting Group, Inc., Phoenix Software International, Inc.

contract term is for 5 years, starting on September 14, 2025, with $5,030,400 in FY 2026 and an estimated total value of $28,756,500.

Fiscal Impact:

- *Direct Impact*

Adoption of CR-128-2025 will have an adverse direct fiscal impact on the County of approximately $21,541,707 in FY 2026 and an estimated $106,450,116 over the term of the contracts.

- *Indirect Impact*

Adoption of CR-128-2025 should have a favorable indirect impact on the County via the provision of equipment and services that are the subjects of the respective contracts.

- *Appropriated in the Current Fiscal Year Budget*

Yes.

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.