



Wes Moore, Governor · Aruna Miller, Lt. Governor · Atif Chaudhry, Secretary

OMNIA Partners' Master Agreement No. 2018011-02
led by the City of Mesa, Arizona
Procurement Officer's Determination
Intergovernmental Cooperative Purchasing Agreement (ICPA)
COMAR 21.05.09.04

Per COMAR 21.05.09.02, as a Primary Procurement Unit, the DGS Office of State Procurement (OSP) may initially sponsor or participate in, renew, modify, or administer an Intergovernmental Cooperative Purchasing Agreement (ICPA) on its own behalf or on behalf of another agency when a determination is made under SFP §13-110 and COMAR 21.05.09.04

In accordance with the Code of Maryland Regulations (COMAR) 21.05.09.05 the DGS OSP Procurement Officer, on behalf of the Maryland Department of Commerce, seeks approval to participate in an Intergovernmental Cooperative Purchasing Agreement (ICPA) using the OMNIA Partners Strategic Management Consulting Services Contract Master Agreement No. 201801102 for the services of a consulting firm to establish their economic development strategy and implementation plan.

In 2024, Commerce entered into a contract to provide economic development consulting services for the State. That project provided detailed analysis and information that laid the groundwork for effective implementation of the State's economic development strategy. Commerce will capitalize on the success of that project by identifying a suite of signature initiatives that will advance Maryland's economy in phase two.

For phase two of this project, Commerce seeks the services of a consulting firm with experience in helping state governments establish their economic development strategy and implementation plan. The resulting plan will leverage the state's assets to drive outsized growth in the current and foreseeable competitive economic landscape. Commerce has a time-sensitive need to begin phase two of its strategic planning process. A robustly capable contractor with advanced data, information, and modeling systems is required in order to continue the success of the strategic planning accomplished in phase one.

The contractor will identify actionable, focused efforts for the State to implement in nurturing high-growth sectors. The contractor will outline actions that will yield attractive returns on State tax dollars, promote effective legislative measures, and ensure the efficient use of other State resources. Additionally, they will also present both near- and long-term initiatives to Commerce for evaluation based on their alignment with the State's objectives. These objectives may

include, but are not limited to, establishing and reinforcing industries with strong growth prospects where the State has or can develop a sustained competitive advantage.

Seven contractors are available on the OMNIA ICPA, and they will all be directly solicited. Their overall rankings under the ICPA are below:

1. McKinsey & Company, Inc.
2. Weaver & Tidwell, L.L.P.
3. Deloitte Consulting, LLP
4. North Highland Company, LLC
5. BDO USA, LLP
6. Guidehouse, Inc.
7. The Boston Consulting Group, Inc.

OMNIA Partners Strategic Management Consulting Services Contract (Region 14 ESC – TX) (OMNIA ICPA)			
	Contractor:	Management Consulting Labor Categories:	Hourly Rate:
1	Guidehouse, Inc.	Analyst 1	\$120.00
		Consultant 1	\$144.00
		Manager 1	\$215.00
2	Deloitte	Business Analyst/Jr.	\$181.00
		Business Analyst	\$186.00
		Senior Business Analyst	\$224.00
3	North Highland	Analyst	\$181.00
		Consultant	\$200.00
		Senior Consultant	\$261.00
4	BDO	Staff	\$175.00
		Senior Staff	\$190.00
		Manager	\$215.00

The selected contractor must commit to a 25% Minority Business Enterprise (MBE) Goal and a 2% Veteran Small Business Enterprise (VSBE) Goal for this contract.

The ICPA, awarded in December 2022, locks in competitively bid prices at that time. By using the OMNIA ICPA, the State secures rates that are likely lower than what sourcing new services at 2025 market levels would require (with professional services inflation averaging approximately 3%–4% per year). Additionally, the ICPA leverages economies of scale through

broad state and local participation under the OMNIA Partners framework. Together, these factors make this contract a cost-effective and advantageous option in the best interest of the State.

Commerce must complete the initial phase of this project and share the results with stakeholders before the end of 2025. To maximize the value of the information derived from the prior strategic consulting contract, Commerce will engage a strategic consulting firm under the terms and pricing available through the OMNIA ICPA.

Using this procurement method will shorten the period between need determination and the delivery of the strategic management consulting services. In accordance with COMAR 21.05.09.04 "Determinations Required," I have determined that this contract and the resulting participating addendum will provide cost benefits to the State and promote administrative efficiencies. Further, Commerce's use of the OMNIA ICPA is in the best interest of the State and is not intended as a means to evade the purposes set forth under COMAR 21.01.01.03 or State Finance and Procurement Section 13-110.

SIGNATURES ON NEXT PAGE

Approved By:

Ebony Brown

10/30/2025

Ebony Brown, Procurement Officer, DGS OSP

Date

Cheryl Howard-Bond

10/30/2025

Cheryl Howard -Bond, Program Manager, DGS OSP or Designee

Date

Kareen Davis

10/30/2025

Kareen Davis, Director of Procurement, DGS OSP

Date

Amit Khardori

10/30/2025

Amit Khardori, Deputy Chief Procurement Officer, DGS OSP

Date

Linda Dangerfield

[Linda Dangerfield \(Oct 30, 2025 12:57:04 EDT\)](#)

10/30/2025

Linda Dangerfield, Deputy Chief Procurement Officer, DGS OSP

Date

Wallace Sermons II

[Wallace Sermons II \(Oct 30, 2025 13:09:12 EDT\)](#)

10/30/2025

Wallace Sermons II, Chief Procurement Officer, DGS OSP

Date










OMNIA Partners Master Contract No. 2018011-02 Led by the City of Mesa, AZ PO EB 10 30 2025

Final Audit Report

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