



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

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**Procurement Officer's Determination**  
**Intergovernmental Cooperative Purchasing Agreement (ICPA)**  
COMAR 21.05.09.04

**Date:** 3/9/2026

**Department/Procurement Agency:** Maryland Department of Commerce (Commerce)

**Contract Title:** Business and IT Consulting and Advisory Services

**Contract Term:** Six months from the date of execution by the Participating Entity

**Amount:** \$150,000.00

**I. Background:**

In accordance with the Code of Maryland Regulations (COMAR) 21.05.09.05, Commerce seeks approval to participate in an Intergovernmental Cooperative Purchasing Agreement (ICPA) using the OMNIA Partners Business and IT Consulting and Advisory Services (Region 14 ESC-TX Contract # 159584) (OMNIA ICPA).

The OMNIA ICPA streamlines governmental procurement and establishes competitively priced contracts available to government agencies nationwide. Awarded through a public competitive procurement process, the ICPA is tailored to incorporate Maryland's law, statutes, and regulations, ensuring that all services provided under this agreement align with the State's legal and regulatory framework.

**II. Scope Description:**

Commerce markets the state through various strategies aimed at attracting new businesses, supporting existing ones, and promoting tourism. This includes marketing Maryland's economic advantages, promoting local products and services, and investing in sectors like life sciences, technology, and aerospace. Additionally, Commerce is pivoting its focus to align with the Secretary's strategic agenda. As such, Commerce needs to ensure that it is positioned for financial excellence. Aligning its financial operations will ensure financial excellence, high-quality reporting, and regulatory compliance. The services will include conducting a fiscal controls audit, reviewing the budget planning and financial reporting processes, and providing recommendations for improvement.

Commerce intends to procure the services of a consultant with experience in conducting organizational assessments to increase effectiveness and efficiency, improve current resource allocations, and explore cost-saving/reduction opportunities.

**III. Basis for Selection:**

1. Commerce is comfortable with the pricing for the Business and IT Consulting and Advisory Services Contract. EY provided the following price points for this Contract:

<b>Business and IT Consulting and Advisory Services (Region 14 ESC-TX Contract # 159584) (OMNIA ICPA)</b>			
	<b>Contractor:</b>	<b>Labor Categories:</b>	<b>Hourly Rate:</b>
<b>1</b>	<b>EY</b>	Project Manager	\$110.00
		Junior Analyst	\$175.00
		Analyst	\$220.00
		Consultant	\$270.00
<b>2</b>	<b>22<sup>nd</sup> Century Technologies, Inc.</b>		
		Project Management Professional	\$120.00
		Senior Public Sector Strategist	\$120.00
		Business Process Analyst	\$105.00
		Strategic Program Manager	\$115.00
<b>3</b>	<b>Accenture</b>		
		Program Director	\$483.00
		Workstream Lead	\$389.00
		Associate Analyst	\$173.00
		Functional Consultant	\$310.00

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

#### **IV. Cost Analysis:**

The ICPA was awarded in October 2025. Use of the ICPA, which locks in prices at the time of award, results in aggressively competitive pricing because it leverages the purchasing power of hundreds of other jurisdictions seeking the same services. This ICPA provides cost benefits from economies of scale, driven by the large volume of state and local government participants who use the OMNIA ICPA. The economies of scale in pricing would otherwise be unavailable to Commerce. Therefore, the pricing negotiated under the OMNIA ICPA is more advantageous and, in the State's best interest.

The cost of the services is reasonable considering the cost of similar consulting services Commerce has procured in the past few years. For example, in 2023, Commerce procured a business consulting firm to review, analyze, and create a plan for the RISE Zone financial incentive program based on stakeholder inputs. In 2024, Commerce procured business consulting services to support the initial strategic planning for the State's economic competitiveness. Both contracts were obtained through competitive procurements, and the costs proposed by the offerors were comparable to EY's costs under the OMNIA ICPA.

**V. Recommendation:**

Commerce intends to complete this project and share the results with stakeholders before the end of 2026. There will be a six-month base period with no renewal options. Commerce will engage the 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 consulting services. In accordance with COMAR 21.05.09.04 "Determinations Required", I have determined that this contract and resulting participating addendum will provide cost benefits to the State, promote administrative efficiencies, and promote intergovernmental cooperation. Further, Commerce's use of the OMNIA ICPA is in the best interest of the State and 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.

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Approved By:

*Ebony Brown*

03/09/2026

Ebony Brown, Procurement Officer, DGS OSP

Date

*Cheryl Howard-Bond*

03/09/2026

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

Date

*Jamie Tomaszewski*

[JAMIE TOMASZEWSKI \(Mar 9, 2026 12:45:53 EDT\)](#)

03/09/2026

Jamie Tomaszewski, Senior Procurement Director, DGS OSP

Date

*Amit Khardori*

03/12/2026

Admit Khardori, Deputy Chief Procurement Officer, DGS OSP

Date

*Linda Dangerfield*

[Linda Dangerfield \(Mar 13, 2026 18:28:29 EDT\)](#)

03/13/2026

Linda Dangerfield, Deputy Chief Procurement Officer, DGS OSP

Date

*Wallace Sermons II*

[Wallace Sermons II \(Mar 13, 2026 18:44:30 EDT\)](#)

03/13/2026

Wallace Sermons, Chief Procurement Officer, DGS OSP

Date











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