



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

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

Date: 4/02/2026

Department/Procurement Agency: Department of Information Technology (DoIT)
Contract Title: Maryland Website Migration Support
Contractor: Carahsoft
Software Manufacturer: Lullabot
Term of ICPA modification: 7/1/2026 – 9/15/2026

Estimated modification amount: \$417,000

Background: The Department of Information Technology (DoIT) is requesting approval to modify an existing Intergovernmental Cooperative Purchasing Agreement (ICPA) with Carahsoft (Lullabot) to extend services from July 1, 2026 through September 15, 2026, in the amount of \$417,000.

DoIT is currently executing a multi-phase migration of State websites from legacy platforms to a modern, centralized enterprise Drupal Content Management System (CMS). This effort represents a critical statewide modernization initiative aimed at improving accessibility, security, and operational efficiency. Certain legacy platforms supporting existing State websites are approaching end-of-support, which presents increased operational and cybersecurity risks. Continued support and migration activities are required to ensure uninterrupted service delivery and system integrity. The current NASPO Cloud Services contract (AR2472) expires on September 15, 2026. A successor NASPO cooperative contract will begin on September 16, 2026, and run for ten (10) years.

This modification is necessary to ensure continuity of services during the transition between cooperative contract vehicles and to prevent disruption to an active, multi-phase statewide implementation.

Determination: In accordance with COMAR 21.05.09.04, OSP has reviewed the request and determined that use of this ICPA modification is appropriate and in the best interest of the State. The current contractor is fully integrated into the ongoing project and has demonstrated the ability to deliver services effectively within the State's technical environment. Extending the contract will maintain continuity of services, minimize transition risks, and avoid delays associated with onboarding a new vendor during a critical phase of implementation. This modification supports the uninterrupted progress of a large-scale, multi-phase modernization effort and ensures that the State avoids operational disruptions, duplication of effort, and

unnecessary administrative burden associated with conducting a separate procurement for a short-term requirement.

Market Research: DoIT conducted market research to evaluate comparable approaches used by other states for website modernization and enterprise CMS implementation. This included a review of cooperative contracts, vendor capabilities, implementation strategies, alternative contract vehicles, and overall contract structures.

The market research included benchmarking solutions implemented by states such as Massachusetts, Georgia, and Iowa, which have adopted similar enterprise CMS platforms through cooperative purchasing agreements. This review also considered vendors available through cooperative contracts and other procurement vehicles capable of providing comparable website migration and Drupal support services. These implementations demonstrate a consistent approach across states, utilizing specialized vendors to support large-scale digital modernization efforts. While multiple vendors offer website migration and development services, Lullabot, through Carahsoft, demonstrates specialized expertise in Drupal CMS implementations and is already integrated within the State's environment. This existing integration reduces transition risk, eliminates the need for knowledge transfer, and allows for continued progress without disruption.

Based on this market research, continuation under the existing cooperative contract is determined to be the most efficient, lowest-risk, and most advantageous approach for the State.

Pricing: Pricing under the NASPO cooperative contract was established through a competitive procurement process and includes pre-negotiated rates available to participating states. DoIT conducted a price analysis by reviewing comparable cooperative contract pricing for similar website migration and CMS implementation services, as well as alternative State contract vehicles, including the Maryland Advanced Enterprise Development and Professional Services (ADEPT) contract. DoIT's analysis found that using the Agile Digital Experience Product Transformation (ADEPT) contract for comparable website migration services would result in significantly higher overall costs. For example, DoIT estimated that migrating approximately 15–20 websites using Lullabot would cost approximately \$2,000,000, whereas a single large, complex website using an ADEPT vendor is estimated at approximately \$750,000. This comparison demonstrates that the NASPO cooperative contract provides substantially greater cost efficiency for the scope of services required.

This review considered overall cost structures, level of effort, and the scope of services required to support the State's ongoing modernization initiative. The analysis determined that the proposed modification amount of \$417,000 is consistent with industry standards and cooperative contract pricing for similar services. Additionally, continuing with the current contractor avoids costs associated with transition, onboarding, and potential project delays, which would result in increased overall expenditures.

Based on this analysis, the pricing is determined to be fair and reasonable and represents the best value to the State. The proposed prices are based on defined milestones and deliverables under the NASPO cooperative contract, as outlined on the following page:

NASPO SKU	NASPO SKU Description	Milestone Description	Estimated Delivery Date	Estimated Cost
AR2472-CAR001-102-491	Custom Professional Services. Scoped Milestone. SOW Required.	Deliver the CMS Platform for evaluation by Maryland Department of IT stakeholders, to identify further areas for customization.	8/4/2025	\$242,985
AR2472-CAR001-102-491	Custom Professional Services. Scoped Milestone. SOW Required.	Launch Maryland.gov and three additional smaller sites, as determined collaboratively by Carahsoft and the Maryland Department of IT	10/13/2025	\$242,985
AR2472-CAR001-102-491	Custom Professional Services. Scoped Milestone. SOW Required.	Development support for five small-medium sites, as determined collaboratively by Carahsoft and the Maryland Department of IT	12/31/2025	\$242,985
AR2472-CAR001-102-491	Custom Professional Services. Scoped Milestone. SOW Required.	Development support for seven small-medium sites, as determined collaboratively by Carahsoft and the Maryland Department of IT	3/31/2026	\$242,985

Conclusion: Based on the above, and in accordance with COMAR 21.05.09.04, OSP determines that this ICPA modification is necessary to ensure continuity of critical services during the transition between cooperative contract vehicles. This action supports the successful completion of an ongoing statewide website modernization effort, avoids operational and security risks, promotes administrative efficiency, and ensures cost-effective use of State resources. Accordingly, this modification is in the best interest of the State and is not intended to circumvent procurement requirements.

Approved by:

Maureen Loiseau

4/13/2026

Maureen Loiseau, Procurement Officer, DGS OSP

Date

Cheryl Howard-Bond

13-Apr-2026

Cheryl Howard – Bond, Procurement Manager, DGS OSP

Date

Jamie R. Tomaszewski

13-Apr-2026

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13-Apr-2026

[Linda Dangerfield \(Apr 13, 2026 13:15:49 EDT\)](#)

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Wallace Sermons II

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[Wallace Sermons II \(Apr 13, 2026 14:06:43 EDT\)](#)

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Date












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Final Audit Report

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