



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

**OMNI Partners - Software Solutions and Services Contract Master Agreement
No. R240303**

**Intergovernmental Cooperative Purchasing Agreement Procurement Officer
Determination**

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 State Procurement Regulations, COMAR 21.05.09.05, the Maryland Department of Labor (MD Labor or Department) would like to participate in an Intergovernmental Cooperative Purchasing Agreement (ICPA) utilizing the 'OMNI Partners' Software Solutions and Services Contract Master Agreement No. R240303.

According to COMAR 21.05.09.04, Maryland Department of Labor (MD Labor) seeks approval to participate in an Intergovernmental Cooperative Purchasing Agreement (ICPA) using the OMNI Partners Software Solutions and Services Contract Master Agreement No. R240303 which was awarded to Carahsoft Technology Group, in order to procure Copado software licenses.

Procurement Summary

Name and Address of Selected Contractor:	Carahsoft Technology Group 11493 Sunset Hills Road, Suite 100 Reston, VA 20190
Contract Term:	One Year
Amount:	\$135,334
Category:	Information Technology Services
Contract Type:	Firm Fixed Price

Copado is the industry-leading Salesforce-native development operations (DevOps) platform. Deploying Copado will equip FAML1's digital DevOps teams with end-to-end continuous integration and continuous delivery (CI/CD) automation, robotic testing capabilities, and built-in

governance controls. This will enable FAMLI to accelerate deployment of its family and medical leave insurance digital service while maintaining compliance across a complex technical environment with multiple teams, systems, and processes. A failure to procure Copado will increase business risks including inefficient development and QA, putting FAMLI’s ability to meet tight legislative deadlines at risk; poor quality assurance, impacting the reliability and proper functioning of FAMLI’s Salesforce functionality; and security and compliance risks, impacting the security and auditability of FAMLI’s systems.

FAMLI’s technical team evaluated the CI/CD and automated testing tools for Salesforce that are available in the market—prioritizing CI/CD feature-set, security and compliance controls, and automated end-to-end testing capabilities—and identified Copado as the best available solution.

This selection was then reviewed by FAMLI’s Architecture Review Board and finalized as the software solution that will best meet MD Labor’s technical requirements.

Basis for Selection:

MD Labor/FAMLI would like to use the OMNIA ICPA contract vehicle because OMNIA strives to make the governmental procurement process more efficient by establishing competitively priced contracts. The OMNIA contract is available to State agencies nationwide, institutions of higher education, cities and counties. It has been awarded by a public competitive procurement process that is compliant with Maryland State statutes. Carahsoft Technology Group is the only authorized reseller of Copado licenses for U.S. federal, state, and local governments, and is available via the OMNIA ICPA contract vehicle.

MD Labor explored the possibility of using the U.S. General Services Administration (GSA) Multiple Award Schedule Contract (MAS) No. 47QSWA18D008F, as an alternative to the OMNIA ICPA. MD Labor conducted a line-by-line price analysis of procuring the required Copado licenses using the OMNIA Partners and GSA contracts and concluded that using the OMNIA Partners contract vehicle will cost the state \$35,018 less than using GSA MAS.

Contract Vehicle	Total Cost
OMNIA Partners	\$135,334
GSA MAS	\$170,352

Of the multiple contract vehicles through which Carahsoft sells Copado licenses, two are readily available for use by Maryland state agencies: (1) OMNIA Partners Software Solutions and Services Contract Master Agreement No. R240303, and (2) U.S. General

Services Administration (GSA) Multiple Award Schedule Contract (MAS) No.
47QSWA18D008F.

I have conducted an independent analysis and determined that it is in the best interest of the State to participate in this intergovernmental cooperative purchasing agreement, that doing so will provide cost benefits to the State, promote administrative efficiencies, or promote intergovernmental cooperation, and is not intended as a means to evade the purposes set forth under COMAR 21.01.01.03.



Maryland

DEPARTMENT OF GENERAL SERVICES

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

Approved By:

Luz Morales

05/14/202

Luz Morales, Procurement Officer, DGS OSP

Date

Cheryl Howard-Bond

05/20/202

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

Date

Jamie Tomaszewski

[JAMIE TOMASZEWSKI \(May 22, 2026 11:21:08 EDT\)](#)

05/22/202

Jamie Tomaszewski, Acting Deputy Chief Procurement Officer, DGS OSP

Date

Amit Khardori

05/22/202

Amit Khardori, Deputy Chief Procurement Officer, DGS OSP

Date

Jamie Tomaszewski

[JAMIE TOMASZEWSKI \(Jun 2, 2026 11:42:29 EDT\)](#)

06/02/202

Jamie Tomaszewski, Acting Deputy Chief Procurement Officer, DGS OSP

Date

Linda Dangerfield

[Linda Dangerfield \(Jun 2, 2026 12:14:29 EDT\)](#)

06/02/202

Linda Dangerfield, Acting Deputy Chief Procurement Officer, DGS OSP

Date









DGS OSP ICPA POD for Dept of Labor OMNI Partners SOFTWARE SOLUTIONS AND SERVICES CONTRACT MASTER AGREEMENT R3 5 13 2026 OSP


Final Audit Report


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