



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

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**Procurement Officer's Determination**  
**Intergovernmental Cooperative Purchasing Agreement**  
**OMNIA Business and IT Consulting and Advisory Services | Region 14 ESC- TX | 159885**  
**COMAR 21.05.09.04**

DATE: March 9, 2026

**Department/Procurement Agency:** Department of General Services OSP-IT on behalf of Department of General Services, DCE.

**Category:** Professional Services

**Contract Type:** Firm Fixed Price

**Contract Term:** 9 Months

**Estimated Contract Value:** \$890,000.00

**Name and Address of Selected Vendor:** Guidehouse, Inc  
1676 International Drive  
STE 800  
McLean, VA 22102

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 General Services (DGS or Department) aims to participate in an Intergovernmental Cooperative Purchasing Agreement (ICPA) using OMNIA Partners' Business and IT Consulting and Advisory Services contract 159885 (OMNIA) to assess the Maryland State Facilities. This initiative will survey existing state-owned and leased buildings and provide data on whether it is in the state's best interest to renovate the facility, construct new facilities, or transition to leased spaces.

The State currently expends substantial funding on facility maintenance, personnel, utilities, and security across both owned and leased properties. This project will identify actionable recommendations, plans, and implementation pathways to reduce these expenses, generating savings that can be redirected to other programs benefiting Maryland residents. Based on current Department of General Services (DGS) lease data, the State incurs approximately \$150,000 per month in avoidable occupancy and utility costs. Accelerating the study through the ICPA process avoids an estimated \$1.35 million in additional carry costs that would likely accrue during the extended timeline associated with a traditional RFP cycle.

Delaying this award by 9–12 months would cause DGS to miss the legislative window for capital funding, effectively stalling the State’s transformation initiatives by a full fiscal year.

In addition to the cost savings stated above, this method will reduce the time between need determination and solution delivery, ensure prompt transparency for Maryland citizens, and lessen the administrative burden on DGS. In accordance with COMAR 21.05.09.04, this Participating Addendum is determined to provide cost benefits to the State, promote administrative efficiency, and enhance intergovernmental cooperation. The Intergovernmental Cooperative Agreement serves the best interest of the State and is not intended to evade the purposes of Division II of the State Finance and Procurement Article.

The Scope of Work under this agreement includes the following:

- Facility condition assessments (structural, MEP, energy, and space utilization).
- Stakeholder engagement and strategic space optimization.
- Sustainability and resiliency planning (aligned with the Climate Solutions Now Act).
- 10–20-year Capital Improvement Plan (CIP) and funding strategies.

This ICPA will support more efficient state agency operations while aligning facility planning with Maryland’s environmental sustainability objectives, climate action initiatives, and long-term capital planning strategies. The assessment serves as a foundational step toward compliance with the Climate Solutions Now Act, with finalized data required by October 2026 for incorporation into the FY27 Capital Improvement Plan (CIP). The selected firm will collaborate closely with leadership from the Maryland Department of General Services, the Governor’s Office, and other state agencies to ensure alignment with statewide facility priorities.

Basis for Selection: Guidehouse, Inc. was selected from among the vendors awarded under Solicitation No. RFP 25-S944, a competitive solicitation issued by the Region 14 Education Service Center on behalf of itself and other government agencies. The resulting contract is available through the OMNIA Partners Public Sector cooperative purchasing program. Guidehouse, Inc. was selected based on:

- Their specific qualifications and expertise are relevant to the required services, i.e., Facilities Inventory and assessment, and developing a GIS-based mapping tool to visualize facilities data, usage trends, and capital planning priorities.
- The Scope of Service under the OMNIA contract award.
- Their expertise in facility master planning, sustainability compliance, and CIP development meets Maryland’s SOW requirements.

Utilizing this cooperative agreement leverages competitive pricing and favorable terms negotiated by Region 14 ESC/ICPA, delivering value and administrative efficiency to the State of Maryland. Quotes were requested on December 22, 2025, from the following potential offerors: BCG, McKinsey & Company, BerryDunn, Alvarez & Marsal, and Guidehouse. Of these vendors, Guidehouse was the only firm to submit a quote by the January 13, 2026, due date.

A price analysis compared Guidehouse’s \$890,000 quote to EY’s \$895,000 quote obtained in June 2025. The quotes were comparable in scope, and Guidehouse’s price was \$5,000 lower, which was deemed fair and reasonable.

#### Guidehouse Inc Quote

| Phase                                                        | Milestone Billing |
|--------------------------------------------------------------|-------------------|
| Phase 1: Project Kickoff                                     | \$5,000.00        |
| Phase 2: Facility Inventory & Assessment                     | \$300,000.00      |
| Phase 3: Strategic Space Planning & Utilization Optimization | \$150,000.00      |

|                                               |                     |
|-----------------------------------------------|---------------------|
| Phase 4: Sustainability & Resiliency Planning | \$220,000.00        |
| Phase 5: Capital Planning & Cost Estimation   | \$85,000.00         |
| Phase 6: Master Plan – Final Deliverable      | \$10,000.00         |
| Misc: Travel Cost                             | \$20,000.00         |
| <b>Total</b>                                  | <b>\$890,000.00</b> |

Ernst & Young US LLP.

| <b>Phase</b>                                            | <b>Milestone Billing</b> |
|---------------------------------------------------------|--------------------------|
| Phase 1: Statewide Current State                        | \$298,333.00             |
| Phase 2: Scenario analysis                              | \$298,333.00             |
| Phase 3: Statewide Facilities Master Plan Consolidation | \$298,334.00             |
| <b>Total</b>                                            | <b>\$895,000.00</b>      |

Based on the cost benefits and administrative efficiencies outlined above, I have determined that it is in the best interest of the State to participate in this intergovernmental cooperative purchasing agreement. This participation will provide cost benefits to the State, promote administrative efficiencies, and foster intergovernmental cooperation. Furthermore, it is not intended as a means to evade the purposes set forth under COMAR 21.01.01.03.

 03/09/2026  
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 Joseph Kimaiga, Procurement Officer, DGS OSP Date

 03/10/2026  
 \_\_\_\_\_  
 Cheryl Howard-Bond, Procurement Manager II, DGS OSP Date

 03/13/2026  
JAMIE TOMASZEWSKI (Mar 13, 2026 19:14:30 EDT)  
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 Jamie Tomaszewski, Senior Procurement Director, DGS OSP Date

 03/16/2026  
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 Amit Khardori, Deputy Chief Procurement Officer, Infrastructure DGS OSP Date

 03/16/2026  
Linda Dangerfield (Mar 16, 2026 12:14:10 EDT)  
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 Linda Dangerfield, Deputy Chief Procurement Officer, DGS OSP Date

 03/16/2026  
Wallace Sermons II (Mar 16, 2026 12:44:01 EDT)  
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 Wallace Sermons II, State Chief Procurement Officer, DGS OSP Date