



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

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

Per COMAR 21.05.09.02, as a Primary Procurement Unit, the Maryland Department of General Services, Office of State Procurement (DGS 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 State Finance and Procurement Article § 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) intends to participate in an Intergovernmental Cooperative Purchasing Agreement competitively procured by the Houston-Galveston Area Council (H-GAC) through HGACBuy for All Hazards Preparedness, Planning, Consulting & Recovery Services, Contract No. HP08-25. Currently, the State does not have a Statewide contract for All Hazards preparedness, Planning, consulting, & Recovery Services. This initiative will provide access to competitively procured all-hazards preparedness, professional planning, consulting, and recovery services, including emergency operations, planning and response, risk assessment, hazard mitigation, incident response, training and exercises, continuity of operations, logistics and support, project management, temporary response services, and related emergency-management activities. The H-GAC Master Agreement includes federal compliance provisions, including requirements derived from Appendix II to 2 C.F.R. Part 200. These provisions may facilitate the use of federal grant funding; however, eligibility for FEMA or other federal reimbursement remains subject to the applicable award requirements, cost eligibility standards, procurement requirements, and supporting documentation.

The competitive solicitation process was conducted through the HGACBuy Procurement Portal. HGACBuy received 43 proposals and 39 recommended proposals for award, including The Olson Group, LTD. H-GAC evaluated multiple proposals in accordance with the solicitation's established criteria, including organizational qualifications and capabilities, compliance with the RFP requirements, relevant experience, and offerors. The Olson Group, LTD. Contract No. HP08-25 is an indefinite-quantity/indefinite-delivery contract with a performance date of August 1, 2025, through July 31, 2029.

The anticipated amount for this ICPA is NTE \$100,000,000.

The Olson Group, LTD. (OGL) has approximately 20 years of experience providing emergency management and homeland security consulting services to government, private-sector, and nonprofit organizations nationwide. OGL's services support all phases of the emergency management lifecycle, including preparedness, mitigation, response, and recovery, with capabilities that include emergency planning and analysis, training and exercises, staffing and surge support, incident management and Emergency Operations Center (EOC) support, continuity planning, disaster housing coordination, public health and medical support, hazard mitigation, recovery assistance, grant management, and related technical services.

OGL’s workforce includes experienced emergency management professionals, first responders, and subject-matter experts with backgrounds in public safety, public health, preparedness, response, and recovery activities. OGL maintains mobile response and incident management capabilities that can be rapidly deployed to support emergency and disaster response requirements, including both short-term and extended deployments. Its nationwide presence supports responsiveness to both routine and emergent needs.

Under HGACBuy Contract No. HP08-25, The Olson Group’s pricing is based on services and professional-position labor rates contained in its HP08-25 Response Price Form, submitted in June 2025, and includes 3% HGACBuy discount. H-GAC contract provisions require price decreases to be passed through and require supporting documentation and approval before price increases become effective.

Market Research and Cooperative Contract Comparison

Market research identified The Olson Group, DRMP, Cotton Commercial USA, Inc. (Cotton), and BELFOR USA Group as useful comparison points for the Maryland Department of Emergency Management (MDEM) emergency-management resource-support requirement. The Olson Group, DRMP, and Cotton are awarded suppliers under HGACBuy Contract No. HP08-25. BELFOR is available through a separate OMNIA Partners/Region 14 ESC cooperative contract for disaster and non-disaster restoration services. Because vendors do not necessarily provide the same full scope or use the same pricing model, this comparison is used for market research to assess relative capabilities and pricing structures. It does not replace the transaction-level competition and price-reasonableness analysis required for an order under HP08-25.

Vendor / Cooperative Contract	Core Capabilities Relative to Request	Pricing Framework & Model	Market Research / Comparative Finding
The Olson Group, LTD. HGACBuy HP08-25	Emergency management and homeland security; incident management and Emergency Operations Center (EOC) support; staff augmentation; logistics coordination; public affairs/community outreach; security; medical/public-health support; FEMA recovery and mitigation assistance; and coordination of partner resources.	HGACBuy pricing based on services & professional-position labor rates under HGACBuy Contract No. HP08-25. Olson’s awarded pricing includes 3% HGACBuy discount.	<i>Selected ICPA Provider.</i> OSP market research found strong, well-documented alignment with the incident management, staffing, coordination, and emergency management portions of the MDEM requirement. Olson also documents a model in which it receives resource requests, coordinates with subordinate providers, manages incident support, and serves as the accountable point of contact.

Vendor / Cooperative Contract	Core Capabilities Relative to Request	Pricing Framework & Model	Market Research / Comparative Finding
DRMP, Inc. HGACBuy HP08-25	Emergency-management consulting; emergency operations and planning; incident response; staff augmentation; engineering and construction management; damage assessment; hazard mitigation; FEMA Public Assistance; grant administration; GIS; and long-term recovery planning.	Pricing is primarily based on hourly professional services classifications & specialty equipment under HGACBuy Contract No. HP08-25 includes 1% HGACBuy discount. Pricing structure aligns primarily with professional emergency-management, engineering, recovery, and technical support services rather than broad operational commodities and field-resource support.	Direct HP08-25 comparison vendor. Strong for professional emergency management, engineering, FEMA recovery, and technical/program management services. Documentation provides less support for the full turnkey operational resource-sourcing model contemplated by MDEM.
BELFOR USA Group, Inc. OMNIA Partners / Region 14 ESC Contract No. 160943	Disaster response, restoration and reconstruction, debris and environmental response, equipment deployment, temporary/mobile support, industrial hygiene, and subcontractor management.	Pricing is based on established labor, equipment, and material schedules; recognized estimating systems; hourly labor and equipment rates; and project-specific estimates under its OMNIA Partners/Region 14 ESC cooperative contract. Belfor's pricing structure primarily supports disaster response, restoration, reconstruction, and other physical recovery services.	Separate cooperative vehicle; not an HP08-25 supplier comparison for ordering purposes. Strongest alignment is with physical response, restoration, reconstruction, and recovery. Documentation is less detailed for EOC augmentation, public affairs, case management, security, mass-care support, and broad personnel/resource sourcing.
Cotton Commercial USA, Inc. (Cotton) HGACBuy HP08-25	Large-scale emergency and catastrophe response; logistics and deployable facilities; labor and equipment sourcing; emergency food and water support; restoration and reconstruction; debris and environmental response; and FEMA consulting/documentation support.	Pricing under HGABuy Contract No. HP08-25 includes labor, equipment, consumables, logistics, specialty services, and third-party resources. Includes an 3% HGACBuy discount. Cotton's pricing structure primarily supports large-scale emergency and catastrophe response, logistics, operational resource support, restoration, and recovery services.	Direct HP08-25 comparison vendor. Cotton provides broad operational, logistical, equipment, restoration, and physical response capabilities. Olson's demonstrates closer alignment with the State's incident management and coordinated resource support needs, including EOC staffing, staff augmentation, public affairs, security, medical/public health support, and centralized coordination of partner resources through a single accountable provider.

The comparison demonstrates that multiple cooperative contractors and vehicles provide overlapping elements of the MDEM requirement; however, their service emphasis and pricing structures differ materially. Olson, DRMP, and Cotton are available under HGACBuy HP08-25, while BELFOR is

available through a separate OMNIA Partners cooperative contract. Cotton provides broad operational, logistics, equipment, restoration, and physical response capabilities; DRMP is primarily focused on professional emergency management, engineering, FEMA recovery, planning, and technical support; and BELFOR is primarily aligned with the physical restoration and recovery services through the OMNIA Partners contract. Olson demonstrates the closest alignment with MDEM's contemplated resource-support model because its documentation closely supports incident management, EOC staffing, staff augmentation, resource coordination, public affairs, security, medical and public health support, and the management of partner resources, while remaining an accountable point of contact. Accordingly, the comparison is intended to support the State's market research and capability assessment and should not be represented as a four-vendor quote competition. HP08-25 expressly places responsibility on the HGACBuy customer to conduct adequate competition and determine the reasonableness of the price for the actual order.

Price Reasonableness Findings

- **Competitively Established Cooperative Vehicle:** H-GAC established Contract No. HP08-25 was awarded through a public competitive RFP process and awarded multiple contractors. The Olson Group's awarded pricing is based on the professional service and labor rates contained in its HP08-25 Response Price Form and includes a 3% HGACBuy.
- **Transaction-Level Competition and Price Analysis:** The market research conducted for this determination evaluates available cooperative contractors, service capabilities, pricing structures, and published contract discounts. This analysis does not constitute a State-specific quote comparison. In accordance with HP08-25, the State will conduct the applicable transaction-level competitive process and negotiate a price at the time of engagement to order.
- **Pricing Controls and Procurement Efficiency:** H-GAC requires supporting documentation and approval for contract price increases and requires applicable price decreases to be passed through. Participation in HGACBuy provides access to a competitively procured pool of qualified contractors, reducing the time and administrative effort associated with conducting a new full solicitation while preserving the State's responsibility to establish price reasonableness for the specific order.

Based on the information and findings presented above, the Procurement Officer has determined that participation in HGACBuy Contract No. HP08-25 with The Olson Group, LTD. is an appropriate procurement vehicle method for MDEM emergency management resource-support requirements. Based on the documentation reviewed, Olson's emergency management, homeland security, incident management, staffing, and surge support, response, recovery, mitigation, and resource-coordination capabilities closely align with MDEM's anticipated operational needs.

In accordance with COMAR 21.05.09.04, the Procurement Officer has determined that it is in the best interest of the State to participate in the Intergovernmental Cooperative Purchasing Agreement competitively procured and established by H-GAC through HGACBuy Contract No. HP08-25. Additionally, this ICPA method is not intended in any way to evade the purposes set forth under COMAR 21.01.01.03; therefore, approval is requested.

SIGNATURE PAGE NEXT PAGE

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<i>Linda Dangerfield</i> Linda Dangerfield (Sep 23, 2026 12:37:50 EDT)	09/23/2026
Linda Dangerfield, Acting Chief Procurement Officer, DGS OSP	Date