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Addendum No. 1

To Offerors:

Request for Proposals Cloud-Based Contract Compliance Software Administering, Monitoring, and Reporting of Minority Business Enterprise and Prevailing Wage Requirements

Date Issued:

May 19, 2025

This addendum is hereby made part of the Request for Proposals dated May 6, 2025, on the subject work as though originally included therein. The following amendments, additions, and/or corrections shall govern this solicitation.

This addendum incorporates the following items:

1. The deadline for Technical Proposals has been extended to **June 3, 2025 at 1:00 p.m. (Local Time)**.
2. A copy of the Pre-Proposal PowerPoint, is attached hereto.
3. A copy of the Pre-Proposal registration list, is attached hereto.
4. Section 4.3 (e) Required Submissions is hereby amended to include the following:

"7) A completed Capacity Summary Sheet (**Attachment E**)."

Note: All addenda must be acknowledged by the Offeror in the Technical Proposal.

PS

Paige Stinnett
Procurement Officer

WELCOME

Web Pre-Proposal Conference

Cloud-Based Contract Compliance Software Administering, Monitoring, and Reporting of Minority Business Enterprise and Prevailing Wage Requirements

**THANK YOU FOR YOUR INTEREST IN DOING BUSINESS WITH
THE MARYLAND STADIUM AUTHORITY.**

THE PRE-PROPOSAL CONFERENCE WILL BEGIN AT 9:00 AM

PLEASE PROVIDE YOUR NAME, COMPANY NAME AND EMAIL ADDRESS IN
THE CHAT ROOM UPON JOINING THIS CONFERENCE.

DURING THE PRESENTATION, THE LINES WILL BE MUTED AND QUESTIONS
MAY BE SUBMITTED VIA THE CHAT ROOM. THE PHONE LINES WILL BE
OPENED FOR ADDITIONAL QUESTIONS AT THE END OF THE PRESENTATION.



MARYLAND STADIUM AUTHORITY

**Cloud-Based Contract Compliance Software
Administering, Monitoring, and Reporting of
Minority Business Enterprise and Prevailing Wage Requirements**

Pre-Proposal Conference

May 12, 2025

PROCUREMENT & PROJECT TEAM



PAIGE STINNETT
PROCUREMENT OFFICER



YAI WAITE
ASSOCIATE VICE
PRESIDENT, PROCUREMENT



LISA JOHNSON
PROJECT MANAGER



POINT OF CONTACT

Paige Stinnett

Maryland Stadium Authority







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KEY DATES

	<u>ACTIVITY</u>	<u>DATE (Local Time)</u>
	Request for Proposals Issued	May 6, 2025
	Pre-Proposal Web Conference	May 12, 2025 at 9:00 a.m.
	Offeror Questions Due	May 14, 2025 at 1:00 p.m.
	Technical Proposals Due	May 28, 2025 at 1:00 p.m.
	Oral Presentations/Demonstrations	June 11-13, 2025
	Anticipated NTP	July 2025

SCOPE OF SERVICES

The MSA is issuing this solicitation in order to obtain a Cloud-based solution to track compliance relating to Minority Business (“MBE”) participation goals and/or Prevailing Wage Contract requirements for some of MSA and MSA-managed contracts. Most of MSA projects are subject to the State of Maryland’s MBE requirements. Further, although MSA is not subject to Maryland’s statutory prevailing wage requirements, many of MSA projects include similar contractual requirements.

Currently, MSA’s Capital Projects Development Group (CPDG) is overseeing one hundred fifty contracts and estimates overseeing over two-hundred and fifty contracts in the next four years. The intent of this RFP is to select an Offeror to provide services to meet the scope of work of this RFP, and is not for a consultant to perform compliance functions on MSA’s behalf.

Please refer to **Section 3** of the RFP for the full scope of work.

OFFEROR QUALIFICATIONS

The Offeror shall demonstrate that it meets the following qualifications to be considered for award. The Offeror shall have:

1. Offeror shall have five (5) years of experience providing supplier diversity and/or prevailing wage compliance Cloud-based Software Solutions.
2. Offeror is licensed/authorized to provide the services described in the RFP. A copy of the license/authorization agreement shall be included in the technical proposal.

PROPOSAL SUBMISSIONS

- ❖ All submissions must be sent electronically. DO NOT send them via email. Technical proposals are due on the Proposal Closing Date and Time via the link provided in Section 1.10 of the RFP.
- ❖ See Section 4 of the RFP for all proposal and submission requirements, including format requirements.
- ❖ Technical Proposal:
 - Transmittal letter
 - Title and Table of Contents
 - Executive Summary
 - Offeror's Experience, Capabilities and Work plan
 - Bid/Proposal Affidavit (Attachment A)
 - Conflict of Interest Disclosure (Attachment B)
 - Corporate Profile (Attachment D)
 - Capacity Summary Sheet (Attachment E)
 - Sample Reports as described in Section 4.2 (d)
 - Sample contract agreement
 - Information about the test version of the proposed solution as described in Section 4.2 (d)

EVALUATION CRITERIA

- ❖ Technical criteria has more weight than Financial criteria. Proposals will be evaluated based on the adequacy of the solution to provide the proposed services, Offeror's experience, qualifications and references, and software solution interviews and demonstrations. Please see Section 5.2 for the Technical Criteria.
- ❖ The Selection Committee will review the Offerors' Technical Proposals after the Proposal Closing Date and Time. Firms deemed as meeting all requirements will be ranked and, based on the achieved rankings, selected firms will then be "short-listed" to participate in oral presentations/ demonstrations.
- ❖ After oral presentations/demonstrations, firms will be short-listed again. Those firms will be invited to provide their Financial Proposal.
- ❖ Award will be made to the Offeror whose proposal is determined to be the most advantageous, considering technical and financial evaluation factors.

GENERAL SUBMISSION ISSUES

- Make sure to indicate your availability for oral presentations/demonstrations in your proposal.
- Make sure to use the forms issued with the RFP or its addenda. Outdated forms will be returned for Offeror's correction – could impact overall quality of submission. DO NOT ALTER State issued forms.
- SDAT Compliance – Make sure that your firm is in good standing with the Maryland Department of Assessments and Taxation.
- Review the RFP (including attachments) in its entirety.
- MSA checks references and will call those listed in Attachment D. Please make sure they are aware of this and that their contact information is current. DO NOT list MSA staff as references.

QUESTIONS

- ❖ **All questions regarding the RFP must be submitted to the Procurement Officer in writing via the link included in Section 1.9 prior to the deadline given for questions in order to receive an official response from the Maryland Stadium Authority.**
- ❖ Only responses provided in writing by the Maryland Stadium Authority will be considered official answers to questions regarding this RFP.
- ❖ Addenda will be sent via GovDelivery to everyone who participated in this pre-proposal. Please check your junk/spam folders and update your e-mail settings to ensure that you receive MSA Contracting GovDelivery e-mails.

**Capital Projects
Pre-Proposal Conference
Cloud-Based Contract Compliance Software
05/12/2025**

Name	Company	Email	Prime or Subcontractor	MDOT MBE Certified	SBR Certified	Attended
Heidi Barton	AskReply Inc dba B2Gnow	heidi.barton@b2gnow.com	Prime	No	No	Yes
Diana Herring	Autocene Government Solutions, Inc.	Diana@acgovsolutions.com	Prime	No	No	Yes
Kirk Deininger	Autocene Government Solutions, Inc.	kirk@acgovsolutions.com	Prime	No	No	Yes
Andrew Siers	Avco Consulting	andrew.siers@avcoconsulting.com	Subcontractor	Yes	Yes	Yes
John Chapman	B2Gnow	jcc@b2gnow.com	Prime	No	No	Yes
Salvatore Salvatore	DeLuca Advisory	subaldini@delucaadvisory.com	Subcontractor	No	No	Yes
Ade A	Didara Technology, LLC	ade@didara.tech	Prime	No	No	Yes
David Janifer	Dranref d/b/a Business Transformation Group	davidjanifer@hotmail.com	Prime	Yes	No	Yes
Donna Stevenson	Early Morning Software, Inc.	donna@emslab.com	Prime	Yes	No	Yes
Basso Ghee	GD Resources	basso.ghee@gdrdefense.com	Subcontractor	Yes	Yes	Yes
Ola Anjorin	Ibs	Oanjorin@ibs-mc.com	Subcontractor	Yes	No	Yes
Henry Saliu	IBS Management and Consultancy	hsaliu@ibs-mc.com	Prime	Yes	No	Yes
Sandra Shaposky	Jacobs Engineering	sandy.shaposky@jacobs.com	Prime	No	No	Yes
Keia Keia	LCG Inc.	keia.eaves@lcginc.com	Prime	No	No	Yes
James King	MA+ Associates, LLC	jking@ma-assoc.net	Prime	Yes	Yes	Yes
Mark Czajkowski	Oracle	mark.czajkowski@oracle.com	Prime	No	No	Yes
Kate Nash	Promatech, Inc.	knash@promatechinc.com	Subcontractor	Yes	Yes	Yes
Carrie Strehle	Promatech, Inc.	cstrehle@promatechinc.com	Subcontractor	Yes	Yes	Yes
L Mays	Rush & Mays Scheduling Consultants, LLC	lmays@rushandmaysconsultants.com	Subcontractor	No	Yes	Yes
Mike Knapp	SkillSmart	mknapp@skillsmart.us	Prime	No	No	Yes
John Dillow	SkillSmart	jdillow@skillsmart.us	Prime	No	No	Yes
Anju Grobe	SKS Government Solutions Inc.	anju.grobe@sksgov.com	Prime	Yes	Yes	Yes
Richard Ferrara	Stone Brook Solutions LLC	Richard.Ferrara@StoneBrookSolutions.com	Subcontractor	No	Yes	Yes
Roger Richmond	Telecommunications Development Corp	rrichmond@telcomdc.com	Prime	Yes	Yes	Yes
Michele Hudson	Telecommunications Development Corp (TDC)	mHUDSON@telcomdc.com	Subcontractor	Yes	Yes	Yes
Melissa Williams	Trinal, Inc.	mwilliams@trinalinc.com	Prime	No	No	Yes
Ebo Biney	VB Capital Partners Corp	info@vbcapitalpartners.com	Prime	Yes	Yes	Yes
Malik Kazeem	Zovaya Corporation	mkazeem@zovaya.com		Yes	Yes	Yes