



**DEPARTMENT OF GENERAL SERVICES  
OFFICE OF STATE PROCUREMENT  
ACTION AGENDA  
October 16, 2024**



**SUPPLEMENTAL**

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**35-IT.      INFORMATION TECHNOLOGY  
*Department of Information Technology***

***Contract ID:***            Abnormal Integrated Cloud Email Security  
ADPICS No.: F50B56000XX

***Contract Description:***      Abnormal Integrated Cloud Email Security (ICES) platform includes malicious email protection, greymail identification, tenant protection and auditing.

***Award:***                      Carahsoft Technology Corp.  
Annapolis, MD

***Contract Term:***            10/17/2024 – 10/16/2027

***Amount:***                    \$5,699,250.00

***Procurement Method:***    Intergovernmental Cooperative Purchase Agreement  
Contract: OMNIA MASTER CONTRACT #R1919022

***MBE/VSBE Participation:*** 0% / 0%

***Performance Security:***    None

***Incumbents:***                None

***Requesting Agency Remarks:*** The State of Maryland, through the Department of Information Technology (DoIT), seeks to execute a Participating Addendum with Carahsoft Technology Corporation under the OMNIA Partners EDU contract for Abnormal, an Integrated Cloud Email Security software.

DoIT recognizes that email as a vector for initial malicious activity on network Maryland presents a significant risk. Traditional email security gateways can be cumbersome to deploy and struggle to keep pace with evolving cyber threats. Integrated cloud email security (ICES) offers a more agile and effective solution. ICES solutions seamlessly integrate with cloud-based email platforms like Microsoft 365 and Google Workspace, providing advanced threat detection without impacting email flow or native security features.



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**35-IT.      INFORMATION TECHNOLOGY (cont'd)**

***Requesting Agency Remarks (cont'd):***

DoIT’s Office of Security Management (OSM) determined that the State needs an additive ICES that is Application Programming Interface (API) native. OSM determined Abnormal provided a threat-centric solution that was API only. Abnormal provided a unique solution within the ICES market space and is the only solution that DoIT is confident can be adopted into the current security platform.

OMNIA Partners is an experienced cooperative purchasing organization for the public sector. The contracts are available to State agencies nationwide, higher education, government entities, corporations, and non-profits. Additionally, all contracts available through OMNIA Partners are competitively solicited and publicly awarded by a lead agency, using a competitive solicitation process consistent with applicable procurement laws and regulations. In accordance with COMAR 21.05.09.04, it is determined that this ICPA will provide cost benefits to the State, will promote administration efficiencies, and promote intergovernmental cooperation. The ICPA is in the best interest of the State and is not intended to evade the purpose of Division II of the State Finance Procurement Article.

Abnormal is available through other resellers but market research shows that the cost to purchase it through the Abnormal reseller Insight would be approximately 33% higher than the pricing Carahsoft is providing via this ICPA.

Therefore, based on the above analysis, the pricing submitted by Carahsoft is determined to be fair and reasonable for the Abnormal Integrated Cloud Security Software.

MBE and VSBE participation was not established for this contract because there are no subcontracting opportunities available.

***Fund Source:***            100% General (57B21)  
***Approp. Code:***        N/A

***Resident Business:***    No  
***MD Tax Clearance:***    24-3910-1110

<b>BOARD OF PUBLIC WORKS</b>	<b>THIS ITEM WAS:</b>		
<b>APPROVED</b>	<b>DISAPPROVED</b>	<b>DEFERRED</b>	<b>WITHDRAWN</b>
<b>WITH DISCUSSION</b>	<b>WITHOUT DISCUSSION</b>		