



DEPARTMENT OF GENERAL SERVICES
OFFICE OF STATE PROCUREMENT
ACTION AGENDA
May 21, 2025

SUPPLEMENTAL



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55-IT. INFORMATION TECHNOLOGY
Department of General Services, Office of State Procurement

Contract ID: New System Integrator (SI) eMMA IT Project Support; 001B5600375
ADPICS No.: 001B5600375/CTR022894

Contract Description: Stabilize and enhance the existing Ivalua platform (“eMaryland Marketplace Advantage” or “eMMA”) as necessary to implement a full Source-to-Pay procurement operating model, enable core business functions and procurement operations, and adhere to governing legislation to include the State Code of Maryland Regulations (COMAR).

Award: KPMG LLP, Wilmington, DE

Contract Term: 06/12/2025* - 12/31/2027 (*Or earlier upon BPW approval)

Amount: \$19,810,000

Procurement Method: Intergovernmental Cooperative Purchase Agreement (ICPA)
#MA18P23091500000000000034

MBE/VSBE Participation: 29% / 3.47%

Performance Security: Yes

Incumbent: Nitor Partners, Cleveland, OH

Requesting Agency Remarks: The State of Maryland seeks approval to award a new contract to KPMG LLP to serve as the State’s System Integrator (SI) for the eMaryland Marketplace Advantage (eMMA), Maryland’s eProcurement platform powered by Ivalua.

Over the past five years, the State’s current SI has been engaged in implementing eMMA, yet the system currently operates primarily as a bid board, with key functionalities still unrealized. This new engagement with KPMG represents a pivotal transition toward stabilizing and enhancing eMMA to fully support a modern, end-to-end Source-to-Pay procurement model.

KPMG brings extensive and proven experience as a system integrator for Ivalua, having successfully implemented the platform in eight other states. They will deploy highly qualified resources to support the State’s ongoing procurement reform initiatives, in alignment with both the State’s regulatory requirements and the Governor’s Executive Order issued in December 2024.



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55-IT. INFORMATION TECHNOLOGY (cont'd)

Agency Remarks (cont'd):

Under this contract, KPMG will:

- Stabilize and upgrade the State's version of Ivalua, currently more than 20 versions behind and at end-of-life;
- Remediate long-standing system defects and data inconsistencies;
- Develop and implement enhancements to support statewide procurement operations, including AI-enabled features;
- Create new dashboards and reporting tools to support the Governor's Executive Order and improve transparency and adoption of eProcurement;
- Deliver enhanced reporting to support recovery of the State's 1% procurement fee and GOSBA's oversight goals;
- Facilitate operational stabilization and prepare the eMMA system for integration with the Office of State Financial Integration (OSFI) project;
- Support organizational change management and business transformation to promote vendor participation, procurement standardization, and increased competition.

The contract is being awarded through an Intergovernmental Cooperative Purchasing Agreement (ICPA) under the NASPO ValuePoint Master Agreement, which was competitively procured by the lead State of Maine in 2022 in accordance with applicable Maryland statutes. That national procurement effort received 35 proposals, and 15 awards were made across four categories based on responsiveness and final rankings against pre-established evaluation criteria. This cooperative purchasing method provides access to best-in-class vendors while leveraging the volume and competition of a nationally conducted procurement.

As a result of this process, the State has negotiated highly favorable pricing with KPMG, receiving a 59.6% discount off their published list pricing for annual licensing and maintenance. This significant cost benefit underscores the value of the cooperative procurement approach. Additionally, the total contract cost remains within the originally planned budget for the eMMA project.

KPMG has also committed to meeting the State's Minority Business Enterprise (MBE) participation goal of 29% and the Veteran-Owned Small Business Enterprise (VSBE) goal of 3.47%, reinforcing the State's commitment to inclusive economic growth.

Approval of this contract will allow the State to move forward with a stable, modern eProcurement platform that fully supports Maryland's procurement goals, regulatory obligations, and strategic vision for digital government.



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55-IT. INFORMATION TECHNOLOGY (cont'd)

Fund Source: 100% Reimbursable - Major Information Technology Development (MITD)

Approp. Code: H00A0103

Resident Business: No

MD Tax Clearance: 25-1058-1111

BOARD OF PUBLIC WORKS

THIS ITEM WAS:

APPROVED

DISAPPROVED

DEFERRED

WITHDRAWN

WITH DISCUSSION

WITHOUT DISCUSSION