

Supplement D
Department of Information Technology
ACTION AGENDA
April 30, 2014

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5-IT. DEPARTMENT OF INFORMATION TECHNOLOGY

Contract ID: Learning Management System
ADPICS No.: F50B4400058

Description: A cloud based Software-as-a-Service (SaaS) Learning Management System to administer Statewide training for estimated 43,000 end-users

Award: Cornerstone OnDemand, Inc.
Los Angeles, CA

Term: 5/15/2014 – 5/14/2017

Amount: \$851,654

Procurement Method: Intergovernmental Cooperative Agreement
[Federal GSA Schedule 70]

Proposals:

Offeror	Overall Ranking	Technical Ranking	BAFO Pricing
Cornerstone	1	1	\$851,654
The Educe Group, Inc.	2	2	\$698,854

MBE Participation: None

Remarks: DoIT posted its requirements on the General Services Administration Schedule 70 website and received four proposals from four GSA contractors. Two of the proposals did not meet DoIT's minimum qualifications and were not susceptible for award. The remaining two proposals underwent a thorough evaluation that included product demonstrations.

Under this contract, the State will have the capability to provide online training modules at an enterprise level to approximately 43,000 state employees. This Learning Management System will seamlessly integrate with the Statewide Personnel System's Human Capital Management Solution provided by Workday.

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5-IT. DEPARTMENT OF INFORMATION TECHNOLOGY (cont'd)

DoIT is recommending award of the contract to Cornerstone OnDemand, Inc. because it presented the more advantageous offer to the State. Cornerstone showed that it is capable of a successful, large-scale integration of its Learning Management System with the Workday product. In addition, multiple State agencies have already standardized on the Cornerstone product and the State will have the opportunity to remove redundancies and increase both efficiency and economies of scale by selecting Cornerstone OnDemand, Inc.

Fund Source: Reimbursable

Approp. Code: F50B0406

Resident Business: No

MD Tax Clearance: 14-0834-0111

BOARD OF PUBLIC WORKS	THIS ITEM WAS:		
APPROVED	DISAPPROVED	DEFERRED	WITHDRAWN
WITH DISCUSSION	WITHOUT DISCUSSION		