MEMORANDUM

TO: Board of Directors, Massachusetts School Building Authority
FROM: James A. MacDonald, First Deputy Treasurer, Chief Executive Officer
Mary L. Pichetti, Executive Director, Deputy Chief Executive Officer
SUBJECT: Recommendation for Azure Cloud Hosting, Support and Related Professional Services
DATE: June 12, 2026

In April 2025, the MSBA conducted a procurement for Azure Cloud Hosting, Support, and Related Professional Services through Statewide Contract ITS60. Following the completion of the procurement process, the MSBA entered into an agreement with Smartronix, LLC ("SMX") to provide such services for an initial three-year term, with two one-year renewal options, at the MSBA's discretion, under the same terms and conditions.

The purpose of this memorandum is to seek Board authorization to execute an amendment to the agreement with SMX to expand the scale of professional support services to assist with platform upgrades as part of the continued evolution and modernization of the MSBA's cloud hosting platform. The increased level of support services will allow the MSBA to leverage SMX's resources and expertise to ensure a smooth, appropriate, and timely platform upgrade. While the total value of the agreement and periodic amendments was not originally expected to exceed $250,000 over its full term, the increased level of support services and anticipated increased hosting fees are now expected to increase the total value of the contract above the $250,000 threshold, over the full 5-year term, thus requiring Board authorization pursuant to MSBA By-laws.

Summary of April 2025 Procurement:

On April 10, 2025, the MSBA issued a Request for Quotes ("RFQ") under Statewide Contract ITS60 through COMMBUYS seeking quotes from firms to provide Azure cloud hosting, support, and related professional services. In accordance with the MSBA's procurement policies, six MSBA staff members were appointed to serve on the Procurement Management Team ("PMT").

The MSBA received one (1) Response to the RFQ by the April 29, 2025, deadline from SMX. The MSBA's Legal department conducted the Phase One Review to ensure that the Response was responsive to the requirements of the RFQ. After confirming responsiveness, the Response was forwarded to the PMT for further evaluation. The PMT met on April 30, 2025, to discuss the response. The PMT review and scorecard was based on the following evaluation criteria as set forth in the RFQ:

- Services and resources to be provided as it relates to the scope of work;
- Qualifications and experience of the Respondent firm and key personnel; and
- Cost proposal.

The PMT conducted a thorough evaluation and discussion of the response and, by consensus, determined the following score based on their assessment:

Smartronix, LLC

Based on the review and discussion of the responses, the PMT found that SMX met the needs described above and the requirements of the RFQ based upon the following:

- The hosting services offered by SMX meet the needs of the MSBA as described in the RFQ;
- SMX provided key personnel with significant experience and multiple certifications related to the scope of services requested in the RFQ; and
- The quote that SMX provided for cloud hosting seemed appropriate for the services and is based on list prices that includes a 3% discount as well as estimated usage. Professional services are ad hoc and are based on hourly rates.

Based on this review, the PMT recommended that the Executive Director approve the engagement of SMX to provide Azure Cloud Hosting, Support and Related Professional Services. In accordance with the MSBA's Procurement Policy, the purchase was made through Statewide Contract ITS60 with the approval of the Executive Director. Subsequently, the MSBA entered into an agreement with SMX for an initial three-year term with two one-year options to renew, at the MSBA's discretion, under the same terms and conditions.

To summarize, as part of the continued evolution and modernization of the MSBA's Azure cloud hosting platform, the MSBA now seeks to amend their agreement with SMX to increase the level of professional services support to assist with platform upgrades. These upgrades are also expected to result in increased hosting fees. As a result of this expanded scope of work, the total value of the contract is now expected to exceed $250,000 over the term of the contract.

Recommendation: Authorize the Executive Director to execute and deliver one or more amendments to the Agreement with Smartronix, LLC to include the additional professional services support from Smartronix LLC to leverage their resources and expertise to ensure a smooth, appropriate, and timely platform upgrade.

The value of the contract is now expected to exceed $250,000 during the term of the proposed agreement; therefore, pursuant to the MSBA's By-laws, the Board must authorize the Executive Director to enter into an agreement that exceeds this amount.