

Notice of Intent to Certify Sole Source

To: Interested Parties
From: Craig P. Orgeron, CPM, Ph.D.
CC: ITS Project Number 49502
Date: May 26, 2026
Re: Sole Source Certification Number 5003 to provide mail insertion system licensing, support, and maintenance for the Mississippi Department of Revenue (DOR)
Contact Name: Matthew Livingston
Contact Phone Number: 601-432-8244
Contact E-mail Address: Matthew.Livingston@its.ms.gov

Sole Source Certification Award Details

Regarding Information Technology Services (ITS) Sole Source Certification Number 5003 for the Mississippi Department of Revenue (DOR), please be advised that ITS intends to award DMT Solutions Global Corporation d/b/a BlueCrest, as the sole source provider of mail insertion system licensing, support, and maintenance through April 14, 2029, in an amount not to exceed \$387,462.79. Please be advised that ITS will determine if additional products or services are within scope during the certification period and may increase the spending authority accordingly. Should DMT Solutions Global Corporation d/b/a BlueCrest change their name during this certification period, then ITS will determine if a recertification is necessary. For an explanation regarding Mississippi state law, policy and procedures for sole source procurements, refer to Attachment B: Sole Source Procurement Overview.

Sole Source Criteria

1. The product or services being purchased must perform a function for which no other product or source of services exist:

The Mississippi Department of Revenue (DOR) must be able to track the United States Postal Service (USPS) mail dates on assessments and Review Board letters as required by House Bill (HB) 799 from the 2014 Legislative Session. By purchasing the necessary upgrades to the mail insertion systems, DOR is able to continue compliance with HB 799 and keep the systems up to date on security patches and updates. Because BlueCrest, is the only company authorized to license, provide maintenance services, and access the source code for the proprietary mail inserter system, this qualifies as a sole source procurement.

2. The purchaser must be able to show specific business objectives that can be met only through the unique product or services:

DOR has been using the Direct Connect (DC) proprietary operating system to process mail insertion of constituent communications on 8 Series and Rival Series mail insertion systems since 2014. The Pitney Bowes 8 Series and Rival Series systems have each been retrofitted with a high integrity upgrade, a 2D camera, and DC Verify-Filebase software. The high integrity upgrade allows DOR to add 2D barcodes to documents which can be read by the 2D cameras. DC verify functionality on the inserters requires the creation of a Mail Run Data File (MRDF) with a specific mail piece record and unique Intelligent Mail Bar Code (IMb) to enable a process to track critical constituent mail from creation to ingestion into the USPS network. To maintain an electronic audit trail, each touch point, from print file and MRDF creation, to USPS scanning of the IMb will be captured using software that links each specific constituent mail piece back to its creation, entry into the USPS network, and final delivery.

3. The product or services must be available only from the manufacturer and not through resellers who could submit competitive pricing for the product or services:

BlueCrest is the only company in North America that is authorized to license, service, and/or provide professional services for the Sole Source products and the only party authorized to access the source code. Further, the warranty on these products would be void if any party other than BlueCrest provides maintenance services. The Vendor's sole source certification letter is included as Attachment A.

4. Explanation of why the amount to be expended for the services is reasonable.

The agency ensured it obtained the best possible price by working directly with BlueCrest to revise and correct the original quote after the vendor identified that certain components such as inserter PC replacements and camera upgrades were not required due to DOR already running Windows 10, which significantly reduced the cost. This update is documented in the pricing email from BlueCrest, who further noted they adjusted the quote to reflect government pricing, which is lower than NASPO pricing. The vendor also provided updated professional services pricing and eliminated unnecessary hardware costs to ensure the total reflects only required system upgrades. These steps direct vendor corrections, and use of reduced government-rate pricing demonstrate that the agency obtained the best price available and that the resulting expenditure is both accurate and reasonable for the critical services required.

5. Explanation of what the agency did to obtain the best possible price for these services.

To obtain the best possible price, DOR worked directly with BlueCrest to revise the original quote after the vendor identified that several costly components that were not required since DOR is already running Windows 10, significantly reducing the overall total. BlueCrest further lowered the cost by switching the pricing model to government pricing, which the vendor confirmed is lower than NASPO pricing, and by updating professional services pricing and removing unnecessary hardware items to ensure the quote reflected only essential system upgrades. These combined steps vendor quote correction, reduced government-rate pricing, and elimination of unnecessary items demonstrate that the agency both secured the best available pricing and confirmed that the final expenditure is accurate, justified, and necessary for supporting critical operations.

Schedule

Task	Date
First Advertisement Date	05/26/26
Second Advertisement Date	06/02/26
Response Deadline From Objectors	06/09/26 at 3:00 P.M. Central Time
Notice of Award/No Award Posted	Not before 06/10/26

Project Details

In December 2013, the Department of Revenue (DOR) issued Invitation for Bid (IFB) Number 2014-01 through the Mississippi Department of Finance and Administration (DFA) for mail processing equipment, and the award was made to Pitney Bowes, Inc. During the 2014 Legislative Session, House Bill (HB) 799 passed, requiring DOR to track the United States Postal Service (USPS) mail dates on assessments and Review Board letters. In March 2015, DOR requested and received a sole source certification from ITS, using then approved sole source procedures to purchase the Pitney Bowes hardware and software needed to meet compliance with HB 799.

In May 2018, ITS issued Notice of Intent to Certify Sole Source Number 4092 for the purchase of software licenses, software subscriptions, software maintenance, and hardware maintenance from Pitney Bowes Inc. and Pitney Bowes Software Inc. for a three-year term to support continued compliance with USPS mail date tracking requirements. In June 2018, ITS executed Amendment Number 1 to renew the contract through April 14, 2021. In July 2018, Pitney Bowes completed the sale of its Document Messaging Technologies (DMT) production mail and support software division, which now operates as BlueCrest. In April 2020, ITS began issuing Notice of Intents to Certify Sole Source for mail insertion system licensing, support, and maintenance. No objections have been received to date. DOR has spent \$601,324.72 on these products.

Submission Instructions and Format of Response from Objecting Parties

Interested parties who have reason to believe that the mail insertion system licensing, support, and maintenance should not be certified as a sole source should provide information in the following format for the state to use in determining whether or not to proceed with awarding the Sole Source contract to DMT Solutions Global Corporation d/b/a BlueCrest.

1.1 Interested Party Information

1.1.1 Contact Name, Phone Number and email address

1.1.2 Company Website URL, if applicable

1.2 Objection to Sole Source Certification

1.2.1 Interested parties must present specific objections to the Sole Source certification using the criteria listed above.

1.2.2 A statement regarding the Interested Party's capabilities as related to this Sole Source Certification Request.

1.3 Comments will be accepted at any time prior to Tuesday, June 9, 2026, at 3:00 p.m. (Central Time) to Matthew Livingston at

Matthew.Livingston@its.ms.gov or at the Mississippi Department of Information Technology Services, 3771 Eastwood Drive, Jackson, Mississippi 39211. Responses may be delivered by hand, via regular mail, overnight delivery, e-mail or by fax. Fax number is (601) 713-6380. ITS WILL NOT BE RESPONSIBLE FOR DELAYS IN THE DELIVERY OF RESPONSES. It is solely the responsibility of the Interested Parties that responses reach ITS on time. Interested Parties may contact Matthew Livingston to verify the receipt of their Responses. Responses received after the deadline will be rejected.

1.4 Interested Party responses should include the following information:

<p style="text-align: center;">SUBMITTED IN RESPONSE TO Sole Source Certification No. 5003-49502 Accepted until June 9, 2026 @ 3:00 p.m., ATTENTION: Matthew Livingston</p>

If you have any questions concerning the information above or if we can be of further assistance, please contact Matthew Livingston at 601-432-8244 or via email at Matthew.Livingston@its.ms.gov.

Attachment A: Vendor Correspondence
Attachment B: Sole Source Procurement Overview



BlueCrest
37 Executive Dr
Danbury, CT 06810

March 4, 2026

Via Email

State of Mississippi
500 Clinton Center Drive
Clinton, MS 39056

Re: Sole Source

To Whom It May Concern:

DMT Solutions Global Corporation, a Delaware corporation doing business as BlueCrest (“BlueCrest”), would like to thank you for the opportunity and privilege of allowing us to continue serving and supporting the State of Mississippi.

The purpose of this letter is to confirm that the Rival Inserter (ZXOV -0147022), the BlueCrest Server (with embedded software) to be purchased by the State of Mississippi (RDGQ), and BlueCrest Output Manager software are BlueCrest sole source products (each a “Sole Source Product”, and collectively, the “Sole Source Products”).

BlueCrest is the only company in North America that is authorized to license, service, and/or provide professional services for the Sole Source Products and the only party authorized to access the source code of any Sole Source Product. Further, the warranty on a Sole Source Product is voided if any party other than BlueCrest provides maintenance service on such Sole Source Product.

Regards,

DMT Solutions Global Corporation
(d/b/a BlueCrest)

By: *Christopher Smith*
Christopher R. Smith
General Counsel
Licensed in Connecticut (AHC)

Attachment B

The acquisition of information technology for all state agencies and institutions of higher learning (IHLs) is within the scope of the ITS law, found in Mississippi Code Section 25-53-1, et seq., and the policies and procedures established in accordance with this statute, found in the ITS Procurement Handbook posted on the ITS website (www.its.ms.gov).

ITS enabling legislation requires that information technology hardware, software and services be acquired in a manner that insures the maximum of competition among all manufacturers and suppliers of such equipment and services. Accordingly, ITS promotes full and open competition through the issuance of open specifications and the objective evaluation of Interested Party proposals to determine the lowest and best offering to meet an agency's or public university's business requirements. True competition protects the integrity and credibility of purchasing in the public sector and is essential in providing best value and adequate contractual protection for the purchasing entity. In certain limited situations, information technology acquisitions may be sole-sourced.

ITS utilizes the provisions of Public Purchasing Law for Sole Source and Emergency procurements of information technology. Mississippi Public Purchasing Law (Mississippi Code Section 31-7-13) specifies that noncompetitive items available from one source only be exempted from bid requirements (sole-sourced). ITS statute, in Section 25-53-5 (p), permits ITS to utilize provisions in Public Purchasing Law or regulations, when applicable.

Per Public Purchasing law, acquisitions must meet the following criteria to be authorized as sole source:

1. The product or services being purchased must perform a function for which no other product or source of services exists,
2. The purchaser must be able to show specific business objectives that can be met only through the unique product or services, AND
3. The product or services must be available only from the manufacturer and NOT through resellers who could submit competitive pricing for the product or services. The vendor's correspondence regarding this criterion for this project is included as Attachment A.

By policy as documented in the ITS Procurement Handbook, acquisitions of IT services must include the following information to be authorized as sole source:

1. An explanation about why the amount to be expended is reasonable, and
2. An explanation regarding the efforts by the purchaser to obtain the best possible price.

For state agencies, approval of all technology purchases with a lifecycle cost of \$5,000 or less, including sole source purchases, has been delegated to the agency. The ITS Procurement Limits Policies for Agencies (a section in the ITS Procurement Handbook) require a minimum of two competitive written bids or proposals for technology purchases with a lifecycle cost over \$5,000 but not over \$75,000 (not over \$25,000 for projects funded by the American Recovery and Reinvestment Act). Since, for single source items, the procuring agency will be unable to obtain two written bids, ITS must certify all sole source acquisitions of information technology with a lifecycle cost greater than \$5,000.

Institutions of Higher Learning (IHLs) or public universities have been delegated the authority to certify sole source procurements up to \$250,000 lifecycle cost under the ITS Procurement Limits Policies for IHLs (a section in the ITS Procurement Handbook). For the certification of sole source procurements delegated to the CIOs at public universities, the public university must follow ITS' Sole Source Procedure, including advertisement of the intent to award as sole source. Institutions certifying a sole source purchase must ensure the criteria listed above are met and documented in writing by the institution and the Interested Party prior to certifying a product or service as sole source. Sole source documentation must be reviewed and approved by the IHL's CIO for any sole-source certification above \$5,000. All sole source documentation should be retained in the public university's procurement file. Sole source requests above \$250,000 lifecycle cost require ITS approval.

Other than the delegations outlined above, all sole source technology procurements must be certified by ITS.

ITS thoroughly reviews Sole Source Certification Requests, determining if competing products and/or services exist. If so, ITS conducts a competitive procurement. If ITS' review confirms the sole source, then a Sole Source advertisement is issued, giving other Interested Parties an opportunity to identify competing products and/or services. Based upon the results of the Sole Source advertisement, ITS will either certify the request as a sole source or conduct a competitive procurement.