

1 [Agreement Amendment - Carahsoft Technology Corporation - Not to Exceed \$20,625,109]

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3 **Resolution approving a second amendment to the agreement between the Department**  
4 **of Technology, Office of Contract Administration, and Carahsoft Technology**  
5 **Corporation for Salesforce Enterprise Products, increasing the agreement amount by**  
6 **\$10,900,109 for a new not to exceed amount of \$20,625,109 and extending the term for**  
7 **an additional five years from June 30, 2025, for a total term of July 1, 2016, through**  
8 **June 30, 2030.**

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10 WHEREAS, In 2016 the City entered into an Enterprise Agreement (EA) with Carahsoft  
11 for Salesforce products, this agreement was for an initial five year term to June 30, 2021, with  
12 a not to exceed amount of \$5,725,000; and

13 WHEREAS, In 2021 the City entered into the First Amendment to the EA that extended  
14 the term for four additional years to June 30, 2025, and increased the not to exceed amount  
15 by \$4,000,000 to \$9,725,000; and

16 WHEREAS, The proposed Second Amendment would extend the term five additional  
17 years to June 30, 2030, and the not to exceed amount by \$10,900,109 to \$20,625,109; and

18 WHEREAS, The EA covers all major Salesforce products, including, Sales Cloud,  
19 Service Cloud, Marketing Cloud, Experience Cloud) for all City Departments; and

20 WHEREAS, Salesforce only sells its products to the City through Carahsoft  
21 Technologies Corporation (Carahsoft), a distributor, and

22 WHEREAS, Carahsoft was selected pursuant to San Francisco Administrative Code,  
23 Section 21.5(b) and Section 21.30 pursuant to waiver OCAWVR0008957 granted by the  
24 Office of Contract Administration, and this Amendment is consistent with that waiver; and

25 WHEREAS, The Department of Technology assessed City departments' projected

1 needs for Salesforce products through 2030 and the increased not to exceed amount is based  
2 on the product requirements of City departments; and

3 WHEREAS, The Department of Technology compared the 35% discount available  
4 through the proposed amended agreement to discounts available to the State of California,  
5 the National Association of State Procurement Officials and other procurement vehicles  
6 available to the City and found the prices in the proposed agreement to be significantly lower  
7 than the alternatives; and

8 WHEREAS, Charter Section 9.118, "Contract and Lease Limitations," subsection (b),  
9 requires Board of Supervisors approval of any contract estimated to exceed \$10 million in  
10 expenditures; now, therefore, be it

11 RESOLVED, That the Board of Supervisors authorizes the Department of Technology  
12 and the Office of Contract Administration to execute the second amendment to the Carahsoft  
13 Technologies Corporation Agreement for five additional years for a maximum amount to  
14 \$20,625,109, substantially in the form of the agreement on file with the Clerk of the Board of  
15 Supervisors, in File No. 240354, with such changes or modifications, as may be acceptable to  
16 the Director of the Department of Technology and the City Attorney and which do not  
17 materially increase the obligations and liabilities of the City; and be it

18 FURTHER RESOLVED, That upon execution of the Agreement, the Director of the  
19 Department of Technology shall transmit to the Clerk of the Board of Supervisors a copy of  
20 the Agreement, for inclusion in File No. 240354; and, be it

21 FURTHER RESOLVED, That this Resolution shall take effect immediately upon its  
22 adoption.