



CITY AND COUNTY OF SAN FRANCISCO CONTRACT MONITORING DIVISION

S.F. ADMINISTRATIVE CODE CHAPTERS 12B and 14B WAIVER REQUEST FORM (CMD-201)

Send completed waiver requests to:
CMD, 30 Van Ness Avenue, Suite 200, San Francisco, CA 94102 or
cmd.waiverequest@sfgov.org

FOR CMD USE ONLY	
Request Number:	9794
2019 OCT -4 AM 10:25	CONTRACT MONITORING DIVISION

➤ **Section 1. CCSF Department Information (all fields must be completed)**

Department Head Signature: [Signature]
 Name of Department: Department of Technology
 Department Address: One South Van Ness Ave., 2nd Floor
 Contact Person: Jolie Gines
 Phone Number: 628 652 5074 E-mail: jolie.gines@sfgov.org

➤ **Section 2. Contractor Information (all fields must be completed)**

Contractor Name: ConvergeOne
 Bidder/Supplier No.: 0000030047 Contractor Tax ID: 1084523
 Contractor Address: 940 Riverside Parkway, Sacramento, CA 95605
 Contact Person: Adam Eisenberg Contact Phone No.: 415 969 6880

➤ **Section 3. Transaction Information (all fields must be completed)**

Date Waiver Request Submitted: October 2, 2019 Dollar Amount of Contract: \$ 70,000,000
 Contract/Transaction Number: _____ Contract Name: Cisco EA Products
 Contract/Transaction Start Date: November 1, 2019 Contract/Transaction End Date: October 30, 2026

➤ **Section 4. Administrative Code Chapter to be Waived (please check all that apply)**

Chapter 12B
 Chapter 14B *Note: Employment and LBE subcontracting requirements will still be in force even when a 14B Waiver Type A or B is granted.*

➤ **Section 5. Waiver Type (a justification must be attached; see Check List on the other side of this form for instructions)**

A. Sole Source
 B. Emergency (pursuant to Administrative Code §6.60 or §21.15)
 C. Public Entity
 D. No Potential Contractors Comply..... (Required) Copy of waiver request sent to Board of Supervisors on: _____
 E. Government Bulk Purchasing Arrangement..... (Required) Copy of waiver request sent to Board of Supervisors on: _____
 F. Sham/Shell Entity..... (Required) Copy of waiver request sent to Board of Supervisors on: _____
 G. Subcontracting Goals
 H. Local Business Enterprise (LBE) *Note: For contracts in excess of \$5 million; see Admin. Code §14B.7(J)(2)*

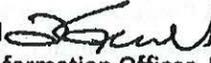
CMD ACTION – For CMD/HRC Use Only	
12B Waiver Granted: _____	14B Waiver Granted: <u>X</u>
12B Waiver Denied: _____	14B Waiver Denied: _____
Reason for Action: <u>Contract Awarding Authority confirmed no LBE firms are certified partners with the manufacturer and therefore are not authorized to perform the work.</u>	
CMD or HRC Staff: <u>[Signature]</u>	Date: <u>10/4/19</u>
CMD or HRC Director: <u>[Signature]</u>	Date: <u>"</u>



**SAN FRANCISCO
DEPARTMENT OF
TECHNOLOGY**

Date: June 24, 2019

To: Romulus Asenloo
Director, Contract Monitoring Division

From: Linda Gerull 
City Chief Information Officer, Executive Director, Department of Technology

Subject: Waiver Request of 14B Subcontracting Goals for Master Agreement for Cisco Products

MEMORANDUM

The Department of Technology requests a waiver of 14B subcontracting goals for its Master Agreement for Cisco Products RFP.

This RFP is for Cisco Products to include hardware, software, software licenses, hardware and software maintenance. The Committee on Information Technology (COIT) has determined that the Cisco Voice Over Internet Protocol (VOIP) to be its Citywide telephony solution. The Department of Technology has already purchased equipment, licenses software and maintenance through its City solicitation process through the Office of Contracts Administration. However, this type of bidding method has not allowed the City to leverage volume discount pricing for equipment, licenses and maintenance. This RFP, however, will allow us to work with a Cisco re-seller who will partner with the City to identify discount opportunities as well as identify updated equipment and leverage volume discount pricing for software licenses.

One potential opportunity for sub-contracting would be the hardware and software support and maintenance. However, the equipment and software are proprietary to Cisco. Cisco will only re-sell its hardware and software support to an Authorized Cisco Partner. Cisco, as the manufacturer, has exclusive rights for access to Cisco IOS software upgrades. Access to Cisco IOS upgrades are critically important so that City staff can upgrade the software on Cisco devices to resolve security issues, fix bugs, and gain new features/performance improvements. Furthermore, in a massive initiative to procure Cisco Hardware, SmartNet Support, Software Licenses and Subscriptions; the Department of Technology needs a single vendor/single point of contact to coordinate the logistics for shipment of hardware to the City and to assist the Department of Technology track historical purchases and entitlements.

The Department of Technology has completed its first step to due diligence and identified only one supplier, from the CMD LBE webpage, with the designation to procure telecommunications, hardware and software equipment. Cisco has confirmed that ACTNET is not a City Cisco Authorized Reseller, see attached email.