



San Francisco Office of the City Administrator
City Administrator Carmen Chu

Proposed Amendments to Technology Marketplace 3.0 Contract for As-Needed IT Commodities and Services (TC 99410)

File 25-0165 through 25-0168

Office of Contract Administration

Board of Supervisors' Budget and Finance Committee

March 12, 2025

What is the Technology Marketplace?



- The Technology Marketplace is **a pool of suppliers** that provide **technology products and services**.
- The model **originated in the 1990's** as an efficient purchasing model **reduces the time required to complete a transaction** from several months to 1-2 weeks.
- The Technology Marketplace has **expanded from a handful of suppliers to more than 60 vendors**.

Technology Marketplace 3.0

- **Administered by OCA** who ensures all City Requirements are satisfied by each purchase.
- **Provides an efficient process for procuring essential hardware, software, support, and services.**
- **61 Suppliers**, including 27 Micro LBEs.
- **As-needed** contracts available to all City Departments to purchase technology goods and services based on business needs.
- All transactions **capped at \$2.5 million**.
- **Competitive solicitations required** for all transactions above thresholds.
- **18% LBE subcontracting requirements** on professional services.

Request Summary

- Amendments to four Technology Marketplace contracts:

Supplier Name	Contract ID	Contract Term	Original NTE	Revised NTE
ISSQUARED, Inc. dba ComputerLand of Silicon Valley	1000033753	1/1/24 – 12/31/28	\$20,000,000	\$61,065,000
Cornerstone Technology Partners II JV	1000031408	1/1/24 – 12/31/28	\$20,000,000	\$42,413,000
Insight Public Sector, Inc.	1000031409	1/1/24 – 12/31/28	\$20,000,000	\$53,848,000
Xtech JV (AIXTEK dba Eaton Associates 21Tech LLC)	1000031412	1/1/24 – 12/31/28	\$20,000,000	\$85,014,000

Reference Materials

Table 1: PO Encumbrances for the 4 Contractors by Department

City Department	PO Encumbrances through January 8, 2025
Airport	\$9,932,584.81
Public Utilities Commission	\$7,560,630.35
Department of Technology	\$7,196,299.17
Human Services Agency	\$3,101,599.00
Public Library	\$2,565,831.55
Public Works	\$2,477,166.57
Public Health	\$1,421,489.98
City Administrator's Office	\$1,282,019.02
MTA	\$898,880.00
GEN	\$862,308.58
POL	\$828,891.85
FIR	\$791,125.04
REC	\$583,621.38
CPC	\$540,859.04
CON	\$531,011.34
Other City Departments (less than \$500k in PO Encumbrances	\$3,599,057.00
Grand Total	\$44,173,374.68

Table 2: % of PO Encumbrances Awarded via a solicitation for Proposed Amendments

Supplier Name	Total Awarded PO Amounts (\$)	Total Awarded PO Amounts (\$) from a Solicitation	Total Awarded PO Amounts (%) from a Solicitation
ISSQUARED, Inc. dba ComputerLand of Silicon Valley	\$11,144,146.83	\$ 7,305,546.00	66%
Cornerstone Technology Partners II JV	\$7,739,955.46	\$ 7,678,513.00	99%
Insight Public Sector, Inc.	\$ 9,956,955.00	\$ 8,729,813.00	88%
Xtech JV (AIXTEK dba Eaton Associates 21Tech LLC)	\$15,612,501.00	\$10,685,330.00	68%

Table 3: Computerland Contract NTE Calculations based on Total Spend by City Departments

Total Encumbered Funds as of Data Cutoff Date (January 8, 2025)	\$11,143,564
Average Monthly PO Encumbrances since Contract Start Date	\$908,813
Number of Months to Contract End Date	48
Total Additional Funds Needed through Contract End Date	\$43,409,111
Less Available Contract Balance in Peoplesoft	(\$8,855,853)
Plus Contingency (15%)	\$6,511,367
Current Executed Contract NTE	\$20,000,000
Total Additional Funds Needed through Contract End Date	\$41,064,625
Proposed Revised Executed Contract NTE (Rounded to nearest ten thousand)	\$61,065,000

Table 4: Cornerstone Contract NTE Calculations based on Total Spend by City Departments

Total Encumbered Funds as of Data Cutoff Date (January 8, 2025)	\$7,739,955
Average Monthly PO Encumbrances since Contract Start Date	\$631,232
Number of Months to Contract End Date	48
Total Additional Funds Needed through Contract End Date	\$30,150,549
Less Available Contract Balance in Peoplesoft	(\$12,260,045)
Plus Contingency (15%)	\$4,522,582
Current Executed Contract NTE	\$20,000,000
Total Additional Funds Needed through Contract End Date	\$22,413,086
Proposed Revised Executed Contract NTE (Rounded to nearest ten thousand)	\$42,413,000

Table 5: Insight Contract NTE Calculations based on Total Spend by City Departments

Total Encumbered Funds as of Data Cutoff Date (January 8, 2025)	\$9,797,701
Average Monthly PO Encumbrances since Contract Start Date	\$799,051
Number of Months to Contract End Date	48
Total Additional Funds Needed through Contract End Date	\$38,166,379
Less Available Contract Balance in Peoplesoft	(\$10,043,045)
Plus Contingency (15%)	\$5,724,957
Current Executed Contract NTE	\$20,000,000
Total Additional Funds Needed through Contract End Date	\$33,848,291
Proposed Revised Executed Contract NTE (Rounded to nearest ten thousand)	\$53,848,000

Table 6: Xtech Contract NTE Calculations based on Total Spend by City Departments

Total Encumbered Funds as of Data Cutoff Date (January 8, 2025)	\$15,492,153
Average Monthly PO Encumbrances since Contract Start Date	\$1,263,462
Number of Months to Contract End Date	48
Total Additional Funds Needed through Contract End Date	\$60,348,789
Less Available Contract Balance in Peoplesoft	(\$4,387,499)
Plus Contingency (15%)	\$9,052,318
Current Executed Contract NTE	\$20,000,000
Total Additional Funds Needed through Contract End Date	\$65,013,608
Proposed Revised Executed Contract NTE (Rounded to nearest ten thousand)	\$85,014,000