

1 [Contract Agreement - ConvergeOne, Inc. - Cisco Products and Services - Not to Exceed  
2 \$70,000,000]

3 **Resolution authorizing the Department of Technology to enter into an Agreement**  
4 **between the City and County of San Francisco and ConvergeOne, Inc., for the purchase**  
5 **of Cisco products and services, with a not to exceed amount of \$70,000,000 for the**  
6 **term ending November 1, 2022, to commence following Board approval, with two two-**  
7 **year options to extend at the sole and absolute discretion of the City.**

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9 WHEREAS, Charter, Section 9.118(b), requires the Board of Supervisors to  
10 approve by Resolution contracts estimated to cost the City \$10,000,000 or more; and

11 WHEREAS, The Department of Technology ("Department") wishes to  
12 procure Cisco network products and services on an as-needed basis through an enterprise  
13 agreement; and

14 WHEREAS, This Agreement was competitively procured as required by San  
15 Francisco Administrative Code, Chapter 21.1 through Request for Proposals #SE2669 DT  
16 RFP 2020-02 "Master Agreement for Cisco Products", a Request for Proposal ("RFP") issued  
17 on August 1, 2019, in which City selected Contractor as highest scoring proposer pursuant to  
18 the RFP; and

19 WHEREAS, The Local Business Entity ("LBE") subcontracting participation  
20 requirement has been waived because there are no LBE firms certified by the manufacturer to  
21 perform work; and

22 WHEREAS, Contractor represents and warrants that it is qualified to perform the  
23 Services required by City as set forth under this Agreement; and

24 WHEREAS, The Agreement referenced above is substantially in the form attached  
25 and are on file with the Clerk of the Board of Supervisors in File No. 191022, which is

1 hereby declared to be a part of this Resolution as if set forth fully herein; now, therefore, be it  
2 RESOLVED, That the Board of Supervisors authorizes the Department of Technology  
3 and Director of the Office of Contract Administration to execute this Agreement for purchases  
4 of Cisco products and services in the amounts described above for the term ending November  
5 1, 2022, to commence following Board approval, with two options to extend the Agreement for  
6 up to two years each at the sole and absolute discretion of the City; and, be it

7 FURTHER RESOLVED, The Board of Supervisors authorizes the DT Executive  
8 Director to execute the Agreement with ConvergeOne with a maximum guaranteed cost of  
9 \$70,000,000, in substantially the form on file with the Clerk of the Board of Supervisors, in File  
10 No. 191022, with such changes or modifications, including without limitation modifications to  
11 the exhibits, as may be acceptable to the DT Executive Director and the City Attorney, and  
12 which do not materially increase the obligations and liabilities of the City; and, be it

13 FURTHER RESOLVED, That within 30 days of the Agreement being fully  
14 executed by all parties, the Director of the Department of Technology and the Director of the  
15 Office of Contract Administration shall provide the final Agreement to the Clerk of the Board  
16 for inclusion into the official file.

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