



SAN FRANCISCO
DEPARTMENT OF
TECHNOLOGY

Citywide Enterprise Agreement (EA) for Oracle Products

BOS Budget and Finance Committee
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Overview

New Citywide Enterprise Agreement (EA) for Oracle Software, Hardware and Cloud Computing Products.

- ❑ Total Not-To-Exceed Amount: \$60M for five years.
- ❑ Term: May 2021 to April 2026.
- ❑ Selected Reseller: Mythics Inc., the highest ranking proposer from the Maricopa County RFP, which was conducted on behalf of all state and local governments in the US.

Key Facts

- ❑ Oracle products are widely used in the City: Almost 20 departments currently purchase 191 different Oracle products through 10+ contracts with Oracle or an Oracle partner.
- ❑ Average spend on Oracle in the past three years: \$11M/year.



Why Should We Establish A Citywide Agreement?

	Current State – No EA	Future State – Have an EA
Reduce Cost & Risks	Nearly 20 departments are making separate Oracle purchases, often at higher prices with unfavorable terms.	Leverage the City’s collective buying power to achieve higher discounts, with better legal terms to protect the City.
Increase Efficiency of Procurement	Every department must go through 10-20 administrative and legal steps to complete the procurement process for similar purchases.	Departments collaborate as one City, complete all the necessary legal and procurement steps upfront, and eliminate redundant efforts.
Improve Spend Visibility & Vendor Management	Oracle products were purchased in silos through different contracts and vendors, resulting in poor visibility and spend management across the City.	All Oracle products will be purchased through one master contract, so we can better monitor and manage the spend, and identify opportunities to reduce cost and improve vendor performance.

Additional Savings

Oracle has made certain concessions that will result in \$3.75M in savings/cost avoidance over the next 5 years:

- ❑ Waived its annual 4% rate increase for a period of 5 years;
- ❑ Allowed the City to reduce existing maintenance costs by terminating support for software licenses the City no longer uses without incurring Oracle's standard termination fees or repricing requirements.



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Any Questions?