



SAN FRANCISCO
DEPARTMENT OF
TECHNOLOGY

Third Amendment to Oracle Enterprise Agreement with Mythics LLC

To: Budget and Finance Committee
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Overview

Existing Citywide Agreement

- ❑ Scope: Oracle products supporting Finance, HR, JUSTIS, and other critical systems
- ❑ Participating Departments: 12
- ❑ Current Term: May 2021 – April 2026
- ❑ Annual Spend: ~ \$10.5M in the past five years

Amendment Highlights

- ❑ Extends contract term by 31 months (May 2026 – Nov 2028)
- ❑ Increases not-to-exceed amount from \$60.0M to \$94.6M



Finance Impacts

Protects Against Rising Costs

- ❑ Market increases: 8–10% annually
- ❑ Negotiated caps:
 - 4% on-premise software and hardware maintenance
 - 5% cloud-based products

Delivers Savings

- ❑ \$2.9M avoided costs

Locks in Strong Discounts

- ❑ $\geq 35\%$ for on-premise software
- ❑ $\geq 40\%$ for Software as a Service (SaaS) products
- ❑ Up to 70–80% in some categories



Why Approve

Maintains Critical Operations

- ❑ Contract expires April 30, 2026
- ❑ Ensures uninterrupted access to critical city systems

Maximizes Financial Efficiency

- ❑ Locks in pricing protections and deep discounts
- ❑ Prevent higher-cost, fragmented purchasing by departments

Strengthens Oversight & Risk Management

- ❑ Centralized contract and vendor management
- ❑ Consistent cybersecurity and data protections



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Any Questions?