

# **Technology Marketplace 3.0**

## **As-Needed Contracts for IT Commodities and Services**

### **Term Contract 99410**

Board of Supervisors' Budget and Finance Committee

December 13, 2023



**CITY & COUNTY OF SAN FRANCISCO**

Office of Contract Administration  
Office of the City Administrator

# Summary of Request

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- Authorize the Office of Contract Administration (OCA) to enter into 10 as-needed contracts for the purchase of technology goods and services under the new “Technology Marketplace 3.0”.

	Supplier Name	Contract ID	Start	End	NTE
1	Accenture LLP	1000031403	1/1/24	12/32/28	\$20MM
2	California Creative Solutions, Inc. dba CCS Global Tech	1000031404	1/1/24	12/32/28	\$20MM
3	CDW Government LLC	1000031405	1/1/24	12/32/28	\$20MM
4	Central Computers Inc.	1000031406	1/1/24	12/32/28	\$20MM
5	CCT Technologies, Inc. dba ComputerLand of Silicon Valley	1000031407	1/1/24	12/32/28	\$20MM
6	Cornerstone Technology Partners II JV	1000031408	1/1/24	12/32/28	\$20MM
7	Insight Public Sector, Inc.	1000031409	1/1/24	12/32/28	\$20MM
8	InterVision Systems, LLC	1000031410	1/1/24	12/32/28	\$20MM
9	Presidio Networked Solutions Group, LLC	1000031411	1/1/24	12/32/28	\$20MM
10	Xtech JV (AIXTEK dba Eaton Associates   21Tech LLC )	1000031412	1/1/24	12/32/28	\$20MM

# What is the Technology Marketplace?

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- The Technology Marketplace consists of a **pool of suppliers** from whom City can purchase **technology products and services**, including software licenses, computer hardware, configuration/integration services, and software maintenance/support.
- It **originated in the 1990's** as an efficient purchasing model and **can reduce the time required to complete a transaction** from several months to 1-2 weeks.
- Since its inception, the Technology Marketplace has **expanded from a handful of suppliers to more than 50** in its most recent iteration.

- The RFP for the most recent iteration of the Technology Marketplace was issued on August 21, 2023.
- Awards were made as follows:
  1. 10 contracts with initial NTE amounts of \$20 million each.
  2. 44 contracts with initial NTE amounts of \$9 million each.
  3. 37 Micro LBE Set Aside contracts with NTE amounts of \$200,00 each.

- **61 suppliers**, including 27 Micro LBEs .
- **As-needed contracts** available to all City departments to purchase technology goods and services based on departments' business needs.
- All transactions **capped at \$2.5 million**.
- **Competitive solicitations required** for all transactions above established thresholds.
- **18% LBE subcontracting requirement** on services.
- **Administered by OCA** who ensures all City requirements are satisfied by each purchase.

- 1. Provides an Efficient Process for Procuring Essential Hardware, Software, Support, and Services**
  - Reduces procurement time from months to weeks, thereby saving City staff resources and time.
- 2. Increases Competition**
  - Requires transactions above established thresholds to be competitively solicited among 61 suppliers.
- 3. Increases Opportunities for LBEs**
  - 27 prime LBEs that can use their LBE rating bonus/discount against Non-LBE suppliers
  - LBE subcontracting requirements increased from 15% to 18% compared to previous Tech Marketplace.
  - 37 Micro LBE Set Aside contracts.

- Authorize the Office of Contract Administration to enter into an as-needed contract with the ten (10) aforementioned Contractors for the purchase of as-needed technology products and specialized services with a contract not-to-exceed (NTE) amount of \$20 million and a total contract duration of five years.

Thank you