

1 [Contract Amendment - Zones, LLC Technology Marketplace - Not to Exceed \$26,300,000]

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3 **Resolution authorizing the Office of Contract Administration to execute Amendment**  
4 **No. 4 to Contract with Zones, LLC for the purchase of technology products and**  
5 **specialized services on an as-needed basis; increasing the contract not to exceed**  
6 **amount of \$24,100,000 by \$2,200,000 for a total not to exceed amount of \$26,300,000**  
7 **effective upon approval of this Resolution, with no changes to the five year contract**  
8 **term from January 1, 2019, through December 31, 2023.**

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10 WHEREAS, The Amendment referenced above is substantially in the form attached  
11 and are on file with the Clerk of the Board of Supervisors in File No. 230907, which is hereby  
12 declared to be a part of this Resolution as if set forth fully herein; and

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

15 WHEREAS, Zones, LLC (“Contractor”) was competitively awarded the Agreement  
16 through a Request for Proposals (RFP, Sourcing Event ID 0000000974) issued by the Office  
17 of Contract Administration on June 20, 2018, pursuant to Administrative Code, Chapter 21.1,  
18 in which City selected Contractor as a qualified proposer pursuant to the RFP; and

19 WHEREAS, The Contractor was one of 29 Proposers selected pursuant to the RFP,  
20 which resulted in three tiers of contractors; and

21 WHEREAS, The contracts awarded pursuant to the RFP are part of the City’s  
22 Technology Marketplace (previously known at the “Computer Store”) which originated in the  
23 1990’s as an efficient purchasing model for the City’s evolving technology needs; and

24 WHEREAS, The Technology Marketplace contracts provide an efficient purchasing  
25 model City departments to purchase technology goods and services on an as-needed basis

1 based on departments' specific business needs and reduces the amount of time needed to  
2 complete a transaction from several months to 1-2 weeks; and

3 WHEREAS, All Technology Marketplace transactions above established thresholds  
4 must be competitively solicited to all Technology Marketplace contractors within their  
5 respective tiers and 97% of the total amount awarded to Contractor through the Technology  
6 Marketplace process was awarded pursuant to a solicitation; and

7 WHEREAS, The Local Business Entity ("LBE") subcontracting participation  
8 requirement for the Agreement is 15% of the total value of professional services awarded to  
9 the Contractor and 10% of the total value of training services awarded to the Contractor; and

10 WHEREAS, The Civil Services approval of this Agreement has been granted under File  
11 No. 44114-17/18; and

12 WHEREAS, The Agreement commenced on January 1, 2019, with an initial term of  
13 three years through December 31, 2021; and

14 WHEREAS, Amendment No. 1 to the Agreement extended the Agreement end date by  
15 two years to December 31, 2023, which extension did not require approval by the Board of  
16 Supervisors; and

17 WHEREAS, Amendment No. 2 to the Agreement increased the not to exceed amount  
18 from \$20,000,000 to \$23,600,000 (File No. 220180); and

19 WHEREAS, Amendment No. 3 to the Agreement increased the not-to-exceed amount  
20 from \$23,600,000 to \$24,100,000, which increase did not require approval by the Board of  
21 Supervisors; now, therefore, be it

22 RESOLVED, That the Board of Supervisors authorizes the Purchaser and Director of  
23 the Office of Contract Administration to execute Amendment No. 4 to Contract 1000012619  
24 with Zones, LLC for the purchase of technology products and specialized services on an as-  
25 needed basis; increasing the contract not to exceed amount of \$24.1 million by \$2.2 million,

1 for a total not to exceed amount of \$26.3 million, for a total contract duration of five years  
2 starting January 1, 2019, through December 31, 2023; and, be it

3 FURTHER RESOLVED, That within 30 days of the contract being fully executed by all  
4 parties, the Purchaser and Director of the Office of Contract Administration shall provide the  
5 final contract to the Clerk of the Board for inclusion into the official file.

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