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

- 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?

- 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 e**xpanded from a handful of suppliers to more than 50** in its most recent iteration.

Technology Marketplace 3.0: Solicitation

- 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.

Technology Marketplace 3.0: Structure

- **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.

Technology Marketplace 3.0: Impact

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.

Recommendation

- 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