FILE NO. 240354 RESOLUTION NO. 295-24

[Agreement Amendment - Carahsoft Technology Corporation - Not to Exceed $20,625,109]

Resolution approving a second amendment to the agreement between the Department of Technology, Office of Contract Administration, and Carahsoft Technology Corporation for Salesforce Enterprise Products, increasing the agreement amount by $10,900,109 for a new not to exceed amount of $20,625,109 and extending the term for an additional five years from June 30, 2025, for a total term of July 1, 2016, through June 30, 2030.

WHEREAS, In 2016 the City entered into an Enterprise Agreement (EA) with Carahsoft for Salesforce products, this agreement was for an initial five year term to June 30, 2021, with a not to exceed amount of $5,725,000; and

WHEREAS, In 2021 the City entered into the First Amendment to the EA that extended the term for four additional years to June 30, 2025, and increased the not to exceed amount by $4,000,000 to $9,725,000; and

WHEREAS, The proposed Second Amendment would extend the term five additional years to June 30, 2030, and the not to exceed amount by $10,900,109 to $20,625,109; and

WHEREAS, The EA covers all major Salesforce products, including, Sales Cloud, Service Cloud, Marketing Cloud, Experience Cloud) for all City Departments; and

WHEREAS, Salesforce only sells its products to the City through Carahsoft Technologies Corporation (Carahsoft), a distributor, and

WHEREAS, Carahsoft was selected pursuant to San Francisco Administrative Code, Section 21.5(b) and Section 21.30 pursuant to waiver OCAWVR0008957 granted by the Office of Contract Administration, and this Amendment is consistent with that waiver; and

WHEREAS, The Department of Technology assessed City departments' projected

needs for Salesforce products through 2030 and the increased not to exceed amount is based on the product requirements of City departments; and

WHEREAS, The Department of Technology compared the 35% discount available through the proposed amended agreement to discounts available to the State of California, the National Association of State Procurement Officials and other procurement vehicles available to the City and found the prices in the proposed agreement to be significantly lower than the alternatives; and

WHEREAS, Charter Section 9.118, "Contract and Lease Limitations," subsection (b), requires Board of Supervisors approval of any contract estimated to exceed $10 million in expenditures; now, therefore, be it

RESOLVED, That the Board of Supervisors authorizes the Department of Technology and the Office of Contract Administration to execute the second amendment to the Carahsoft Technologies Corporation Agreement for five additional years for a maximum amount to $20,625,109, substantially in the form of the agreement on file with the Clerk of the Board of Supervisors, in File No. 240354, with such changes or modifications, as may be acceptable to the Director of the Department of Technology and the City Attorney and which do not materially increase the obligations and liabilities of the City; and be it

FURTHER RESOLVED, That upon execution of the Agreement, the Director of the Department of Technology shall transmit to the Clerk of the Board of Supervisors a copy of the Agreement, for inclusion in File No. 240354; and, be it

FURTHER RESOLVED, That this Resolution shall take effect immediately upon its adoption.

City and County of San Francisco
Tails
Resolution

City Hall
1 Dr. Carlton B. Goodlett Place
San Francisco, CA 94102-4689

File Number: 240354 **Date Passed:** May 21, 2024

Resolution approving a second amendment to the agreement between the Department of Technology, Office of Contract Administration, and Carahsoft Technology Corporation for Salesforce Enterprise Products, increasing the agreement amount by $10,900,109 for a new not to exceed amount of $20,625,109 and extending the term for an additional five years from June 30, 2025, for a total term of July 1, 2016, through June 30, 2030.

May 15, 2024 Budget and Finance Committee - RECOMMENDED

May 21, 2024 Board of Supervisors - ADOPTED

Ayes: 11 - Chan, Dorsey, Engardio, Mandelman, Melgar, Peskin, Preston, Ronen, Safai, Stefani and Walton

File No. 240354

I hereby certify that the foregoing Resolution was ADOPTED on 5/21/2024 by the Board of Supervisors of the City and County of San Francisco.

Angela Calvillo
Clerk of the Board

London N. Breed
Mayor

5/31/24
Date Approved