

Content and Data Subscriptions

Presented to the Board of Supervisors Rules Committee
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CITY & COUNTY OF SAN FRANCISCO

Office of the City Administrator

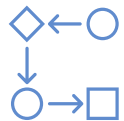
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Background: the City's procurement landscape

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In order to effectively do their work, **City departments need to purchase goods and services for their operations.** This includes data, content, and information they need to conduct analyses, ensure compliance, and provide services to the public.

However, the City's procurement framework can be **difficult to navigate** because:



Procurement is complex. There are many laws, rules, programs, and stakeholders involved in the process that play a role in the process.



Procurement is decentralized. Ownership of procurement sits with many City departments, program owners, policymakers, and more.



Elements of City's process prescribe a one-size-fits-all approach regardless of what is being purchased, despite markets, leverage, and other factors varying by product and service area.

Problem Statement

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The City's current legislative framework for procurement means that **City departments face challenges in purchasing data and content subscriptions** that they need to support their operations, for example:



CompStak, a database of commercial leases and information that TTX needs to determine business taxes



CoreLogic, a database of key commercial property information that ASR needs for property valuations & assessments



Reference resources for SF Public Library patrons such as **Europa World Year Books and Foundation Directory**



Without these products, **Departments can struggle to perform their core work or provide core services** to residents and visitors.

Specific data and content purchasing challenges

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Currently, City departments struggle to purchase these products because:

1

The City's contracting process does not always fit for these purchases. Our process to negotiate and execute a long, complex contract is not always right-sized for these low-risk products that are often low-cost.

2

Businesses are often not willing to negotiate the City's terms & conditions. These businesses work with many jurisdictions and clients, and they are not willing to negotiate one-off or change their business operations for us as a single client.

3

The City can lack leverage to bring these businesses to the negotiating table. As one client of many, the City does not have sufficient purchasing power to make it worth businesses' while to negotiate with us.

Proposed legislation

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The proposed legislation addresses these issues by:

1

Exempting these purchases from certain City processes, including provisions of “the Administrative, Labor and Employment, Environment, or Police Codes imposing obligations or other restrictions on contractors,” including solicitation requirements

2

Narrowly defining the universe of these purchases as where the City is “purchasing usage rights to review, download, or republish proprietary content, including but not limited to digital content, digital databases, digital media libraries, or print media”

