

ORDINANCE NUMBER O-21529 (NEW SERIES)

DATE OF FINAL PASSAGE SEP 21 2022

AN ORDINANCE OF THE COUNCIL OF THE CITY OF SAN DIEGO AUTHORIZING EXECUTION OF THE SECOND AMENDMENT TO THE SALESFORCE SOFTWARE AND SERVICES AGREEMENT WITH CARAHSOFT TECHNOLOGY CORPORATION.

WHEREAS, Salesforce provides the digital infrastructure necessary to run the City of San Diego’s (City) “Get It Done” application and other critical internal and external customer-facing services; and

WHEREAS, Salesforce is the foundation of what the Get It Done system operates on and is a City-standard, cloud-based platform that was selected as part of a competitive Request for Proposals (RFP) process in 2017; and

WHEREAS, the purpose of this second amended agreement with Carahsoft Technology Corporation (Carahsoft) is to enable the City to continue to purchase Salesforce licenses in order to “keep the lights on” and continue to utilize Get It Done and other applications that leverage the Salesforce platform; and

WHEREAS, on January 3, 2017, the City issued RFP Number 10084382-18-A for Customer Relationship Management 311 Software-as-a-Service (Saas) & Implementation, which resulted in a contract award to Deloitte Consulting LLP (Deloitte) for a solution built upon a Salesforce software platform. As part of their successful proposal, Deloitte offered competitive pricing for Salesforce software licenses for the development and integration of the platform; and

WHEREAS, on September 27, 2017, the City approved Carahsoft sole source (SS) No. 3922 because Carahsoft is the sole public-sector reseller of Salesforce licenses, resulting in a contract between the City and Carahsoft to provide Salesforce license and subscription services.

The Salesforce Software and Services Agreement was effective on November 3, 2017 for a term of five (5) years with two, one-year (1) options to renew; and

WHEREAS, on October 8, 2021, the City modified SS No. 3922 to increase expenditures for Carahsoft from \$2,500,000 to \$2,800,000 through the end of the contract term. On November 19, 2021, the City and Carahsoft executed a contract amendment (First Amendment) supporting the \$300,000 increase in expenditures; and

WHEREAS, on June 30, 2022, the City modified SS No. 3922 a second time to extend the Agreement term by seven (7) years through November 2, 2029, and increase the not-to-exceed amount by \$5,700,000 for the continuation of Salesforce license and subscription services and the expansion of the platform to allow City departments to purchase Salesforce licenses under this Agreement through November 2, 2029, bringing the Agreement to a total not-to-exceed amount of \$8,500,000; and

WHEREAS, the current Salesforce Software and Services Agreement expires on November 2, 2022, with two (2) additional one-year (1) option periods available. A second amendment to remove the two, one-year (1) option periods and instead, extend the Agreement term to November 2, 2029 (seven-year extension), and increase the total not-to-exceed amount to \$8,500,000 will allow the City to continue to purchase the required Salesforce licenses and subscription services for existing usage and continued expansion of the platform; and

WHEREAS, under Charter section 99, no contract, agreement, or obligation extending for a period of more than five years may be authorized except by Ordinance approved by a two-thirds majority vote of the City Council; and

WHEREAS, the Office of the City Attorney has drafted this ordinance based on the information provided by City staff, with the understanding that this information is complete, true, and accurate; NOW, THEREFORE,

BE IT ORDAINED, by the Council of the City of San Diego, as follows:

Section 1. That the Mayor, or his designee, is authorized to execute for and on behalf of the City, the Second Amendment to the Salesforce Software and Services Agreement with Carahsoft Technology Corporation, to extend the Agreement term by seven (7) years through November 2, 2029, and increase the not-to-exceed amount by \$5,700,000 for the continuation of Salesforce license and subscription services and the expansion of the platform to allow City departments to purchase Salesforce licenses under this Agreement through November 2, 2029, bringing the Agreement to a total not-to-exceed amount of \$8,500,000, under the terms and conditions set forth in the Agreement as amended, on file with the Office of the City Clerk as Document No. OO- 21529.

Section 2. That the Chief Financial Officer is authorized to expend an amount not-to-exceed \$8,500,000 from the General Fund and Fund Number 200308, over the term of the Agreement as amended, for the continuation of Salesforce license and subscription services and the expansion of the platform to allow City departments to purchase Salesforce licenses under this Agreement through November 2, 2029, contingent upon adoption of the Annual Appropriation Ordinance for the applicable fiscal year, and contingent upon the Chief Financial Officer furnishing one or more certificates certifying that funds necessary for expenditure are, or will be, on deposit with the City Treasurer.

Section 3. That a full reading of this ordinance is dispensed with prior to passage, a written copy having been made available to the Council and the public prior to the day of its passage.

Section 4. That this ordinance shall take effect and be in force on the thirtieth day from and after its final passage.

APPROVED: MARA W. ELLIOTT, City Attorney

By /s/ Markecia R. Simmons
Markecia R. Simmons
Deputy City Attorney

MRS:cw
07/22/22
Or.Dept: Performance & Analytics
CC No.: 3000015001
Doc. No.: 3037938

I hereby certify that the foregoing Ordinance was passed by the Council of the City of San Diego, at this meeting of SEP 13 2022.

ELIZABETH S. MALAND
City Clerk

By [Signature]
Deputy City Clerk

Approved: 9/20/22
(date)

[Signature]
TODD GLORIA, Mayor

Vetoed: _____
(date)

TODD GLORIA, Mayor

(NOTE: The date of final passage is September 21, 2022, which represents the day this ordinance was returned to the Office of the City Clerk with the Mayor's signature of approval.)

**The City of San Diego
COMPTROLLER'S CERTIFICATE**

CERTIFICATE OF UNALLOTTED BALANCE

ORIGINATING

DEPT. NO.: 3000015001
1314

I HEREBY CERTIFY that the money required for the allotment of funds for the purpose set forth in the foregoing resolution is available in the Treasury, or is anticipated to come into the Treasury, and is otherwise unallotted.

Amount: _____ Fund: _____

Purpose: _____

Date: _____ By: _____

COMPTROLLER'S DEPARTMENT

ACCOUNTING DATA

Doc. Item	Fund	Funded Program	Internal Order	Functional Area	G/L Account	Business Area	Cost Center	WBS	Original Amount
TOTAL AMOUNT									

FUND OVERRIDE

CERTIFICATION OF UNENCUMBERED BALANCE

I HEREBY CERTIFY that the indebtedness and obligation to be incurred by the contract or agreement authorized by the hereto attached resolution, can be incurred without the violation of any of the provisions of the Charter of the City of San Diego; and I do hereby further certify, in conformity with the requirements of the Charter of the City of San Diego, that sufficient moneys have been appropriated for the purpose of said contract, that sufficient moneys to meet the obligations of said contract are actually in the Treasury, or are anticipated to come into the Treasury, to the credit of the appropriation from which the same are to be drawn, and that the said money now actually in the Treasury, together with the moneys anticipated to come into the Treasury, to the credit of said appropriation, are otherwise unencumbered.

Not to Exceed: \$574,650.52

Vendor: Carahsoft Technology Corporation

Purpose: To authorize the Second Amendment to the Salesforce and Services Agreement with Carahsoft Technology Corporation, to extend the Agreement term by seven(7) years through November 2, 2029.

Date: July 18, 2022 By: Vincent Chung

COMPTROLLER'S DEPARTMENT

ACCOUNTING DATA

Doc. Item	Fund	Funded Program	Internal Order	Functional Area	G/L Account	Business Area	Cost Center	WBS	Original Amount
1	200308		11004755	OTHR-00000000-GG	513213	1314	1314160011		\$574,650.52
TOTAL AMOUNT									\$574,650.52

FUND OVERRIDE

Passed by the Council of The City of San Diego on SEP 13 2022, by the following vote:

Councilmembers	Yeas	Nays	Not Present	Recused
Joe LaCava	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Jennifer Campbell	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Stephen Whitburn	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Monica Montgomery Steppe	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Marni von Wilpert	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Chris Cate	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Raul A. Campillo	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Vivian Moreno	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Sean Elo-Rivera	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

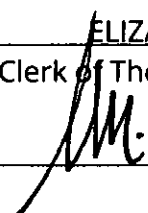
Date of final passage SEP 21 2022.

AUTHENTICATED BY:

TODD GLORIA
Mayor of The City of San Diego, California.

(Seal)

ELIZABETH S. MALAND
City Clerk of The City of San Diego, California.

By , Deputy

I HEREBY CERTIFY that the foregoing ordinance was not finally passed until twelve calendar days had elapsed between the day of its introduction and the day of its final passage, to wit, on

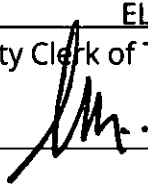
AUG 02 2022

, and on SEP 21 2022.

I FURTHER CERTIFY that said ordinance was read in full prior to passage or that such reading was dispensed with by a vote of five members of the Council, and that a written copy of the ordinance was made available to each member of the Council and the public prior to the day of its passage.

(Seal)

ELIZABETH S. MALAND
City Clerk of The City of San Diego, California.

By , Deputy

Office of the City Clerk, San Diego, California

Ordinance Number O-21529