

Supplement D
Department of Information Technology
ACTION AGENDA
January 27, 2016

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3-IT. DEPARTMENT OF INFORMATION TECHNOLOGY

Contract ID: Salesforce Licenses 2016
ADPICS BPO No.: 060B6400007

Contract Description: Statewide contract for Salesforce.com Software-as-a-Service products for participating State agencies.

Awards: Carahsoft Technology Corporation, Reston, VA

Term: 3/1/2016 – 2/28/2019 (Base)
3/1/2019 – 2/28/2020 (Option year 1)
3/1/2020 – 2/28/2021 (Option year 2)

Amount: \$15,000,000 (Base)
\$ 5,000,000 (Option year 1)
\$ 5,000,000 (Option year 2)
\$25,000,000

Procurement Method: Competitive Sealed Proposal
Single proposal received

Proposals: Carahsoft Technology Corporation

MBE Participation: None

Remarks: The Maryland Department of Information Technology has determined a need for a Statewide contract for Software-as-a-Service (SaaS) from Salesforce.com. Salesforce allows State agencies to automate business processes and workflows, facilitate the management of information across State agencies, and improve communication with the public.

The requested Salesforce software services were originally purchased separately by each agency under a Statewide Commercial-off-the-Shelf (COTS) contract. The new Statewide COTS master contract excluded the purchase of SaaS, which is commonly used by agencies to support their respective services that are provided to the public. Several State agencies including MDOT and DBED have made a significant commitment using Salesforce products.

The databases and applications developed to date would cost a significant amount to re-create. The prime consideration is compatibility which would avoid additional and unnecessary costs and facilitate the continued development of data and applications to meet the State's customer service mission.

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3-IT. DEPARTMENT OF INFORMATION TECHNOLOGY (cont'd)

Remarks: (cont'd)

A notice of the availability of the Request for Proposals was advertised on *eMarylandMarketplace.com* and the DoIT website. E-mail notice was delivered to all prospective offerors that were identified as being capable of delivering SaaS and products for participating State agencies.

Only one bid was received in response to the RFP. The price has been determined to be fair and reasonable, and it was determined that other prospective bidders had a reasonable opportunity to respond to solicitation, which was posted for 35 days. Therefore, award is recommended to the single bidder Carahsoft Technologies Corporation.

There are no MBE or VBSE participation goals since it was determined there are no subcontracting opportunities for this procurement to acquire Salesforce cloud-based software service license agreements.

Fund Source: Various
Approp. Code: Various
Resident Business: No
MD Tax Clearance: 16-0070-1010

BOARD OF PUBLIC WORKS	THIS ITEM WAS:		
APPROVED	DISAPPROVED	DEFERRED	WITHDRAWN
WITH DISCUSSION	WITHOUT DISCUSSION		