

# MHBE Board Meeting

February 18, 2020

## IT Procurement

**Presented by:**

Raelene Glasgow, Procurement Officer, MHBE  
Venkat R. Koshanam, CIO, MHBE

# Salesforce License Cost in FY 2020

Application	Salesforce License	Quantity	Cost
CRM	Lightning Service Cloud Enterprise Edition	485	\$689,500.25
CRM	Enterprise Edition Government Cloud	485	\$221,994.20
CRM	Knowledge Add-On	5	\$3,554.40
CRM	Partner Community Members	60	\$13,668.00
CRM	Enterprise Edition Government Cloud	60	\$4,401.00
LMS/Other	Lightning Service Cloud Enterprise Edition (Flex Users)	200	\$28,526.40
LMS/Other	Enterprise Edition Government Cloud (Flex Users)	200	\$9,198.00
LMS/Other	Customer Community Logins	4,000	\$10,483.20
LMS/Other	Enterprise Edition Government Cloud	4,000	\$3,375.60
LMS/Other	Sandbox (Full Copy)	1	\$207,375.00
<b>Total Salesforce License Renewal Cost</b>			<b>\$1,192,076.05</b>

# FY 2019 Vs FY 2020

App	Salesforce License	Qty 2019	Qty 2020	Cost 2019	Cost 2020
CRM	Lightning Service Cloud Enterprise Edition	440	485	\$625,526.00	\$689,500.25
CRM	Enterprise Edition Government Cloud	440	485	\$201,401.20	\$221,994.20
CRM	Knowledge Add-On	10	5	\$7,108.80	\$3,554.40
CRM	Partner Community Members	20	60	\$4,567.60	\$13,668.00
CRM	Enterprise Edition Government Cloud	20	60	\$1,470.80	\$4,401.00
Other	Lightning Service Cloud Enterprise Edition (Flex Users)	20	200	\$28,433.00	\$28,526.40
Other	Enterprise Edition Government Cloud (Flex Users)	20	200	\$9,154.60	\$9,198.00
Other	Customer Community Logins	20,000	4,000	\$52,400.00	\$10,483.20
Other	Enterprise Edition Government Cloud	20,00	4,000	\$16,800.00	\$3,375.60
Other	Sandbox (Full Copy)		1		\$207,375.00
<b>Total Salesforce License Renewal Cost</b>				<b>\$946,862.00</b>	<b>\$1,192,076.05</b>

# Request to increase NTE and Award Contract

MHBE requests the Board's approval to:

- I. Increase the Not-to-exceed (NTE) amount of the Salesforce license procurement contract with **Carahsoft Technology Corp** from \$2,596,746.24 by \$1,192,076.05 to \$3,788,822.29.

**And;**

- II. **Award contract to Carahsoft Technology Corp in the amount of \$1,192,076.05 to renew Salesforce Licenses for the period from March 2, 2020 to March 1, 2021.**