



TACOMA HOUSING AUTHORITY

RESOLUTION 2015-4-22 (1)

Date: April 22, 2015
To: THA Board of Commissioners
From: Michael Mirra
Executive Director
Re: Ratification of Carahsoft as Salesforce Reseller

Background

On January 25, 2015, the Board approved a resolution authorizing the Executive Director to negotiate and execute a contract for THA's enterprise software provider, eightCloud/Salesforce.

Since then we have successfully negotiated and executed the contract with eightCloud. We also learned that the Salesforce transaction requires us to contract with a Salesforce license reseller named Carahsoft. We have done that. We negotiated and executed the contract on March 19, 2015. We made a payment to Carahsoft in accordance with the contract in the amount of \$144,710.03 on April 2, 2015. Although the Board's initial resolution clearly contemplated the purchase of the Salesforce license, the resolution did not mention Carahsoft as the license seller. The purpose of this resolution is to ratify that Carahsoft contract and the payment we made under it.

Note: The initial resolution approved a cost of licensing at \$161,289. Through our negotiations, we were able to reduce the ongoing licensing costs to \$144,710, a reduction of roughly 10%.

Recommendation

Approve Resolution 2015-4-22(1), formally ratifying the contract with Carahsoft for Salesforce licensing dated March 19, 2015, and the subsequent payment to Carahsoft dated April 2, 2015.



TACOMA HOUSING AUTHORITY

RESOLUTION 2015-04-22 (1) **Ratification of Carahsoft as Salesforce Reseller**

A RESOLUTION of the Board of Commissioners of the Housing Authority of the City of Tacoma

Whereas, Resolution 2015-1-28(5) authorized the Executive Director to negotiate and execute a contract with eightCloud/Salesforce to be its Enterprise Software Solution;

Whereas, that resolution contemplated the purchase a Salesforce license.

Whereas, THA later learned that it needed to contract for the purchase of the Salesforce license not from Salesforce directly but from a license reseller called Carahsoft. THA has done that by contract of March 19, 2015. The amount is for \$144,710 for one year of salesforce licensing. THA has made this payment on April 2, 2015.

Resolved by the Board of Commissioners of the Housing Authority of the City of Tacoma, Washington as follows:

The Board ratifies the following actions:

1. Carahsoft contract dated March 19, 2015
2. Payment made to Carahsoft on April 2, 2015 in the amount of \$144,710.

Approved: April 22, 2015



Stanley Rumbaugh, Chair