



RESOLUTION NO. _____

BOARD LETTER APPROVAL

Norma Grubb

Norma Grubb (Feb 25, 2025 17:11 PST)

NORMA GRUBB

**Chief Information Officer and Chief Artificial
Intelligence Officer**

A handwritten signature in blue ink, appearing to read 'Janisse Quiñones', is positioned above the name.

JANISSE QUIÑONES

Chief Executive Officer and Chief Engineer

DATE: February 24, 2025

SUBJECT: Agreement No. 47884 for Software Commodities with
SoftwareOne, Inc.

SUMMARY

The proposed Agreement No. 47884 (Agreement) with SoftwareOne, Inc. (SoftwareOne) is to furnish and deliver software commodities for a term of five years for an amount not to exceed \$510,000,000 (budgeted). The Agreement is the result of a competitive solicitation process under Request for Proposal (RFP) No.90763.

The software commodities contract provides a streamlined procurement vehicle to purchase commercial off-the-shelf computer software licenses, upgrades, software maintenance, and subscriptions for computers, distributed systems, the IBM mainframe environments, and Software as a Service (SaaS) for LADWP.

The Agreement will further LADWP's effort to consolidate and streamline the acquisition of the various software packages, product licensing, and software maintenance that are required by the LADWP groups and sections from over 250 software publishers. The consolidation of software procurement through a single reseller has resulted in timely acquisition of new software and maintenance of existing software for critical information technology projects, allowed for volume price discounts, and provided the ability to take advantage of software manufacturers' short notice year-end special discount offers.

City Council approval is not required.

RECOMMENDATION

It is recommended that the Board of Water and Power Commissioners adopt the attached Resolution authorizing the award of the Agreement to SoftwareOne.

ALTERNATIVES CONSIDERED

The alternatives to this Agreement are to purchase software individually by issuing singular purchase orders or awarding individual agreements. These alternatives would require a significant increase in administrative and procurement resources to facilitate the numerous annual transactions through a full procurement cycle, and an increase in software purchase budgets as these methods may not meet publisher discount deadlines.

FINANCIAL INFORMATION

The Agreement is for a term of five years and for a budgeted amount not to exceed \$510,000,000 (budgeted).

System	Estimated Expenditure
Joint	\$368,683,659
Power	\$92,424,663
Water	\$48,891,678
Grand Total	\$510,000,000

BACKGROUND

Since 2007, LADWP has benefited from the use of five software commodities agreements. The software to be purchased from this Agreement is essential to support LADWP's daily operations. The Agreement includes application software for a wide variety of functions, including, but not limited to:

- Cybersecurity software
- Network security management software
- Computer-aided design
- Desktop office productivity tools such as Microsoft Office and Adobe Acrobat
- Enterprise Resource Planning tools
- Software as a Service

Since the establishment of the first software commodities agreement, the initiation and processing of over 3,200 purchase orders were avoided, and as a result, 12,000 administrative labor hours were saved. This Agreement would streamline the procurement process and increase the timeliness of the purchases by eliminating the various administrative and procurement steps, such as the posting of public bids that take a minimum of 30 days. LADWP purchases software from over 250 software

publishers. Utilizing SoftwareOne as the single point of contact for purchasing most software required by LADWP will expedite the procurement of critical Information Technology infrastructure projects and initiatives. All correspondence between LADWP and software publishers is handled by SoftwareOne.

Approval of this Agreement is required to prevent any lapses with software licenses or software maintenance support for patch resolution of technical and security issues. Any gap in maintenance and support licenses will increase operational risks, as LADWP will not have access to software patches or technical support to address any software or security issues that may arise. Depending on the software, these operational risks could result in system and function unavailability, customer support processing delays, and Power and Water system operational impacts. The approval of the software commodities Agreement with SoftwareOne will ensure no lapse in maintenance and support.

SoftwareOne had a previous agreement with LADWP from April 13, 2020 through April 12, 2023. Due to the COVID-19 pandemic requiring the unplanned purchases of software, this agreement was extended to April 12, 2025, and has effectively supported LADWP throughout the contracted time.

SoftwareOne has performed satisfactorily on current and previous agreements.

ENVIRONMENTAL DETERMINATION

Determine item is exempt pursuant to California Environmental Quality Act (CEQA) Guidelines 15060 (c)(3). In accordance with this section, an activity is not subject to CEQA if it does not meet the definition of a project. Section 15378 (b)(2) states that continuing administrative or maintenance activities, such as purchases for supplies, do not meet that definition. Therefore, the purchasing of computer equipment and maintenance is not subject to CEQA.

CITY ATTORNEY

The Office of the City Attorney reviewed and approved the Agreements and Resolution as to form and legality.

ATTACHMENTS

- Procurement Summary
- Resolution
- Agreement

PROCUREMENT SUMMARY

1.	Recommended Vendor(s): SoftwareOne, Inc. (SoftwareOne)
2.	Procurement Type: Request for Proposal (RFP)
3.	Procurement Details: A. Contract Status: Replacement B. RFP Advertisement Date: 05/30/2024 C. Pre-Proposal Conference Date: 07/03/2024 D. Proposal Due Date: 08/02/2024 E. Number of Downloads of Solicitation: 69* (58 Primes and 11 Subcontractors) F. Number of Proposals Received: 7 G. Protest Received: No
4.	Buyer Assigned: Ramiro Puhawan
5.	Contract Administrator: Cindy Lee
6.	LADWP System/Division: Joint/Information Technology Services
7.	Contact Person for Item: Victor Villagomez

*Note: eRSP requires vendors to express interest either as a prime contractor or subcontractor only in order to download solicitation documents. Downloads do not necessarily accurately reflect unique vendor interests as multiple individuals in an organization can download solicitations.

A. Evaluation Rating Summary of Proposals

Criteria	Maximum Score	Software One, Inc.	Axelliant	Presidio
Financial Resources and Responsibility	Pass/Fail	Pass	Pass	Pass
Compliance with Mandatory Requirements	Pass/Fail	Pass	Pass	Pass
Proposer's Qualifications and Experience	25%	21.90	9.00	18.20
Proposer's References				
Organizational/Management Approach to Work				
Qualifications of Key Personnel / Key Personnel References				
Technical Questions	35%	31.87	21.20	29.73
Technical Approach				
Compliance Matrix to Technical Requirements				
Authorized Reseller List				
Evaluation Worksheet	40%	38.62	38.61	40.00
Expenditure Discount				
Application of Local Business Preference	Up to 12%	0.00	8.00	0.00
CIP-013 Certification	5%	5.00	5.00	5.00
Total	Up to 117%	97.39	81.81	92.93

Criteria	Maximum Score	vCloud / Reseller and Distributor	Zones (Response Nos. 22690155 and 22693672)	Tec-Link
Financial Resources and Responsibility	Pass/Fail	Pass	Pass	Fail
Compliance with Mandatory Requirements	Pass/Fail	Pass	Pass	Pass
Proposer's Qualifications and Experience	25%	8.90	18.90	-
Proposer's References				
Organizational/Management Approach to Work				
Qualifications of Key Personnel / Key Personnel References				
Technical Questions	35%	18.03	25.03	-
Technical Approach				
Compliance Matrix to Technical Requirements				
Authorized Reseller List				
Evaluation Worksheet	40%	38.42	37.28	-
Expenditure Discount				
Application of Local Business Preference	Up to 12%	0.00	0.00	-
CIP-013 Certification	5%	5.00	5.00	-
Total	Up to 117%	70.35	86.21	-

B. Evaluation of Proposals

Seven proposals were received in response to RFP No. 90763. The proposals were evaluated by a three-member Proposal Evaluation Committee (PEC), consisting of staff members from LADWP's Information Technology Services. The PEC evaluated all criteria except for the pass/fail criteria. Financial resources and responsibility factor was evaluated by LADWP's Financial Services Organization. Compliance with mandatory requirements, evaluation worksheet, and expenditure discount factors were evaluated by Supply Chain Services.

Tec-Link's proposal was deemed non-responsive for failing the financial resources and responsibility factor due to solvency and liquidity risks.

After a thorough evaluation, SoftwareOne was deemed the highest rated proposer qualified to provide the services needed. The recommended fee schedule was determined to be fair and reasonable based on a competitive RFP process.

C. Procurement History

Service/Item History – Number of Times Item or Service has been Procured					
Contract/ PO No.	Contractor	Term of Contract	Start Date	Ending Date	Contract Amount
47586	Software One, Inc.	5 years	04/13/2020	04/12/2025	\$158,995,281
47409	Software One, Inc.	3 years	07/05/2016	07/04/2019	\$48,354,990
47130	Compucom Systems	3 years	02/12/2013	02/11/2016	\$43,730,000
47936	CompuCom	3 years	5/11/2010	5/10/2013	\$37,260,000
47836	PC Mall Gov., Inc.	3 years	2/20/2007	2/19/2010	\$29,500,000

Vendor Experience – Number of Contracts Vendor had with LADWP During the Past 10 Years					
Contract/ PO No.	Contract Description	Term of Contract	Start Date	Ending Date	Contract Amount
47586	Software Commodities	5 years	04/13/2020	04/12/2025	\$158,995,281
47409	Software Commodities	3 years	07/05/2016	07/04/2019	\$48,354,990

D. Local Business Preference Program (LBPP)

The LBPP was included in this RFP. However, LBPP was not a determining factor in the evaluation and recommendation of award for this Agreement.

E. Additional Outreach Efforts Taken

In addition to the original bid list, the following outreach efforts were taken:

- The RFP was posted on the LADWP website and the City of Los Angeles Regional Alliance Marketplace for Procurement website.
- A pre-proposal conference was held on July 3, 2024.

F. Small Business Enterprises (SBE)/Disabled Veterans Business Enterprises (DVBE)/Minority Business Enterprises (MBE)/Women Business Enterprises (WBE)/Other Business Enterprises (OBE) Participation

Not applicable as this is a contract for software commodities.