



AGENDA ITEM: 24-30  
DATE OF MEETING: October 23, 2024  
ACTION:   
INFORMATION:

**APPROVE SALESFORCE ADDITIONAL LICENSES  
USING SALESFORCE RESELLER CONTRACT WITH  
TABORDA SOLUTIONS, INC.  
FROM NOVEMBER 1, 2024 – JUNE 30, 2025  
(CONTRACT NO. SLP-22-70-0063V)  
[\$10,119.06 – PROP 10 FUNDS]**

**SUMMARY OF REQUEST**

Approve procurement for additional licenses through Taborda Solutions, Inc. d.b.a. Optm for an additional amount not to exceed \$10,119.06 for the period November 1, 2024, through June 30, 2025. This request adds to the previous allocation of licenses of \$98,611.82, increasing the total allocation for licenses to a maximum of \$108,730.90 for the same period.

**BACKGROUND**

The request is for the acquisition of additional Salesforce, Conga, and Tableau licenses to operate the Salesforce Relationship Management (CRM) database as the platform for First 5 Riverside County's cloud-based contract management and data storage solution. Approval supports the incorporation of four (4) additional administrator licenses, 10 additional licenses for the Document Generation solution Conga, and 14 additional Tableau Reporting software licenses.

On May 8, 2024 (Action Item 24-14): the Commission approved subsequent renewal and acquisition of additional Salesforce, Conga, and Tableau licenses through Taborda Solutions, Inc. for a total contract amount not to exceed \$98,611.82 for the period July 1, 2024, through June 30, 2025.

On September 14, 2022 (Action Item 22-28): the Commission approved the acquisition and subsequent renewal of licenses through Outreach Solutions as a Service, LLC (OSAAS, LLC) for a total contract amount not to exceed \$185,815 for the period October 1, 2022, through June 30, 2025.

**RECOMMENDED ACTION**

That the Commission:

1. Approve Proposition 10 funds for the purchase of additional Salesforce licenses through Taborda Solutions, Inc. for an additional amount not to exceed \$10,119.06 effective

November 1, 2024 – June 30, 2025, to continue implementation and operations of the contract management and data storage solution for First 5 Riverside County.

2. Authorize the Executive Director or Designee to execute the necessary documents for an additional amount not to exceed \$10,119.06 under the State of California's State Leveraged Procurement to procure the licenses on behalf of the Commission, as approved by County Counsel, IT Department, and County Purchasing.
3. Authorize the Executive Director or Designee, based on the availability of approved fiscal funding to open additional purchase orders that exercise the options on behalf of the Commission, including modifications of the statement of work, that stay within the intent of said contract without requiring further action from the Commission.

### **BUDGET IMPACT**

Adequate appropriation is included in the FY24/25 budget (938001-25800-92980-521640).

### **STRATEGIC PLAN RELEVANCE**

Goal Area 4 - Countywide (92980)

### **POTENTIAL CONFLICTS OF INTEREST**

None Known

### **ATTACHMENTS**

1. Taborda Solutions, Inc. Quote 19376 for First 5 Riverside County
2. Taborda Solutions, Inc. Executed Reseller Agreement SLP-22-70-0063V