Texas Department of Information Resources

Productivity Software Bulk Purchase Initiative: Salesforce.com

Fiscal Year 2017 – Fiscal Year 2018

Carahsoft Technology Corporation: DIR-TSO-3149

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Summary

The Department of Information Resources (DIR) is pleased to announce an expedited bulk purchase of Salesforce.com products and related services for Texas state agencies. With the passage and immediate effective date of S.B. 261 from the recently concluded legislative session, DIR may now contract for the bulk purchase of information technology commodity items intended for use by more than one state agency, without being constrained by certain dollar limitations that may otherwise have precluded a bulk purchase.

DIR has concluded vendor negotiations and Texas state agencies may now issue purchase orders for new Salesforce.com licenses. The time period for placing orders is from August 15, 2017 through December 31, 2017. As a result, agencies will be able to use Fiscal Year 2017 funds for purchases made prior to September 1, 2017, and Fiscal Year 2018 funds for purchases made on or after September 1, 2017.

Instructions for ordering

There is no minimum order quantity under the bulk purchase. Regardless of the number of licenses or other products purchased, each state agency will pay the same, discounted price for new Salesforce.com products. Renewals are not included in this bulk purchase initiative.

State agencies should contact Carahsoft Technology Corporation to receive a customized Salesforce.com quote at Bulk Purchase discount rates. Agencies should mention DIR Bulk Purchase initiative in their request for quote. Contact information may be found on the DIR contract page for DIR-TSO-3149.

Once ready to order, please include the DIR contract number (DIR-TSO-3149) on your purchase order (PO) as well as the following statement, "DIR Bulk Purchase Initiative BP2017-03." Please submit your PO directly to Carahsoft Technology Corporation, and forward a copy of your PO to bulk.purchase@dir.texas.gov.

Please note, if any state agency is unable to utilize the options provided by Carahsoft for bulk purchase, the state agency must follow the threshold guidelines of SB20 for purchases made prior to September 1, 2017, and the revised thresholds of SB533 for purchases made on or after September 1, 2017.

DIR Contact Information

For questions regarding the DIR's Bulk Purchase Initiative, please contact:

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Salesforce.com Products and Discounts

Products	Minimum Bulk Purchase Discount off MSRP (Tier 3)
Lightning Sales Cloud, Lightning Service Cloud, Lightning CRM (UE only)	32.00%
Lightning Sales Cloud, Lightning Service Cloud, Lightning CRM (EE only)	23.00%
Employee Apps Plus, Lightning Force 100, Lightning Force 100 (Administrator)	36.00%
Customer Community – Member and Customer Community – Login	44.00%
Customer Community Plus – Member, Customer Community Plus – Login, Partner Community Member and Partner Community Login	39.00%
Encryption, Event Monitoring, Field Audit Trail and Salesforce Shield, Sandbox (Full Copy, Partial Copy or Developer Pro)	0.00%
Premier and Premier+ Success Plan (EE only)	0.00%
Premier and Premier+ Success Plan – Pardot (Pardot Editions only)	0.00%
Government Cloud Premier+ Success Plan	0.00%
Lightning Field Service – Dispatcher / Field Technician, Employee Apps Starter, Force Custom Object Pack, Knowledge, Live Agent, SOS, Employee Apps and Community (Add-On), Identity for Customers & Partners, Identity for Employees, Identity Connect	7.00%
Lightning Health Cloud, Lightning Government Case Connect	7.00%
Analytics Cloud - Wave Analytics Platform, Analytics Cloud - Sales Wave Analytics App, Service Wave Analytics App, Analytics Cloud - Additional Data Rows (100 Million), Analytics Cloud - Wave for Communities, Analytics Cloud - Einstein Data Discovery – Analyst, Analytics Cloud - Einstein Data Discovery – User	7.00%
Public Communities Page Views (1M/Month), SalesforceIQ – Editions (Starter, Growth and Business), Analytics - 5 Additional Dynamics Dashboard, Additional Scheduled Analytics Bundle, Apex Debugger, Einstein Vision (1,000,000 Predictions/Month), Lightning Dialer Inbound, Lightning Dialer Outbound, Lightning Dialer – Minutes – 1,000 per month, Salesforce Connect, Platform Cache, Quip – Editions (Business, Enterprise & Private Cloud), Sales Cloud Einstein, Salesforce Inbox, Additional API Calls, Data Storage, Files Storage	7.00%

Products	Minimum Bulk Purchase Discount off MSRP (Tier 3)
CPQ – Pro, CPQ – Premium, CPQ for Partner Community Members, CPQ for Partner Community Login, CPQ for Customer Community Members, CPQ for Customer Community Login, Advanced Approvals and Training Subscriptions for Admins), Billing	7.00%
Heroku - 1 Dyno, Heroku - 1,000 Add-on Credits – Data, Heroku - 1,000 Add-on Credits - General, Heroku - 1,000 Add-on Credits – Partner, Heroku - 250k Connect Rows, Heroku - 1 Private Space, Heroku Dev Starter, Heroku Prod Starter	7.00%