

July 25, 2024

**AMEND BOARD REPORT 22-0824-PR11**  
**AUTHORIZE A NEW AGREEMENT WITH ~~AMAZON.COM SERVICES LLC~~AMAZON.COM SALES, INC**  
**DBA AMAZON.COM SERVICES LLC FOR THE PURCHASE OF TAIL SPEND MARKETPLACE**  
**PRODUCTS AND SERVICES**

**THE CHIEF EXECUTIVE OFFICER REPORTS THE FOLLOWING DECISION:**

Authorize a new agreement with ~~Amazon.com Services LLC~~Amazon.com sales, Inc. dba ~~Amazon.com Services LLC~~ for the purchase of tail spend Marketplace products and services to all schools and departments at an estimated annual cost set forth in the ~~Compensation~~Financial Section of this report. Vendor was selected on a competitive basis pursuant to a Request for Proposal (#R-TC-17006) issued by Prince William County Schools (PWCS) as the Lead Public Agency, with the assistance of OMNIA Partners, Public sector ("OMNIA PARTNERS"). Subsequently, Amazon.com Services LLC entered into a Vendor Contract with Prince William County Schools (PWCS) and OMNIA PARTNERS (#R-TC-17006). The Board desires to purchase tail spend Marketplace products and services based upon that Vendor Contract pursuant to Board Rule 7-4(b), which authorizes the Board to purchase non-biddable and biddable items through government purchasing cooperative contracts. A written agreement for this purchase is currently being negotiated. No goods may be ordered or received and no payment shall be made to Vendor prior to the execution of their written agreement. The authority granted herein shall automatically rescind in the event a written agreement is not executed within 90 days of the date of this Board Report. Information pertinent to this agreement is stated below.

This July 2024 amendment is necessary to increase the Not-To-Exceed amount from \$30,000,000 to \$50,000,000. A written amendment to the agreement is not required.

Contract Administrator : Sadowski, Brandon / 773-553-2280

**VENDOR:**

Vendor # 97384

- 1) AMAZON.COM SALES, INC DBA  
AMAZON.COM SERVICES LLC  
410 TERRY AVENUE NORTH  
SEATTLE, WA 98109-5210  
Steve Purgatorio  
630 240-6025  
Ownership: Jeffrey P. Bezos 9.03%,  
Vanguard Fiduciary Trust Co. 7.42%,  
Remaining ownership is less than 5% and  
publicly owned.

**USER INFORMATION:**

Project 12210 - Procurement and Contracts Office  
Manager:  
  
42 West Madison Street  
  
Chicago, IL 60602  
  
Hernandez, Patricia  
  
773-553-2280

**TERM:**

The term of this agreement shall commence on September 1, 2022 and shall end on August 31, 2025. This agreement shall have two (2) options to renew for periods of two (2) years each.

**EARLY TERMINATION RIGHT:**

The Board shall have the right to terminate this agreement with 30 days written notice.

**DESCRIPTION OF PURCHASE:**

Vendor will provide various tail spend Marketplace products and services to all schools and departments in the District at an estimated annual cost set forth in the ~~Compensation~~Financial Section of the report, per their agreement.

**OUTCOMES:**

This agreement will result in the District-wide purchase of various tail spend Marketplace products and services.

**COMPENSATION:**

~~Vendor shall be paid in accordance with the unit prices contained in the agreement. Estimated annual costs for the three (3) year term are set forth below:~~

~~\$10,000,000, FY23~~

~~\$10,000,000, FY24~~

~~\$10,000,000, FY25~~

**AUTHORIZATION:**

Authorize the General Counsel to include other relevant terms and conditions in the written agreement. Authorize the President and Secretary to execute the agreement. Authorize Chief Procurement Officer to execute all ancillary documents required to administer or effectuate this agreement.

~~**AFFIRMATIVE ACTION:** Pursuant to the Remedial Program for Minority and Women-Owned Business Enterprise Participation in Goods and Services contracts (MAWBE Program), the Prime vendor has committed to the participation goals of 30% MBE and 7% WBE.~~

Pursuant to the Remedial Policy for Minority-Owned Business Enterprise (MBE) and Women-Owned Business Enterprise (WBE) policy participation in Goods and Services contracts, with aspirational goals of 30% MBE and 7% WBE. The vendor has committed to the aspirational goals of 30% MBE and 7% WBE with their strategic plan and subcontractors.

**LSC REVIEW:**

Local School Council approval is not applicable to this report.

**FINANCIAL:**

Various schools and departments.

\$10,000,000, FY23

\$10,000,000, FY24

\$10,000,000, FY25

FY23 - \$10,000,000

FY24 - \$20,000,000

FY25 - \$19,000,000

FY26 - \$1,000,000

Not to exceed ~~\$30,000,000~~ \$50,000,000 for the three (3) year term.

Future year funding is contingent upon budget appropriation and approval.

**GENERAL CONDITIONS:**

The agreement shall contain general conditions including but not limited to the following: Inspector General provision, in accordance with 105 ILCS 5/34-13.1; Conflicts provision, in accordance with 105 ILCS 5/34-21.3; Indebtedness provision, in accordance with the Board's Indebtedness Policy adopted June 26, 1996 pursuant to Board Report 96-0626-PO3; Ethics provision, in accordance with the Board's Ethics Code as amended; and, Contingent Liability provision.

Approved for Consideration:



PATRICIA HERNANDEZ  
Chief Procurement Officer

Approved:



PEDRO MARTINEZ  
Chief Executive Officer

Approved as to Legal Form: 



RUCHI VERMA  
General Counsel