



Legislation Text

File #: 22-1535, Version: 2

**Contract Request Template (Contracts; IGAs; Leases)**

**Date Submitted: 11-28-2022**

**Requesting Agency: Technology Services  
Division:**

**Subject Matter Expert Name: Sean Greer**

**Email Address:** [sean.greer@denvergov.org](mailto:sean.greer@denvergov.org) <<mailto:sean.greer@denvergov.org>>

**Phone Number:**

**Item Title & Description:**

*(Do not delete the following instructions)*

*These appear on the Council meeting agenda. Initially, the requesting agency will enter a 2-3 sentence description. Upon bill filling, the City Attorney's Office should enter the title above the description (the title should be in **bold** font).*

*Both the title and description must be entered between the red "title" and "body" below. Do **not** at any time delete the red "title" or "body" markers from this template.*

**A resolution approving a proposed Agreement between the City and County of Denver and Zivaro, Inc. to support flexible and right-sized data storage and management to city agencies.**

Approves a contract with Zivaro, Inc. for \$7,000,000 and 5 years to provide on-demand Amazon Web Service (AWS) cloud services to support flexible and right-sized data storage and management to city agencies, citywide (TECHS-202264702). The last regularly scheduled Council meeting within the 30-day review period is on 1-3-2023. The Committee approved filing this item at its meeting on 11-29-2022.

**Affected Council District(s) or citywide? Citywide**

**Contract Control Number: TECHS-202264702-00**

**Vendor/Contractor Name (including any "DBA"):  
Zivaro, Inc.**

**Type and Scope of services to be performed:**

Vendor will act as a reseller for various cloud services provided by AWS.

Technology Services is requesting approval of a contract with Zivaro, Inc. for the purchase of AWS Cloud services. The

ability to procure cloud services on-demand is a critical component of Technology Services' strategy and plays a major role in keeping City Agencies running. This contract will allow for the use of government certified cloud services to be utilized to meet the increasing demand for IT services within the city without substantial capital expenses or long-term agreements.

Through this service, Technology Services will reduce the need of capital expenses for purchasing its own physical, on-premises server infrastructure as well as technical debt and will have the flexibility to scale (increase / decrease) capacity on an as needed basis. As this is a flexible, pay-as-you-go service, it will allow for a decrease in overall, long-term costs. These services also help to remediate the current supply chain issues.

On Demand Cloud Services reduces technical debt whereas a state-of-the-art piece of equipment purchased today is no longer state of the art just two years later. It also eliminates the risk of either purchasing too much (over-provisioning) or too little (under-provisioning). It also accounts for the unpredictable nature of seasonal workloads and spikes. Through this service, the City will have consistent availability to scale up when needed.

**Location (if applicable): Citywide**

**WBE/MBE/DBE goals that were applied, if applicable (construction, design, Airport concession contracts): N/A**

**Are WBE/MBE/DBE goals met (if applicable)?N/A**

**Is the contract new/a renewal/extension or amendment? New**

**Was this contractor selected by competitive process or sole source?  
Competitive Process**

**For New contracts**

**Term of initial contract:**

**11/1/2022 - 11/1/2027**

**Options for Renewal:**

**How many renewals (i.e. up to 2 renewals)?**

**Term of any renewals (i.e. 1 year each):**

**Cost of initial contract term: \$7,000,000**

**Cost of any renewals: N/A**

**Total contract value council is approving if all renewals exercised:  
\$7,000,000**

**For Amendments/Renewals Extensions:**

**Is this a change to cost/pricing; length of term; terms unrelated to time or price (List all that apply)?**

***If length changing***

**What was the length of the term of the original contract?**

**What is the length of the extension/renewal?**

**What is the revised total term of the contract?**

***If cost changing***

**What was the original value of the entire contract prior to this proposed change?**

**What is the value of the proposed change?**

**What is the new/revised total value including change?**

***If terms changing***

**Describe the change and the reason for it (i.e. compliance with state law, different way of doing business etc.)**