

**THIRD AMENDMENT TO AGREEMENT
BETWEEN THE COUNTY OF SAN MATEO AND
CARAHSOFT TECHNOLOGY CORPORATION**

THIS THIRD AMENDMENT TO THE AGREEMENT, entered into this ____ day of _____, 20____, by and between the COUNTY OF SAN MATEO, hereinafter called "County," and Carahsoft Technology Corporation, hereinafter called "Contractor";

W I T N E S S E T H:

WHEREAS, pursuant to Government Code, Section 31000, County may contract with independent contractors for the furnishing of such services to or for County or any Department thereof;

WHEREAS, the parties entered into an Agreement to purchase Salesforce.com, Inc.'s Products and Services for the Development, Implementation and Maintenance of the Assessment Appeals Board (AAB) Electronic Application System on June 24, 2025; and

WHEREAS, on October 17, 2025, the parties amended the Agreement to increase the contract value by \$1,382.06 for a new not-to-exceed amount of \$210,538.32, include additional services in Exhibit A, and replace the original Exhibit B with the revised Exhibit B (rev.10/15/2025); and

WHEREAS, on November 17, 2025, the parties amended the Agreement a second time to increase the contract value by \$1,525.71, for a new-not-to exceed amount of \$212,064.03, include additional services to Exhibit A, and replace the revised Exhibit B (10/15/2025) with the revised Exhibit B (rev. 10/30/2025); and

WHEREAS, the parties now wish to amend the Agreement a third time to increase the contract value by \$106,557.61, for a new not-to-exceed amount of \$318,621.63, include additional services to Exhibit A for Year Two, and replace the revised Exhibit B (rev. 10/30/2025) with the revised Exhibit B (rev. 5/14/2026).

NOW, THEREFORE, IT IS HEREBY AGREED BY THE PARTIES HERETO AS FOLLOWS:

1. Section 3 of the Agreement is amended to read as follows:

Payments

In consideration of the services provided by Contractor in accordance with all terms, conditions, and specifications set forth in this Agreement and in Exhibit A, County shall make payment to Contractor based on the rates and in the manner specified in Exhibit B. County reserves the right to withhold payment if County determines that the quantity or quality of the work performed is unacceptable. In no event shall County's total fiscal obligation under this Agreement exceed THREE HUNDRED EIGHTEEN THOUSAND SIX HUNDRED TWENTY ONE DOLLARS AND SIXTY THREE CENTS (\$318,621.63). In the event that the County makes any advance payments, Contractor agrees to refund any amounts in excess of the amount owed by the County at the time of contract termination or expiration. Contractor is not entitled to payment for work not performed as required by this Agreement.

2. Additional services are added to Exhibit A for Year Two services, from July 1, 2026 through June 30, 2027, to the agreement to read as follows:

Please see attached Government Price Quotation below.

3. Revised Exhibit B (rev.10/30/2025) is replaced with Revised Exhibit B (rev. 5/14/2026).
4. **All other terms and conditions of the Agreement dated June 24, 2025, as previously amended on October 17, 2025 and November 17, 2025, between the County and Contractor shall remain in full force and effect.**

In witness of and in agreement with this Amendment's terms, the parties, by their duly authorized representatives, affix their respective signatures:

For Contractor: Carahsoft Technology Corporation

DocuSigned by: <i>allison mackin</i> E8432E8DD1E34D7...	<u>5/21/2026</u>	<u>allison mackin</u>
Contractor Signature	Date	Contractor Name (please print)

For County:

COUNTY OF SAN MATEO

By:
President, Board of Supervisors, San Mateo County

Date:

ATTEST:

By:
Clerk of Said Board

Revised Exhibit A (rev. 5/14/2026)

In consideration of the payments set forth in Revised Exhibit B (rev. 5/14/26), Contractor shall provide the following services:

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GOVERNMENT PRICE QUOTATION
SALESFORCE.COM GOVERNMENT at CARAHSOFT

CARAHSOFT TECHNOLOGY CORP.
 11493 SUNSET HILLS ROAD | SUITE 100 | RESTON, VIRGINIA 20190
 PHONE (703) 871-8500 | FAX (703) 871-8505 | TOLL FREE (888) 662-2724
 www.carahsoft.com | sales@carahsoft.com



TO: Misty Hommerding
 Principal Management Analyst
 San Mateo Assessment Appeals Board
 500 County Center
 5th Floor
 Redwood City, CA 94063 USA

FROM: Banks Reddy
 Carahsoft Technology Corp.
 11493 Sunset Hills Road
 Suite 100
 Reston, Virginia 20190

EMAIL: mhommerding@smcgov.org

EMAIL: Banks.Reddy@carahsoft.com

PHONE: (650) 363-4573

PHONE: (571) 590-6552

TERMS: FTIN: 52-2189693
 Shipping Point: FOB Destination
 Remit To: Same as Above
 Payment Terms: Net 30 (On Approved Credit)
 Cage Code: 1P3C5
 DUNS No: 088365767
 UEI: DT8KJHZXVJH5
 Credit Cards: VISA/MasterCard/AMEX
 Sales Tax May Apply

QUOTE NO: 55684731
QUOTE DATE: 06/11/2025
QUOTE EXPIRES: 07/01/2025
RFQ NO:
SHIPPING: ESD
TOTAL PRICE: \$118,306.78
TOTAL QUOTE: \$118,306.78

LINE NO.	PART NO.	DESCRIPTION	QUOTE PRICE	QTY	EXTENDED PRICE
YEAR 1					
1	200012637	Service Cloud - Enterprise Edition Salesforce.com, Inc. - 200012637 Start Date: 07/01/2025 End Date: 06/30/2026	\$1,589.60	OM 15	\$25,344.00
2	820000942	Government Cloud Plus - Fee Salesforce.com, Inc. - 820000942 Start Date: 07/01/2025 End Date: 06/30/2026	\$4,984.32	OM 1	\$4,984.32
3	200005833	Customer Community - Enterprise Edition - Logins (Per Month) Salesforce.com, Inc. - 200005833 Start Date: 07/01/2025 End Date: 06/30/2026	\$22.53	OM 350	\$7,885.50
4	820000512	Sandbox (Full Copy) - Fee Salesforce.com, Inc. - 820000512 Start Date: 07/01/2025 End Date: 06/30/2026	\$9,968.64	OM 1	\$9,968.64
5	200001427	Premier Success Plan 30% of Net Price Salesforce.com, Inc. - 200001427 Start Date: 07/01/2025 End Date: 06/30/2026	\$8,971.78	OM 1	\$8,971.78
YEAR 1 SUBTOTAL:					\$57,154.24
YEAR 2					
8	200012637	Service Cloud - Enterprise Edition Salesforce.com, Inc. - 200012637 Start Date: 07/01/2026 End Date: 06/30/2027	\$1,807.8720	OM 15	\$27,118.08
9	820000942	Government Cloud Plus - Fee Salesforce.com, Inc. - 820000942 Start Date: 07/01/2026 End Date: 06/30/2027	\$5,333.2224	OM 1	\$5,333.22

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QUOTE DATE: 06/11/2025
QUOTE NO: 55684731



GOVERNMENT PRICE QUOTATION

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 www.carahsoft.com | sales@carahsoft.com



LINE NO.	PART NO.	DESCRIPTION	QUOTE PRICE	QTY	EXTENDED PRICE
10	200005833	Customer Community - Enterprise Edition - Logins (Per Month) Salesforce.com, Inc. - 200005833 Start Date: 07/01/2026 End Date: 06/30/2027	\$24.10	OM 350	\$8,435.00
11	8200000512	Sandbox (Full Copy) - Fee Salesforce.com, Inc. - 8200000512 Start Date: 07/01/2026 End Date: 06/30/2027	\$10,666.4448	OM 1	\$10,666.44
12	200001427	Premier Success Plan 30% of Net Price Salesforce.com, Inc. - 200001427 Start Date: 07/01/2026 End Date: 06/30/2027	\$9,599.8003	OM 1	\$9,599.80
YEAR 2 SUBTOTAL:					\$61,152.54
SUBTOTAL:					\$118,306.78
TOTAL PRICE:					\$118,306.78
TOTAL QUOTE:					\$118,306.78

SUGGESTED OPTIONS

LINE NO.	PART NO.	DESCRIPTION	QUOTE PRICE	QTY	EXTENDED PRICE
YEAR 1					
6	200003700	MuleSoft - Integration - Starter Salesforce.com, Inc. - 200003700 Start Date: 07/01/2025 End Date: 06/30/2026	\$33,920.00	OM 1	\$33,920.00
7	200005696	Salesforce Shield 30% of Net Price Salesforce.com, Inc. - 200005696 Start Date: 07/01/2025 End Date: 06/30/2026	\$9,968.64	OM 1	\$9,968.64
YEAR 1 SUBTOTAL:					\$43,888.64
YEAR 2					
13	200003700	MuleSoft - Integration - Starter Salesforce.com, Inc. - 200003700 Start Date: 07/01/2026 End Date: 06/30/2027	\$36,294.40	OM 1	\$36,294.40
14	200005696	Salesforce Shield 30% of Net Price Salesforce.com, Inc. - 200005696 Start Date: 07/01/2026 End Date: 06/30/2027	\$10,666.4448	OM 1	\$10,666.44
YEAR 2 SUBTOTAL:					\$46,960.84
SUGGESTED OPTIONS SUBTOTAL:					\$90,849.48

*** Customer must reference Quote #55684731 on PO ***

**** San Mateo Assessment Appeals Board Unit ****

Quote Special Terms

Unless otherwise provided in the applicable Agreement, any increase in subscription pricing for the first renewal term will not exceed 7% over the then-current subscription

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QUOTE DATE: 06/11/2025
 QUOTE NO: 55684731



GOVERNMENT PRICE QUOTATION
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pricing, provided that (a) Customer renews its entire then-current subscription volume under this Order Form combined with any associated add-on Order Forms, and (b) the first renewal term is the same duration as the Order Term of this Order Form or one year (whichever is longer). Thereafter, any increase in subscription and support pricing will be in accordance with SFDC's pricing and policies in effect at the time of the renewal or as otherwise agreed to by the parties. Notwithstanding the foregoing, any consumption-based Services which are subject to a rate card as set forth in the product terms for the applicable Services and any support or resource-based Services are not subject to any price increase limitations.

Only Services on this Order Form that are identified by SKU in the Government Cloud Plus Products list available at https://www.salesforce.com/company/legal/agreements/, as updated from time to time, are Government Cloud Plus Products. All other Services are non-Government Cloud Plus products. The Government Cloud Available Products and Features Knowledge Article available at https://help.salesforce.com/articleView?id=000321821&type=1&mode=1 ("Knowledge Article") identifies "Interoperable (but not authorized)" products and features which are compatible with Government Cloud Plus Products, in the manner as described in the Documentation. Customer has sole responsibility, prior to using new products or features with Government Cloud Plus Products, to determine if such products or features are within the Government Cloud Plus authorization boundary, as described in the Knowledge Article, and for maintaining the settings in its Salesforce Government Cloud Plus Org for the Org to remain compliant with the Government Cloud Plus authorizations. Salesforce provides customers with a Configuration User Guide available at https://publicsector-compliance-us.my.salesforce.com/ to assist with the setup and configuration process. "Org" means a unique instance of the Services, i.e., a separate set of Customer Data and Customer-specific Service customizations held by SFDC in a logically separated database (i.e., a database segregated through password-controlled access). Customer acknowledges that the "Interoperable (but not authorized)" products and features, as well as any Non-SFDC Applications that interoperate with the Customer's Salesforce Government Cloud Plus Org, fall outside of the Government Cloud Plus authorization boundary. In light of the foregoing, Customer understands and agrees that its Customer Data will be shared with "Interoperable (but not yet authorized)" products and features and Non-SFDC Applications that interoperate with its Salesforce Government Cloud Plus Org.

Product Special Terms

Salesforce Shield

In order to use the Data Detect features, Customer's system administrator must first install the managed package available at: https://sfdc.co/install-datadetect.

Government Cloud Plus

The Government Cloud Plus subscription: (i) provides an isolated infrastructure for hosting authorized Salesforce Services, with additional controls specifically for US government customers and US government contractors, as further described in the Trust and Compliance Documentation (available at https://www.salesforce.com/company/legal/trust-and-compliance-documentation/); and (ii) amends and supplements the Premier Success Plan (available at https://sfdc.co/bDsV6q) for Services available on the Government Cloud Plus infrastructure as set forth below. The terms in the Premier Success Plan shall apply, except as otherwise set forth herein. For the purposes of this Product Special Term, "Qualified US Citizens" are individuals who: (1) are United States citizens; (2) are physically located within the United States while providing Premier Support Services; and (3) have completed a background check as a condition of their employment with Salesforce. Submitting a Case: Users can submit support cases as described in the Premier Success Plan. Cases submitted via the Help portal will automatically be routed to Qualified US Citizens. Cases submitted outside of the Help portal (e.g. via telephone or chat, when available) will not be responded to by Qualified US Citizens. These individuals will route cases to a team of Qualified US Citizens and will access the following information about Users in order to route the calls to Qualified US Citizens: first and last name, email address, username, phone number, and physical business address. All support is provided in English only. All personnel engaged outside of the Help portal, including those in customer success roles or providing customer success services (e.g. Expert Coaching, Expert Office Hours), will not be Qualified US Citizens and will only have access to Customer Data if Customer provides such personnel a User ID or otherwise enables the sharing of Customer Data with such personnel.

NOTICE - Usage Billing

Usage fees are billable monthly, in arrears.

MuleSoft

Unless otherwise provided in the applicable Agreement, any increase in subscription pricing for the first renewal term will not exceed 7% over the then-current subscription pricing, provided that (a) Customer renews its entire then-current subscription volume under this Order Form combined with any associated add-on Order Forms, and (b) the first renewal term is the same duration as the Order Term of this Order Form or one year (whichever is longer). Thereafter, any increase in subscription and support pricing will be in accordance with SFDC's pricing and policies in effect at the time of the renewal or as otherwise agreed to by the parties. Notwithstanding the foregoing, any consumption-based Services which are subject to a rate card as set forth in the product terms for the applicable Services and any support or resource-based Services are not subject to any price increase limitations. Order Form Supplement for MuleSoft available at https://www.salesforce.com/content/dam/web/en_us/www/documents/legal/Agreements/software-order-form-supplements/order-form-supplement-for-mulesoft-software.pdf.

Order Form Supplement for MuleSoft available at https://www.salesforce.com/content/dam/web/en_us/www/documents/legal/Agreements/software-order-form-supplements/order-form-supplement-for-mulesoft-software.pdf (the "Supplement")

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QUOTE DATE: 06/11/2025
QUOTE NO: 55684731



GOVERNMENT PRICE QUOTATION
SALESFORCE.COM GOVERNMENT at CARAHSOFT

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11493 SUNSET HILLS ROAD | SUITE 100 | RESTON, VIRGINIA 20190
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MuleSoft Usage Details

Mule Messages - Starter

Start Date: 6/1/2025

End Date: 5/31/2026

Quantity: 5,000,000

Usage Rate: USD 0.001050625

Billing Model: Monthly in arrears

Mule Flows - Starter

Start Date: 6/1/2025

End Date: 5/31/2025

Quantity: 50

Usage Rate: USD 47.81250000

Billing Model: Monthly in arrears

Data Throughput (GB)

Start Date: 6/1/2025

End Date: 5/31/2025

Quantity: 10,000

Usage Rate: USD 0.76500000

Billing Model: Monthly in arrears

API Manager Production

Start Date: 6/1/2025

End Date: 5/31/2026

Quantity: 2

Usage Rate: USD 429.68750000

Billing Model: Monthly in arrears

API Manager Pre-Production

Start Date: 6/1/2025

End Date: 5/31/2025

Quantity: 2

Usage Rate: USD 429.68750000

Billing Model: Monthly in arrears

APIs Under Governance

Start Date: 6/1/2025

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End Date: 5/31/2025

Quantity: 2

Usage Rate: USD 151.56250000

Billing Model: Monthly in arrears

API Calls for Flex Gateway

Start Date: 6/1/2025

End Date: 5/31/2025

Quantity: 4,000,000

Usage Rate: USD 0.000478125

Billing Model: Monthly in arrears

Usage Billing: Usage beyond the Quantity specified for each Usage Type prior to the applicable End Date is subject to the Billing Model and corresponding Usage Rate for that Usage Type.

Customer must reference Quote number and Contract # on Purchase Order.

Should Customer purchase via Reseller all terms of Carahsoft Quote must be incorporated in Reseller quote and Customer Purchase Order to Reseller.

Any increase in subscription pricing (excluding support and resource-based Services) for the first renewal term will be in accordance with SFDC's pricing and policies in effect at the time of the renewal or as otherwise agreed to by the parties or noted in these quote terms or contract.

For renewals: Any requested changes to this quote must be communicated 30 days before renewal start date to ensure timely processing and avoid delays in your renewal. Requests after this deadline may not be accommodated.

Licensee agrees that any order for Salesforce Services will be governed by the terms and conditions of the Carahsoft Salesforce Service Terms, copies of which are found at <https://carah.io/SFDC-TOU> and all Schedules and Documentation referenced by the Terms are made a part hereof. The parties agree that any term or condition stated in a Customer purchase order or in any other Customer order documentation (excluding Quotes) is void. In the event of any conflict or inconsistency among the following documents, the order of precedence shall be: (1) the applicable Quotes (and their Contract Vehicle), (2) the SFDC Terms of Use, and (3) the Documentation. Licensee acknowledges it has had the opportunity to review the Terms, prior to executing an order.

Product Terms Directory: <http://carah.io/Product-Terms-Directory>

Help & Training: <http://carah.io/Help>

Government Cloud Plus: <http://www.carahsoft.com/government-cloud-terms>

A list of currently available FedRAMP/IL4 Authorized Salesforce products can be found here: https://help.salesforce.com/articleView?id=000270080&language=en_US&type=1

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QUOTE DATE: 06/11/2025
QUOTE NO: 55684731



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TO: Misty Hommerding
 Principal Management Analyst
 San Mateo Assessment Appeals Board
 500 County Center
 5th Floor
 Redwood City, CA 94063 USA

FROM: Banks Reddy
 Carahsoft Technology Corp.
 11493 Sunset Hills Road
 Suite 100
 Reston, Virginia 20190

EMAIL: mhommerding@smcgv.org

EMAIL: Banks.Reddy@carahsoft.com

PHONE: (650) 363-4573

PHONE: (571) 590-6552

TERMS: FTIN: 52-2189693
 Shipping Point: FOB Destination
 Remit To: Same as Above
 Payment Terms: Net 30 (On Approved Credit)
 Cage Code: 1P3C5
 DUNS No: 088365767
 UEI: DT8KJHZXVJH5
 Credit Cards: VISA/MasterCard/AMEX
 Sales Tax May Apply

QUOTE NO: 60630818
QUOTE DATE: 10/15/2025
QUOTE EXPIRES: 10/31/2025
RFQ NO:
SHIPPING: ESD
TOTAL PRICE: \$1,382.06
TOTAL QUOTE: \$1,382.06

LINE NO.	PART NO.	DESCRIPTION	QUOTE PRICE	QTY	EXTENDED PRICE
1	200005839	Customer Community Plus - Enterprise Edition - Logins (Per Month) Salesforce.com, Inc. - 200005839 Start Date: 10/20/2025 End Date: 06/30/2026	\$40.1760	OM 20	\$803.52
2	8200000942	Government Cloud Plus - Fee Salesforce.com, Inc. - 8200000942 Start Date: 10/20/2025 End Date: 06/30/2026	\$120.53	OM 1	\$120.53
3	200001427	Premier Success Plan 30% of Net Price Salesforce.com, Inc. - 200001427 Start Date: 10/20/2025 End Date: 06/30/2026	\$216.95	OM 1	\$216.95
4	8200000512	Sandbox (Full Copy) - Fee Salesforce.com, Inc. - 8200000512 Start Date: 10/20/2025 End Date: 06/30/2026	\$241.06	OM 1	\$241.06
SUBTOTAL:					\$1,382.06
TOTAL PRICE:					\$1,382.06
TOTAL QUOTE:					\$1,382.06

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QUOTE DATE: 10/15/2025
QUOTE NO: 60630818



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*** Customer must reference Quote #60630818 on PO ***

**** San Mateo Assessment Appeals Board Unit ****

Quote Special Terms

Unless otherwise provided in the applicable Agreement, any increase in subscription pricing for the first renewal term will not exceed 7% over the then-current subscription pricing, provided that (a) Customer renews its entire then-current subscription volume under this Order Form combined with any associated add-on Order Forms, and (b) the first renewal term is the same duration as the Order Term of this Order Form or one year (whichever is longer). Thereafter, any increase in subscription and support pricing will be in accordance with SFDC's pricing and policies in effect at the time of the renewal or as otherwise agreed to by the parties. Notwithstanding the foregoing, any consumption-based Services which are subject to a rate card as set forth in the product terms for the applicable Services and any support or resource-based Services are not subject to any price increase limitations.

Only Services on this Order Form that are identified by SKU in the Government Cloud Plus Products list available at https://www.salesforce.com/company/legal/agreements/, as updated from time to time, are Government Cloud Plus Products. All other Services are non-Government Cloud Plus products. The Government Cloud Available Products and Features Knowledge Article available at https://help.salesforce.com/articleView?id=000321821&type=1&mode=1 ("Knowledge Article") identifies "Interoperable (but not authorized)" products and features which are compatible with Government Cloud Plus Products, in the manner as described in the Documentation. Customer has sole responsibility, prior to using new products or features with Government Cloud Plus Products, to determine if such products or features are within the Government Cloud Plus authorization boundary, as described in the Knowledge Article, and for maintaining the settings in its Salesforce Government Cloud Plus Org for the Org to remain compliant with the Government Cloud Plus authorizations. Salesforce provides customers with a Configuration User Guide available at https://publicsector-compliance-us.my.salesforce.com/ to assist with the setup and configuration process. "Org" means a unique instance of the Services, i.e., a separate set of Customer Data and Customer-specific Service customizations held by SFDC in a logically separated database (i.e., a database segregated through password-controlled access). Customer acknowledges that the "Interoperable (but not authorized)" products and features, as well as any Non-SFDC Applications that interoperate with the Customer's Salesforce Government Cloud Plus Org, fall outside of the Government Cloud Plus authorization boundary. In light of the foregoing, Customer understands and agrees that its Customer Data will be shared with "Interoperable (but not yet authorized)" products and features and Non-SFDC Applications that interoperate with its Salesforce Government Cloud Plus Org.

Customer must reference Quote number and Contract # on Purchase Order.

Should Customer purchase via Reseller all terms of Carahsoft Quote must be incorporated in Reseller quote and Customer Purchase Order to Reseller.

Any increase in subscription pricing (excluding support and resource-based Services) for the first renewal term will be in accordance with SFDC's pricing and policies in effect at the time of the renewal or as otherwise agreed to by the parties or noted in these quote terms or contract

The products and services listed herein are offered as a bundled solution. Customer must order all items as quoted; partial acceptance or selective ordering is not authorized.

For renewals: Any requested changes to this quote must be communicated 30 days before renewal start date to ensure timely processing and avoid delays in your renewal. Requests after this deadline may not be accommodated

Licensee agrees that any order for Salesforce Services will be governed by the terms and conditions of the Carahsoft Salesforce Service Terms, copies of which are found at http://www.carah.io/SalesforceTOU and all Schedules and Documentation referenced by the Terms are made a part hereof. The parties agree that any term or condition stated in a Customer purchase order or in any other Customer order documentation (excluding Quotes) is void. In the event of any conflict or inconsistency among the following documents, the order of precedence shall be: (1) the applicable Quotes (and their Contract Vehicle), (2) the SFDC Terms of Use, and (3) the Documentation. Licensee acknowledges it has had the opportunity to review the Terms, prior to executing an order.

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Help & Training: http://carah.io/Help
Government Cloud Plus: http://www.carahsoft.com/government-cloud-terms

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QUOTE DATE: 10/15/2025
QUOTE NO: 60630818



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TO: Misty Hommerding
 Principal Management Analyst
 San Mateo Assessment Appeals Board
 500 County Center
 5th Floor
 Redwood City, CA 94063 USA

FROM: Banks Reddy
 Carahsoft Technology Corp.
 11493 Sunset Hills Road
 Suite 100
 Reston, Virginia 20190

EMAIL: mhommerding@smcgov.org

EMAIL: Banks.Reddy@carahsoft.com

PHONE: (650) 363-4573

PHONE: (571) 590-6552

TERMS: FTIN: 52-2189693
 Shipping Point: FOB Destination
 Remit To: Same as Above
 Payment Terms: Net 30 (On Approved Credit)
 Cage Code: 1P3C5
 DUNS No: 088365767
 UEI: DT8KJHZXVJH5
 Credit Cards: VISA/MasterCard/AMEX
 Sales Tax May Apply

QUOTE NO: 60929019
QUOTE DATE: 10/30/2025
QUOTE EXPIRES: 11/30/2025
RFQ NO:
SHIPPING: ESD
TOTAL PRICE: \$1,525.71
TOTAL QUOTE: \$1,525.71

LINE NO.	PART NO.	DESCRIPTION	QUOTE PRICE	QTY	EXTENDED PRICE
1	200005838	Customer Community Plus - Enterprise Edition - Members Salesforce.com, Inc. - 200005838 Start Date: 11/10/2025 End Date: 06/30/2026	\$108,4160	OM 15	\$1,626.24
2	8200000942	Government Cloud Plus - Fee Salesforce.com, Inc. - 8200000942 Start Date: 11/10/2025 End Date: 06/30/2026	\$243.94	OM 1	\$243.94
3	200001427	Premier Success Plan 30% of Net Price Salesforce.com, Inc. - 200001427 Start Date: 11/10/2025 End Date: 06/30/2026	\$439.08	OM 1	\$439.08
4	8200000512	Sandbox (Full Copy) - Fee Salesforce.com, Inc. - 8200000512 Start Date: 11/10/2025 End Date: 06/30/2026	\$487.87	OM 1	\$487.87
5	205-CREDIT	Credit back Credit back Salesforce.com, Inc. - 205-CREDIT Start Date: 11/10/2025 End Date: 06/30/2026	-\$1,271.42	OM 1	-\$1,271.42
SUBTOTAL:					\$1,525.71
TOTAL PRICE:					\$1,525.71
TOTAL QUOTE:					\$1,525.71

*** Customer must reference Quote #60929019 on PO ***

**** San Mateo Assessment Appeals Board Unit ****

Quote Special Terms

Only Services on this Order Form that are identified by SKU in the Government Cloud Plus Products list available at <https://www.salesforce.com/company/legal/agreements/>, as updated from time to time, are Government Cloud Plus Products. All other Services are non-Government Cloud Plus products. The Government Cloud Available Products and Features Knowledge Article available

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QUOTE DATE: 10/30/2025
QUOTE NO: 60929019



GOVERNMENT PRICE QUOTATION
SALESFORCE.COM GOVERNMENT at CARAHSOFT

CARAHSOFT TECHNOLOGY CORP.
11493 SUNSET HILLS ROAD | SUITE 100 | RESTON, VIRGINIA 20190
PHONE (703) 871-8500 | FAX (703) 871-8505 | TOLL FREE (888) 662-2724
www.carahsoft.com | sales@carahsoft.com



at https://help.salesforce.com/articleView?id=000321821&type=1&mode=1 ("Knowledge Article") identifies "Interoperable (but not authorized)" products and features which are compatible with Government Cloud Plus Products, in the manner as described in the Documentation. Customer has sole responsibility, prior to using new products or features with Government Cloud Plus Products, to determine if such products or features are within the Government Cloud Plus authorization boundary, as described in the Knowledge Article, and for maintaining the settings in its Salesforce Government Cloud Plus Org for the Org to remain compliant with the Government Cloud Plus authorizations. Salesforce provides customers with a Configuration User Guide available at https://publicsector-compliance-us.my.salesforce.com/ to assist with the setup and configuration process. "Org" means a unique instance of the Services, i.e., a separate set of Customer Data and Customer-specific Service customizations held by SFDC in a logically separated database (i.e., a database segregated through password-controlled access). Customer acknowledges that the "Interoperable (but not authorized)" products and features, as well as any Non-SFDC Applications that interoperate with the Customer's Salesforce Government Cloud Plus Org, fall outside of the Government Cloud Plus authorization boundary. In light of the foregoing, Customer understands and agrees that its Customer Data will be shared with "Interoperable (but not yet authorized)" products and features and Non-SFDC Applications that interoperate with its Salesforce Government Cloud Plus Org.

Product: Plus – Enterprise Edition – Logins (Per Month)

Reduction Quantity: 20

Order Start Date: 10/27/2025

Order End Date: 6/30/2026

Original Unit Price: 4.78125

Original Tenant: 00Dcs000009kgWVEAI

Original Quote: Q-10753336

Original Order: 33798386

Original Contract: 04353242

Customer Community: Government

Product: Cloud Plus – Fee

Reduction Quantity: 1

Order Start Date: 7/1/2025

Order End Date: 6/30/2026

Original Unit Price: 0.00000

Original Tenant: 00Dcs000009kgWVEAI

Original Quote: Q-09217708

Original Order: 32629653

Original Contract: 04353242

Product: Premier Success Plan – Salesforce Platform – Fee

Reduction Quantity: 1

Order Start Date: 7/1/2025

Order End Date: 6/30/2026

Original Unit Price: 0.00000

Original Tenant: 00Dcs000009kgWVEAI

Original Quote: Q-09217708

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QUOTE DATE: 10/30/2025
QUOTE NO: 60929019



GOVERNMENT PRICE QUOTATION
SALESFORCE.COM GOVERNMENT at CARAHSOFT

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www.carahsoft.com | sales@carahsoft.com



Original Order: 32629653

Original Contract: 04353242

Product: Sandbox (Full Copy) – Fee

Reduction Quantity: 1

Order Start Date: 7/1/2025

Order End Date: 6/30/2026

Original Unit Price: 0.00000

Original Tenant: 00Dcs000009kgWvEAI

Original Quote: Q-09217708

Original Order: 32629653

Original Contract: 04353242

Customer must reference Quote number and Contract # on Purchase Order.

Should Customer purchase via Reseller all terms of Carahsoft Quote must be incorporated in Reseller quote and Customer Purchase Order to Reseller.

Any increase in subscription pricing (excluding support and resource-based Services) for the first renewal term will be in accordance with SFDC's pricing and policies in effect at the time of the renewal or as otherwise agreed to by the parties or noted in these quote terms or contract

The products and services listed herein are offered as a bundled solution. Customer must order all items as quoted; partial acceptance or selective ordering is not authorized.

For renewals: Any requested changes to this quote must be communicated 30 days before renewal start date to ensure timely processing and avoid delays in your renewal. Requests after this deadline may not be accommodated

Licensee agrees that any order for Salesforce Services will be governed by the terms and conditions of the Carahsoft Salesforce Service Terms, copies of which are found at <http://www.carah.io/SalesforceTOU> and all Schedules and Documentation referenced by the Terms are made a part hereof. The parties agree that any term or condition stated in a Customer purchase order or in any other Customer order documentation (excluding Quotes) is void. In the event of any conflict or inconsistency among the following documents, the order of precedence shall be: (1) the applicable Quotes (and their Contract Vehicle), (2) the SFDC Terms of Use, and (3) the Documentation. Licensee acknowledges it has had the opportunity to review the Terms, prior to executing an order.

Product Terms Directory: <http://carah.io/Product-Terms-Directory>
Help & Training: <http://carah.io/Help>
Government Cloud Plus: <http://www.carahsoft.com/government-cloud-terms>

A list of currently available FedRAMP/IL4 Authorized Salesforce products can be found here: https://help.salesforce.com/articleView?id=000270080&language=en_US&type=1

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QUOTE DATE: 10/30/2025
QUOTE NO: 60929019



GOVERNMENT PRICE QUOTATION

SALESFORCE.COM GOVERNMENT at CARAHSOFT

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 www.carahsoft.com | sales@carahsoft.com



TO: Misty Hommerding
 Principal Management Analyst
 San Mateo Assessment Appeals Board
 P.O. Box 520
 Pleasanton, CA 94566 USA

FROM: Tara Whaley
 Carahsoft Technology Corp.
 11493 Sunset Hills Road
 Suite 100
 Reston, Virginia 20190

EMAIL: mhommerding@smcgov.org

EMAIL: Tara.Whaley@carahsoft.com

PHONE: (650) 363-4573

PHONE: (571) 590-7769

TERMS: FTIN: 52-2189693
 Shipping Point: FOB Destination
 Remit To: Same as Above
 Payment Terms: Net 30 (On Approved Credit)
 Cage Code: 1P3C5
 DUNS No: 088365767
 UEI: DT8KJHZXVJH5
 Credit Cards: VISA/MasterCard/AMEX
 Sales Tax May Apply

QUOTE NO: 64760576
QUOTE DATE: 05/06/2026
QUOTE EXPIRES: 06/26/2026
RFQ NO:
SHIPPING: ESD
TOTAL PRICE: \$214,670.99
TOTAL QUOTE: \$214,670.99

LINE NO.	PART NO.	DESCRIPTION	QUOTE PRICE	QTY	EXTENDED PRICE
1	200000942	Government Cloud Plus 15% of Net Price Salesforce.com, Inc. - 200000942 Start Date: 07/01/2026 End Date: 06/30/2027	\$19,331.7120	OM 1	\$19,331.71
2	200005838	Customer Community Plus - Enterprise Edition - Members Salesforce.com, Inc. - 200005838 Start Date: 07/01/2026 End Date: 06/30/2027	\$168.96	OM 80	\$13,516.80
3	200001427	Premier Success Plan 30% of Net Price Salesforce.com, Inc. - 200001427 Start Date: 07/01/2026 End Date: 06/30/2027	\$34,797.08	OM 1	\$34,797.08
4	200005833	Customer Community - Enterprise Edition - Logins (Per Month) Salesforce.com, Inc. - 200005833 Start Date: 07/01/2026 End Date: 06/30/2027	\$22.53	OM 350	\$7,885.50
5	8200000512	Sandbox (Full Copy) - Fee Salesforce.com, Inc. - 8200000512 Start Date: 07/01/2026 End Date: 06/30/2027	\$38,663.42	OM 1	\$38,663.42
6	200012637	Service Cloud - Enterprise Edition Salesforce.com, Inc. - 200012637 Start Date: 07/01/2026 End Date: 06/30/2027	\$1,807.87	OM 15	\$27,118.05
7	200012830	Lightning Platform Plus - Enterprise Edition Salesforce.com, Inc. - 200012830 Start Date: 07/01/2026 End Date: 06/30/2027	\$1,004.91	OM 73	\$73,358.43
SUBTOTAL:					\$214,670.99
TOTAL PRICE:					\$214,670.99
TOTAL QUOTE:					\$214,670.99

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 PAGE 1 of 2

QUOTE DATE: 05/06/2026
QUOTE NO: 64760576



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www.carahsoft.com | sales@carahsoft.com



*** Customer must reference Quote #64760576 ***

Quote Special Terms

Unless otherwise provided in the applicable Agreement, any increase in subscription pricing for the first renewal term will not exceed 9% over the then-current subscription pricing, provided that (a) Customer renews its entire then-current subscription volume under this Order Form combined with any associated add-on Order Forms, and (b) the first renewal term is the same duration as the Order Term of this Order Form or one year (whichever is longer). Thereafter, any increase in subscription and support pricing will be in accordance with SFDC's pricing and policies in effect at the time of the renewal or as otherwise agreed to by the parties. Notwithstanding the foregoing, any consumption-based Services which are subject to a rate card as set forth in the product terms for the applicable Services and any support or resource-based Services are not subject to any price increase limitations.

Only Services on this Order Form that are identified by SKU in the Government Cloud Plus Products list available at <https://www.salesforce.com/company/legal/agreements/>, as updated from time to time, are Government Cloud Plus Products. All other Services are non-Government Cloud Plus products. The Government Cloud Available Products and Features Knowledge Article available at <https://help.salesforce.com/articleView?id=000321821&type=1&mode=1> ("Knowledge Article") identifies "Interoperable (but not authorized)" products and features which are compatible with Government Cloud Plus Products, in the manner as described in the Documentation. Customer has sole responsibility, prior to using new products or features with Government Cloud Plus Products, to determine if such products or features are within the Government Cloud Plus authorization boundary, as described in the Knowledge Article, and for maintaining the settings in its Salesforce Government Cloud Plus Org to remain compliant with the Government Cloud Plus authorizations. Salesforce provides customers with a Configuration User Guide available at <https://publicsector-compliance-us.my.salesforce.com/> to assist with the setup and configuration process. "Org" means a unique instance of the Services, i.e., a separate set of Customer Data and Customer-specific Service customizations held by SFDC in a logically separated database (i.e., a database segregated through password-controlled access). Customer acknowledges that the "Interoperable (but not authorized)" products and features, as well as any Non-SFDC Applications that interoperate with the Customer's Salesforce Government Cloud Plus Org, fall outside of the Government Cloud Plus authorization boundary. In light of the foregoing, Customer understands and agrees that its Customer Data will be shared with "Interoperable (but not yet authorized)" products and features and Non-SFDC Applications that interoperate with its Salesforce Government Cloud Plus Org.

Notwithstanding anything to the contrary, subscriptions purchased pursuant to this Order Form shall not automatically renew, and therefore shall terminate on the applicable Order End Date above unless Customer enters into a new Order Form with Salesforce, on or before that Order End Date, for the relevant product(s).

Product Special Terms

Government Cloud Plus

The Government Cloud Plus subscription: provides an isolated infrastructure for hosting authorized Salesforce Services, with additional controls specifically for US government customers and US government contractors, as further described in the Trust and Compliance Documentation (available at <https://www.salesforce.com/company/legal/trust-and-compliance-documentation/>).

Customer must reference Quote number and Contract # on Purchase Order.

Should Customer purchase via Reseller all terms of Carahsoft Quote must be incorporated in Reseller quote and Customer Purchase Order to Reseller.

Any increase in subscription pricing (excluding support and resource-based Services) for the first renewal term will be in accordance with SFDC's pricing and policies in effect at the time of the renewal or as otherwise agreed to by the parties or noted in these quote terms or contract

The products and services listed herein are offered as a bundled solution. Customer must order all items as quoted; partial acceptance or selective ordering is not authorized.

For renewals: Any requested changes to this quote must be communicated 30 days before renewal start date to ensure timely processing and avoid delays in your renewal. Requests after this deadline may not be accommodated

Licensee agrees that any order for Salesforce Services will be governed by the terms and conditions of the Carahsoft Salesforce Service Terms, copies of which are found at <http://www.carah.io/SalesforceTOU> and all Schedules and Documentation referenced by the Terms are made a part hereof. The parties agree that any term or condition stated in a Customer purchase order or in any other Customer order documentation (excluding Quotes) is void. In the event of any conflict or inconsistency among the following documents, the order of precedence shall be: (1) the applicable Quotes (and their Contract Vehicle), (2) the SFDC Terms of Use, and (3) the Documentation. Licensee acknowledges it has had the opportunity to review the Terms, prior to executing an order.

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QUOTE DATE: 05/06/2026
QUOTE NO: 64760576

Revised Exhibit B (rev. 5/14/2026)

In consideration of the services provided by Contractor described in **Revised Exhibit A** and subject to the terms of the Agreement, County shall pay Contractor based on the following terms:

County shall pay Contractor, upon execution of the Agreement and receipt of an invoice, for services to be rendered. Please include the following on the invoice: business address, remit to, Contractor's contact information, County agreement number, time period covered, and current W-9.

Year One Subtotal:

Service for Service Period 7/1/2025 through 6/30/2026: \$60,062.01

Suggested Optional Purchases to be added at County's Sole Discretion during term of the Agreement for Service Period 7/1/2025 through 6/30/2026: \$43,888.64

Subtotal for Year One: \$103,950.65

Year Two Subtotal:

Service for Service Period 7/1/2026 through 6/30/2027: \$214,670.99

Grand Total for Year One and Two: **\$318,621.63**

Contractor shall submit invoices to:

County Executive's Office
c/o Accounting
500 County Center, 5th Floor
Redwood City, CA 94063
Phone: (650)363-1810
Email: mhommerding@smcgov.org
Copy: CEO_AP_Inbox@smcgov.org

At no time shall the total payment for Contractor's services exceed \$318,621.63.

County shall have the right to withhold payment if County determines that the quality or quantity of work performed is unacceptable. Payments shall be made within 30 days from the date of applicable undisputed invoice.