REQUEST FOR STATEMENTS OF INTEREST AND QUALIFICATIONS
"DESIGN, ENGINEERING, & CONSULTING SERVICES"

TO: **Prospective Firms**

FROM: **salesforce.com, inc. ("Owner")**

DATE: **April 19, 2011**

SUBJECT: **salesforce.com Global Headquarters Complex – Mission Bay**

LOCATION: **San Francisco, CA**

Introduction

This Request for Statements of Interest and Qualifications (RFQ) is issued for professional design, engineering, and consulting services by Owner and Flad Architects in connection with the design of Owner's new Global Headquarters Complex in Mission Bay, San Francisco (the "Project"). Owner has retained Flad Architects as its Executive Architect to coordinate the design work on the Project and has engaged Legorreta + Legorreta as its Design Architect to develop the creative and programmatic vision for the Project. Most of the consultants hired pursuant to this RFQ will be subcontractors of Executive Architect. A few, as indicated below, will be contracted directly by Owner or its affiliates.

At this time, statements of interest and qualifications are requested to provide to services in the following categories which are expected to be necessary as a part of the Project development:

Consultants of Owner:

- Testing and Inspection
- Survey
- MEP Peer Review
- Archaeology
- Structural Peer Review
- Project Management Support Services

Subconsultants of Executive Architect:

- Architects
- Audio-Visual
- Acoustical
- Accessibility
- Sustainability
- Landscape Architect
- Civil Engineering
- MEP Engineering
- Structural Engineering
- Facades
- Graphics & Signage
- Elevator
- Curtain Wall
- Waterproofing
- Code
- Voice/Data/Telcom
- Window Washing
- Graphics Reproduction
- Information Technology
- Aquatics & Water Features
- Door Hardware
- Food Service
- Fitness
- Parking
- Lighting
- Security

Further description of each scope of work is included in the attached Exhibit A. An organizational chart depicting the contractual relationships is attached as Exhibit B.

SFRA-certified MBE and WBE firms (as defined below) are encouraged to apply. Firms which need to submit their MBE and WBE qualifications can do so by following the San Francisco Redevelopment Agency ("SFRA") certification process outlined below in Section 3.

1. Project Description

The Project will be owned and occupied by Owner, salesforce.com, the enterprise cloud computing company that has transformed the way companies collaborate and communicate. Salesforce.com is leading the effort to bring Cloud 2, the next paradigm for computing, to the enterprise by offering its customers the social collaboration, mobility and openness that are the hallmark of this new world. The company's platform and application services include:

- Salesforce Chatter, a private social network for your enterprise
- The Sales Cloud, for sales force automation and contact management
- The Service Cloud, for customer service and support solutions
- The Jigsaw Data Cloud, for ensuring data integrity and quality
- The Force.com platform, for custom application development
- Heroku, for building social and mobile apps in Ruby
- The AppExchange, the world's leading marketplace for enterprise cloud computing applications

Salesforce.com offers the fastest path to customer success with cloud computing. As of January 31, 2011, salesforce.com manages customer information for approximately 92,300 customers including Allianz Commercial, Dell, Japan Post, Kaiser Permanente, KONE, and SunTrust Banks.

The Project is the development of the salesforce.com Global Headquarters Complex on 14 acres of land including Blocks 26, 27 and Blocks 29 to 34 in Mission Bay, San Francisco. The complex consists of eight main buildings, several specialty buildings, and open spaces. The total building area is approximately 2 million square feet to accommodate between eight to ten thousand employees. The project is envisioned to include offices, conference space, auditoria, retail, restaurants, structured parking for approximately 1,500 cars, public spaces/parks, and other amenities common to corporate campuses.

Owner and Executive Architect are committed to making a good faith effort to contract with professional services consultants certified with the SFRA as Minority-owned Business Enterprise (MBE) and/or Woman-owned Business Enterprise (WBE). The participation goals for the professional services phase of this project are as follows:

MBE 20%
WBE 18%

Only firms certified with the SFRA as MBE or WBE will be counted towards meeting the above goals. Section 3 below includes instructions for obtaining certification. Questions regarding SFRA's M/WBE program as it pertains to this RFQ may be directed to George Bridges, Senior Contract Compliance Specialist, SFRA at (415) 749-2546 or george.bridges@sfgov.org.

2. RFQ & Selection Process

Key RFQ Dates

The selection process schedule is summarized as follows (dates subject to change):

RFQ Issued:	April 19, 2011
Pre-Submittal Conference:	May 2, 2011 at 3:30 PM
Deadline for Questions & Clarifications on RFQ:	May 6, 2011 by 5:00 PM PDT
Written Responses to Clarification Requests:	May 11, 2011
RFQ Response Due Date:	May 18, 2011 by 5:00 PM PDT
Proposals Requested from Shortlisted Firms:	Between May and December 2011 (varies depending on discipline)
Notification of Selections:	Between May 2011 and February 2012 (varies depending on discipline)

Pre-Submittal Conference

All interested parties are invited to a pre-submittal conference will be held to provide more Project specific information and answer questions about the Project prior to the submission of the response to this RFQ on the following date:

Date:	Monday, May 2, 2011
Time:	3:30PM
Location:	The San Francisco Public Library 100 Larkin Street (at Grove) Koret Auditorium, located on the library's lower level Enter 30 Grove Street, proceed down stairs *Note: This is not a library-sponsored program. Refreshments are not permitted in the auditorium.*

Clarifications and Interpretations

All questions and requests for clarification of this RFQ shall be submitted in writing to the appropriate Point of Contact (as identified below) by 5:00 PM PDT on May 6, 2011. Any clarifications or interpretations that materially affect or change RFQ requirements will be distributed by Owner and/or Executive Architect as an addendum on May 11, 2011. All such addenda will be posted on the SFRA website at http://www.sfredevelopment.org/index.aspx?page=127 and will be deemed part of this RFQ.

RFQ Response Submittal

Deadline for Submission of Qualifications is:

Date:	Wednesday, May 18, 2011
Time:	5:00 PM (PDT)

(a) Owner's Point of Contact. To respond to this RFQ for Testing and Inspection, Survey, MEP Peer Review, Structural Engineering Peer Review, or Archaeology, please submit **two (2) hard copies** and **one PDF soft copy (via email)** of your response to:

salesforce.com, inc.
The Landmark @ One Market, Suite 300
San Francisco, California 94105
Attn: Peter Travers
Email: MissionBayHQ@salesforce.com
Tel: (415) 836-2300

(b) Executive Architect's Point of Contact. To respond to this RFQ for any of the other disciplines listed herein, please submit **two (2) hard copies** and **one PDF soft copy (via email)** of your response to:

Flad Architects
650 California Street, 8th Floor
San Francisco, California 94108
Attn: Irene Lo, AIA LEED AP
Email: fladsf@flad.com
Tel: (415) 614- 4959

All responses to this RFQ must be concise and shall be in the form provided as Exhibit C with all information filled out completely. Each Statement of Qualifications shall be no more than 25 pages. If you are submitting for multiple service categories, each category can be up to a maximum of 25 pages. Fax or verbal responses will not be accepted. All documents and attachments are to be bound together in a single file. All documents and media will become the property of Owner and Executive Architect and will not be returned.

Proposal & Selection Process

The Project team will evaluate all completed, responsive and qualified submittals. Evaluations will be based on the information provided in conjunction with the Selection Criteria as noted below. Upon completion of the evaluation, Owner and Executive Architect, in conjunction with the SFRA, will select firms to submit proposals on the Project and may request in-person interviews. This process is anticipated to take place between May and December of this year; exact dates will be provided to selected participants depending on discipline. Following receipt of proposals and participation in an interview process (if requested), it is the intent of the Owner and Executive Architect to enter into agreements with selected firms between May 2011 and February 2012, depending on the discipline and the progress of the Project. Owner and Executive Architect reserve the right to accept or reject any and all proposals at their sole discretion.

Participants acknowledge and accept that any costs incurred from their participation in this RFQ shall be at the sole risk and responsibility of the participant.

Selection Criteria

Firms may be selected to provide proposals based upon, but not limited to, the following factors:

a. The strength of the consultant's qualifications to undertake the subject scope of services;
b. Experience in working with the jurisdictions affecting this project;

c. Depth of experience with projects of similar size and scope;
d. Professional references from developers, general contractors, and/or architects;
e. Proposed staffing for this project, and ability to provide the requested services;
f. Ability to meet the project schedule;
g. Ability to use Building Information Modeling (BIM), in particular Revit;
h. Insurance in good standing;
i. Input from the SFRA;
j. Willingness to be a part of the development team in order to work to the successful completion of this project;
k. Other criteria that are deemed to be in the best interest of the Project and/or Owner**.**

3. San Francisco Redevelopment Agency MBE / WBE Certification Process

If you wish to apply for certification as an MBE or WBE with the San Francisco Redevelopment Agency, follow the following directions. Below is the link to the San Francisco Redevelopment Agency's new certification website. The site allows prospective firms seeking to apply for Minority-owned (MBE) or Woman-owned (WBE) Business Enterprise certification to do so on-line, including the ability to upload supporting documents.

https://www.iucp.com/Default.aspx?agency=SFRA

FIRST YOU WILL NEED TO REGISTER, and create a log-on identification (your email address) and password to access the website. After you have registered, you will receive an email to activate your account. Click the link in the email to activate the account. If you do not receive the email, then check your spam/junk folder. You will be able to fill out your application and upload the supporting documents by logging onto the link above after you have registered.

It is important to select "New Application" not the "Recertify" option for the first time with entering your application on the site. This way we will have all of your required documents uploaded and recertifying next time will be more efficient.

Please use the checklist to identify the documents you are required to submit.

If you are not able to supply the required supporting documents (tax returns, business license, etc.) in electronic format, then you may set an appointment with the SFRA to have them scanned. If you have SFRA scan them, they must be single sided and contain no staples.

Before setting the appointment, you must have at least submitted the application online.

If you are unable to submit your M/WBE Application due to technical problems, please call Elation Systems Technical Support at (510) 764-1870 ext 100.

If you have any questions regarding the application or required documents, please contact Robert Moyer, Management Assistant, San Francisco Redevelopment Agency at (415) 749-2498 or send an email to robert.moyer@sfgov.org.

4. Owner's Reservation of Rights

The Owner and Executive Architect reserve the right to divide the Project into multiple parts, to increase or decrease scope of services, to reject any and all qualifications without providing any reason for such rejection and re-solicit for new qualifications, or to reject any and all proposals and temporarily or permanently abandon the Project. Owner makes no representations, written or oral, that it will enter into any form of agreement with any respondent to this RFQ for any project. No such representation is intended or should be construed by the issuance of this RFQ.

5. No Reimbursement For Costs

Respondent acknowledges and accepts that any costs incurred from the any respondent's participation in this RFQ shall be at the sole risk and responsibility of the respondent.

6. No Exclusivity

Owner and Executive Architect have an interest in seeing that the Project team is ultimately comprised of diverse and competent consultants and subcontractors retained in compliance with the Diversity Program. Therefore, for the purposes of the RFQ, respondents shall not form contracts with consultants or subcontractors or request or enter into exclusive or non-exclusive arrangements which would preclude them from participating in the Project as part of another team.

Exhibit A

Description of Scopes of Work

No.	Consultant	Scope	Contract with
1a-d	Architects	Design services in collaboration with Executive & Design Architect	Executive Architect
2	Aquatics & Water Features	Design of swimming pool, water features, indoors/outdoors.	Executive Architect
3	Acoustical	Acoustical design for indoor and outdoor environment, including mechanical equipment noise and vibration isolation.	Executive Architect
4	Accessibility	ADA compliance, site, building and interiors.	Executive Architect
5	Sustainability	Design building systems for energy and water conservation, daylighting, natural ventilation, renewable energy generations, LEED certification and other sustainability goals.	Executive Architect
6	Landscape Architect	Design open space including planted areas, water elements, hardscape and outdoor features, terraces and green roof.	Executive Architect
7	Civil Engineering	Design & coordinate site work, underground utilities, roadways, site grading and sustainable design features.	Executive Architect
8	MEP Engineering	Mechanical, electrical, plumbing, fire protection design and engineering. Coordinate with other design disciplines and adhere to sustainability criteria set by client and design team.	Executive Architect
9	Structural Engineering	Design foundations, building superstructures, roof and other special structures. Provide seismic design. Coordinate with architectural and site work.	Executive Architect
10	Information Technology	Design TI infrastructure, including equipment and cabling to support business operations.	Executive Architect
11	Food Service	Design of kitchen, serveries, cafeteria and support areas.	Executive Architect
12	Fitness	Fitness facility design, indoor as well as outdoor areas.	Executive Architect
13	Facades	Exterior building envelope materials and system design and details. Coordinate with architects and engineers.	Executive Architect
14	Graphics & Signage	Indoors and outdoors graphics and signage systems.	Executive Architect
15	Elevator	Passenger and service elevators design services.	Executive Architect
16	Door Hardware	Door hardware coordination and specifications.	Executive Architect
17	Curtain Wall	Exterior window wall system design and details. Coordinate with architects and engineers.	Executive Architect
18	Waterproofing	Waterproofing consultation for site, foundation, landscape, fountains, swimming pool, building and roof systems.	Executive Architect

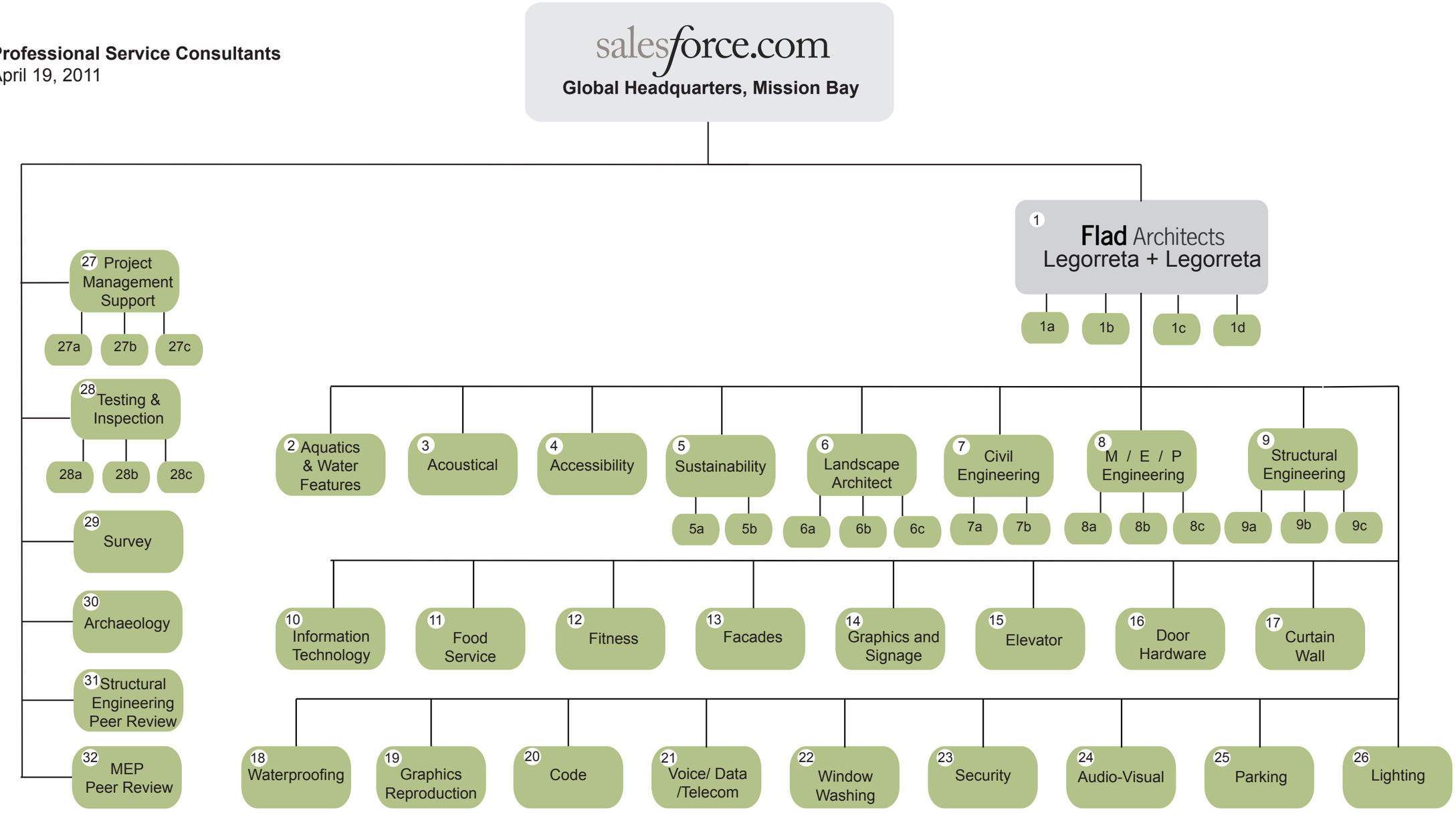
19	Graphic Reproduction	Drawing management and documents printing services	Executive Architect
20	Code	Fire and life safety code consultation.	Executive Architect
21	Voice/Data/Telcom	Voice/Data/Telcom design strategies, options, and implementation.	Executive Architect
22	Window Washing	Window washing strategies, systems recommendations and design. Coordination with architects and engineers.	Executive Architect
23	Security	Provide security system design and implementation plans.	Executive Architect
24	Audio-Visual	Audio-visual design for conference rooms, auditorium and other work areas within the headquarters complex.	Executive Architect
25	Parking	Parking facility design. Participate in design coordination with architect and other consultants.	Executive Architect
26	Lighting	Lighting design for site, building exterior, and life safety needs. Interior lighting design scope will be added after the interior designer is hired by Owner.	Executive Architect

No.	Consultant	Scope	Contract with
27	Project Management Support Services	Assist the owner in a broad range of project management activities in support of Owner during the design phase. Does not include any construction phase services.	Owner
28	Testing and Inspection	Conducts testing of construction materials to insure compliance with specifications	Owner
29	Survey	Researches physical boundaries of property, location of utility lines and easements	Owner
30	Archaeology	Evaluates historical objects found during the course of excavation and construction	Owner
31	Structural Engineering Peer Review	Reviews the design of the structural systems to ensure design quality and reliability	Owner
32	MEP Peer Review	Reviews the design of the MEP systems to ensure design quality and reliability	Owner

Exhibit B
Organizational Chart

[see attached]

Professional Service Consultants
April 19, 2011



Contract opportunities

Exhibit C

Cover Sheet for RFQ Response

[see attached]

salesforce.com, inc.
Mission Bay Headquarters Complex

RESPONSE TO RFQ FOR DESIGN, ENGINEERING, & CONSULTING SERVICES

Discipline(s) for which your firm is providing a statement of qualifications: _____

General Information

Firm Name _____

Address _____

Phone Number _____

Website (if any) _____

Email address _____

Contact person _____

Firm Information

Length of time in business _____ Number of Employees _____

Firm owner(s), principal(s), and/or officer(s)
(use attachment if necessary) _____

SFRA MBE or WBE certified? _____ California License No. _____

Attachments (Maximum of 25 pages per discipline for which you are providing a statement of qualifications)

1. Prior experience description including no more than five examples of experience with comparable projects
   - For each, provide name of the project owner, project size, date completed, and project references
   - Each example should be no more than one page

2. List of projects which involved working with the SFRA, San Francisco Department of Building Inspection and/ or other San Francisco agencies

3. List of staff and personnel that will be assigned to this project, and their relevant experience
   - Please limit each individual's relevant information to a single page

4. List of professional licenses, accreditation and memberships within the firm

5. A statement of available insurance

6. Complete list of firm owners, principals, and/or officers (if such information does not fit above)

7. Proof of MBE and/or WBE status with the San Francisco Redevelopment Agency, if applicable

8. Evidence of License in the State of California, if applicable

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[end of RFQ]