

**FIRST AMENDMENT TO STANDARD CONTRACT
BETWEEN COUNTY OF SOLANO AND PERSIMMONY INTERNATIONAL, INC.**

This First Amendment is made on March 28, 2017, between the COUNTY OF SOLANO, a political subdivision of the State of California ("County") and Persimmony International, Inc. ("Contractor").

1. Recitals

- A. The parties entered into a Contract dated July 1, 2015 (the "Contract"), in which Contractor agreed to provide up to 29 user licenses and user support for MCAH programs.
- B. The County now needs to add 16 additional licenses and user support for TB/CD/STD/HIV programs.
- C. This First Amendment represents an increase of \$81,712 of the Contract.
- D. The parties agree to amend the Contract as set forth below.

2. Agreement

A. Amount of Contract

Attachment B is deleted in its entirety and replaced with: "The total amount of this Contract is \$318,460."

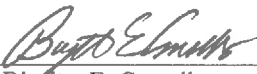
B. Budget

Attachment B is deleted in its entirety and replaced with the Budget attached to and incorporated by this reference as Attachment B-1.


3. Effectiveness of Contract

Except as set forth in this First Amendment, all other terms and conditions specified in the Contract remain in full force and effect.


COUNTY OF SOLANO, a Political
Subdivision of the State of California

By 
Birgitta E. Corsello
County Administrator

APPROVED AS TO FORM

By 
County Counsel

CONTRACTOR

By 
Michael Kogus
President and CTO

APPROVED AS TO CONTENT

By 
Gerald, R. Huber, Director
Health and Social Services Department

ATTACHMENT B-1: BUDGET and FEES

Solano County - Health and Social Services Maternal Child Adolescent Health
Persimmony International, Inc. – Electronic Health Records Budget
July 01, 2015 – June 30, 2018

Persimmony International, Inc. – Electronic Health Records Budget <u>July 01, 2015 – June 30, 2016</u>	
¹ Licensing Fee (up to 29 users)	78,416
² User Support	3,000
<u>Best Price Partner Discount</u>	<u>(5,000)</u>
Total	\$76,416

Persimmony International, Inc. – Electronic Health Records Budget <u>July 01, 2016 – June 30, 2017</u>	
¹ Licensing Fee (up to 29 users) - MCH	78,416
² Support - MCH	3,000
¹ Licensing Fee (up to 16 users) – TB/CD/STD/HIV	32,448
² Support – TB/CD/STD/HIV	3,000
<u>Best Price Partner Discount</u>	<u>(2,500)</u>
Total	\$114,364

Persimmony International, Inc. – Electronic Health Records Budget <u>July 01, 2017 – June 30, 2018</u>	
¹ Licensing Fee (up to 29 users) - MCH	78,416
² Support - MCH	3,000
¹ Licensing Fee (up to 16 users) – TB/CD/STD/HIV	43,264
² Support – TB/CD/STD/HIV	3,000
Total	\$127,680

Best Price Partner Discount Extension: During our first 3-Year contract, Solano County received our \$25,000 Best Price Discount applied over year's 1 and 2. An additional \$7,500 discount was provided beyond our Best Price Partner Discount for Year 3.

For this 3-Year Contract (2015-2018) Persimmony will continue to extend beyond our Best Price Partner \$25,000 Discount, providing a \$5,000 discount for Year 4 and a \$2,500 discount for Year 5. These additional discounts total \$15,000 (for Years 3, 4 and 5) combined with our Best Partner Discount of \$25,000 totals **\$40,000 in discounts** over years 1 to 5 for Solano County.

¹ License Fees: Persimmony Licensing per Named User is inclusive of all fees for:

- | | |
|--------------------------------------|---------------------------------------|
| ■ System Maintenance and Programming | ■ Server Software Licenses |
| ■ ASP Operations | ■ Server Hosting |
| ■ User Licenses | ■ Server Maintenance |
| ■ Software Customization Support | ■ Database Administration and Backups |

² 1st Tier Admin Support & 2nd Tier End-User Support: Persimmony provides comprehensive first-tier support to the County's Administrator and our online tools so all End Users can receive one-on-one virtual training and support plus second-tier support for all Authorized Users if the County's Administrator is unable to troubleshoot the Users Database problems.