

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

This First Amendment is made on \_\_\_\_\_, 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.

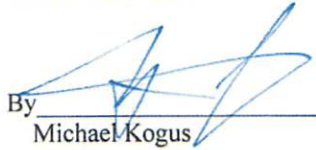
COUNTY OF SOLANO, a Political  
Subdivision of the State of California

By \_\_\_\_\_  
Birgitta E. Corsello  
County Administrator

APPROVED AS TO FORM

By *Am i Burtis*  
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<br><u>July 01, 2015 – June 30, 2016</u> |                 |
|---|-----------------|
| <sup>1</sup> Licensing Fee (up to 29 users)   | 78,416          |
| <sup>2</sup> User Support   | 3,000           |
| <u>Best Price Partner Discount</u>  | <u>(5,000)</u>  |
| <b>Total</b>  | <b>\$76,416</b> |

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

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

**Best Price Partner Discount Extension:** During our first 3-Year contact, 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.**

<sup>1</sup> **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 |

<sup>2</sup> **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.