

**AMENDMENT TO AGREEMENT  
BETWEEN  
THE COUNTY OF SAN MATEO  
AND  
NORTHWOODS CONSULTING PARTNERS, INC.**

THIS AMENDMENT TO THE AGREEMENT, entered into this \_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, by and between the COUNTY OF SAN MATEO, hereinafter called "County," and NORTHWOODS CONSULTING PARTNERS, INC., 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, on April 13, 2010, the parties entered into an Agreement to provide a document management system, resolving document imaging challenges; and

WHEREAS, the parties now wish to amend the Agreement to provide additional software licenses for the document management system.

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

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

The following exhibits and attachments are included hereto and incorporated by reference herein:

Exhibit A – Scope of Work  
Exhibit B – Payments and Rates  
Exhibit B1 – Payment and Rates  
Exhibit C – Program Requirements  
Exhibit D – Maintenance and Support Agreement  
Exhibit E – Contractor’s Declaration Form

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

In consideration of the services provided by Contractor in accordance with all terms, conditions and specifications set forth herein and in Exhibit “A”, Exhibit “C” and

Exhibit "D" County shall make payments to Contractor based on the rates, and in the manner specified in Exhibit "B and B1". The County reserves the right to withhold payments if the County determines that the quantity or quality of the work performed is unacceptable. In no event shall the County's total fiscal obligation under this Agreement exceed One Million Five Hundred Sixty Eight Thousand Six Hundred Eighty Dollars, (\$1,568,680).

- 4. All other terms and conditions of the agreement dated April 13, 2010, between the County and Contractor shall remain in full force and effect.**

IN WITNESS WHEREOF, the parties hereto, by their duly authorized representatives, have affixed their hands.

COUNTY OF SAN MATEO

By: \_\_\_\_\_  
Richard S. Gordon, President, Board of Supervisors,  
San Mateo County

Date: \_\_\_\_\_

ATTEST:

By: \_\_\_\_\_  
Clerk of Said Board

Northwoods Consulting Partners, Inc.

\_\_\_\_\_  
Contractor's Signature

Date: \_\_\_\_\_



**San Mateo County HSA  
Phase Two Add-On - Revised User Count/Workflow User  
Northwoods Trains Staff and Supports Rollout  
08/15/2010 Fixed Price Quote**

**Functional Group 1 - Electronic Document Management**

**Compass/OnBase Software**

Description	Code	Price Each	Qty	Total Price
<i>Client Software Modules</i>				
Capture	SW-CAP-W3	\$1,600.00	27	\$43,200.00
Pilot	SW-PLT-U4	\$500.00	56	\$28,000.00
Task Tracker	SW-TTR-U1	\$300.00	220	\$66,000.00
OnBase Workflow Workstation Client SL 1-20	WLIPW1	\$1,250.00	1	\$1,250.00
<b>Total for Compass Software</b>				<b>\$138,450.00</b>

**Northwoods Professional Services**

Description	Total Price
Professional Services	\$78,945.00
<b>Total for Professional Services</b>	<b>\$78,945.00</b>

**Electronic Document Management Total Solution Price..... \$217,395.00**

**Annual Maintenance Agreements**

Description	Code	Price Each	Qty	Total Price
Compass Software Maintenance	MS-SMA-A1	\$27,690.00	1	\$27,690.00
OnBase Software Maintenance	MAINT1	\$250.00	1	\$250.00
Northwoods OnSite Maintenance Plan	MS-NMP-A1	\$17,998.50	1	\$17,998.50
<b>Total for Annual Maintenance Agreements</b>				<b>\$45,938.50</b>

**Total Solution Price Including First Year Maintenance..... \$263,333.50**



## Functional Group 2 - Electronic Forms

### Compass Software

Description	Code	Price Each	Qty	Total Price
Forms	SW-FRM-U4	\$675.00	15	\$10,125.00
Print Stream Processor	SW-PSP-U4	\$155.00	15	\$2,325.00
<b>Total for Compass Software</b>				<b>\$12,450.00</b>

### Northwoods Professional Services

Description	Total Price
Professional Services	\$35,720.00
<b>Total for Professional Services</b>	<b>\$35,720.00</b>

**Electronic Forms Total Solution Price..... \$48,170.00**

### Annual Maintenance Agreements

Description	Code	Price Each	Qty	Total Price
Compass Software Maintenance	MS-SMA-A1	\$2,490.00	1	\$2,490.00
Northwoods OnSite Maintenance Plan	MS-NMP-A1	\$1,618.50	1	\$1,618.50
<b>Total for Annual Maintenance Agreements</b>				<b>\$4,108.50</b>

**Total Solution Price Including First Year Maintenance..... \$52,278.50**

## Pricing Summary

Functional Group	Solution Price	Maintenance Price	Total First Year
Functional Group 1 - Document Management	\$217,395.00	\$45,938.50	\$263,333.50
Functional Group 2 - Forms Management	\$48,170.00	\$4,108.50	\$52,278.50
<b>Totals by Functional Group</b>	<b>\$265,565.00</b>	<b>\$50,047.00</b>	<b>\$315,612.00</b>

Category	Solution Price	Maintenance Price	Total First Year
Software	\$150,900.00	\$30,180.00	\$181,080.00
Northwoods Professional Services	\$114,665.00	\$0.00	\$114,665.00
OnSite Maintenance Services	\$0.00	\$19,617.00	\$19,617.00
<b>Totals by Category</b>	<b>\$265,565.00</b>	<b>\$49,797.00</b>	<b>\$315,362.00</b>

Cost Breakdown for Contract	Price
Software	\$150,900.00
First Year Maintenance	\$49,797.00
Northwoods Professional Services	\$114,665.00
<b>Totals by Contract Cost</b>	<b>\$315,362.00 *</b>

# Payment Schedule

The County shall pay Contractor after each Project Phase is accomplished, and upon receipt and approval of invoice by the Director of the Human Services Agency or her designee. The Project Phases are as follows:

Project Phase	Percent	Dollar Amount	Related Deliverable(s)
Software Delivery	100% of Software Cost & Maintenance	\$200,697.00	<ul style="list-style-type: none"> <li>• Delivery of software to agency</li> </ul>
Implementation	Professional Service Costs	\$114,665.00	<ul style="list-style-type: none"> <li>• Train additional users</li> <li>• Provide in-unit implementation support</li> <li>• Provide programming and implementation support to convert OnBase images to new taxonomy</li> </ul>
Total		\$315,362.00	