

**AMENDMENT 1 TO AGREEMENT
BETWEEN THE COUNTY OF SAN MATEO AND
SAPIENT CORPORATION**

THIS AMENDMENT TO THE AGREEMENT, entered into this 19th day of February 2020, by and between the COUNTY OF SAN MATEO, hereinafter called "County," and Sapient 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 for the design, development, implementation, and maintenance of the Assessor Property Assessment System (APAS) services on December 11, 2018 (BOS Resolution # 076320 "APAS Agreement"); and,

WHEREAS, the APAS Agreement permits Contractor to submit a revised cost proposal at the end of Definition Phase that incorporates discoveries during the Definition Phase not to exceed 10% (\$561,000) of the original proposal cost for Phases 1, 2 and 3 as budgeted and approved by BOS Resolution # 076320; and

WHEREAS, at the conclusion of the APAS Definition Phase, APAS Solutions and Executive Steering Committees approved Change Request number CR-005 with the revised cost for the additional scope, complexity and revisions to the phase plan from three (3) to six (6) phases; and,

WHEREAS, the parties wish to amend the APAS Agreement to modify the payment schedule to reflect the approved Change Request # CR-005.

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

1. Original Exhibit B is replaced with the amended Exhibit B, (below):

Exhibit B (Revised Fee Methodology and Payments)

In Consideration of the services provided by the Contractor as described in document Exhibit A (SOW #1) and subject to the terms of the Agreement, County shall pay Contractor as described in the Exhibit B (Revised Fee Methodology and Payments) document.

Payment Schedule:

Exhibit B - Revised Fee Methodology and Payments							
Phase	Milestone	Deliverables and Key Milestones	Date	% of Total Definition / Build Phase Fee	Key Milestone Payment (Excludes Holdback Fee)	Holdback (% of total fixed fee for Key Milestone)	Holdback Amount
Definition	1	Initial Kickoff & Planning	Month 1	10%	\$225,126.72	10%	\$25,014.08
	2	High Level Business Requirement	Month 2	15%	\$337,690.08	10%	\$37,521.12
	3	Detailed Business Requirement	Month 3	15%	\$337,690.08	10%	\$37,521.12
	4	Solution Design	Month 4	20%	\$450,253.44	10%	\$50,028.16
	5	Technical Requirements & Software Requirement Specifications	Month 5	20%	\$450,253.44	10%	\$50,028.16
	6	Planning	Month 6	20%	\$450,253.44	10%	\$50,028.16
	7	Definition Phase Acceptance and Sign off - Holdback Release	Month 9	50%	\$125,070.40		\$250,140.80
Total Definition Phase Payments					\$2,376,337.60		
Phase 1	8	Release 1.1 - Development & Testing Complete Release 1.1 - UAT Complete Release 1.1 - Production Deployment (BPP Trends Calculations) Implementation Complete * Setup of Build, QA, UAT, and Production Environments for Salesforce, AWS, and Talend * Setup of Jira, Jenkins & QA Automation Tools * Setup of Security Framework	Month 12 (December 2019)	8%	\$433,123.78	10%	\$48,124.86
	9	Release 1.1 Production Deployment (BPP Trends Imports) Release 1.2 - Development & Testing Complete Release 1.2 - UAT Complete Release 1.2 - Production Deployment Release 1.3 - Development & Testing Complete Release 1.3 - UAT Complete Implementation Complete * BPP Trends Imports * Building Permits * Disabled Veteran Exemptions * Business Rule Framework * Mills Act In Progress * Aircrafts * Work Item Management	Month 15 (March 2020)	10%	\$541,404.72	10%	\$60,156.08
		Release 1.1 Warranty Complete and Acceptance - Holdback Release	Month 15 (March 2020)		\$48,124.86		
		Definition Phase - Holdback Release (50%)	Month 15 (March 2020)	50%	\$125,070.40		
	Total Phase 1 Payments					\$1,147,723.76	
Phase 2	10	Release 1.3 - Production Deployment Release 2.1 - Development & Testing Complete Release 2.1 - UAT Complete Implementation Complete * Aircrafts * TPZ * Williamson * Work Item Management * SFIA, Non SFIA * Document Generation * FileNet Integration * Document Management * Communication Management In Progress	Month 18 (June 2020)	11%	\$595,545.19	10%	\$66,171.69

		Release 1.2 & Release 1.3 - Warranty Complete and Acceptance - Holdback Release	Month 18 (June 2020)			\$60,156.08		
		Total Phase 2 Payments				\$655,701.27		
Phase 3	11	Release 3.1 - Development & Testing Complete Release 3.1 - UAT Complete UAT Complete * Parcel Management * Ownership & Transfer Management * APN Allocation * Real Property - Base Year Transfer * Secured Property Management	Month 21 (September 2020)	10%		\$541,404.72	10%	\$60,156.08
	12	Release 3.2 - Development & Testing Complete Release 3.2 - UAT Complete UAT Complete * Real Property - Property Appraisals (In Systems, Out of Systems) * Secured Events (Calamity, Appeal, Decline, Exemption) Entry and Result	Month 24 (December 2020)	10%		\$541,404.72	10%	\$60,156.08
	13	Complete Release 3.3 - UAT Complete Phase 3 End-to-End UAT Complete Phase 2 (Release 2.1) & Phase 3 (Release 3.1, Release 3.2, and Release 3.3) Production Deployment Implementation Complete * Parcel Management * Ownership & Transfer Management * APN Allocation * Real Property - Base Year Transfer * Secured Property Management * Real Property - Property Appraisals (In Systems, Out of Systems) * Secured Events (Calamity, Appeal, Decline, Exemption) Entry and Result * Secured Roll Management * Roll Close (Roll Bridge) * Data Backup, Restore and Archival Tool Setup	Month 27 (March 2021)	14%		\$757,966.61	10%	\$84,218.51
		Total Phase 3 Payments				\$1,840,776.05		
	14	Release 4.1 - Development & Testing Complete Release 4.1 - UAT Complete UAT Complete * BPP (Account Discovery Result and Account Management, BPS Processing, Document Intake, Leased Equipment, Handbills, Non Filer/Direct Assessment, Commercial Airlines) * eSDR/SDR * Unsecured Events (Calamity, Appeal, Decline, Exemption) Entry and Result	Month 30 (June 2021)	10%		\$541,404.72	10%	\$60,156.08
		Phase 2 (Release 2.1) & Phase 3 (Release 3.1, Release 3.2, and Release 3.3) - Warranty Complete and Acceptance - Holdback Release	Month 30 (June 2021)			\$270,702.36		

Phase 4	15	Release 4.2 - Development & Testing Complete Release 4.2 - UAT Complete Phase 4 End-to-End UAT Complete Phase 4 (Release 4.1, Release 4.2) - Production Deployment Implementation Complete * BPP (Account Discovery Result and Account Management, BPS Processing, Document Intake, Leased Equipment, Handbills, Non Filer/Direct Assessment, Commercial Airlines) * eSDR/SDR * Unsecured Events (Calamity, Appeal, Decline, Exemption) Entry and Result * BPP Audits Selection * Unsecured Roll Management * Data Backup, Restore and Archival Tool	Month 33 (September 2021)	12%				
					\$649,685.66	10%	\$72,187.30	
		Total Phase 4 Payments			\$1,461,792.74			
Phase 5	16	Release 5.1 - Development & Testing Complete Release 5.1 - UAT Complete Release 5.2 - Development & Testing Complete Release 5.2 - UAT Complete Phase 5 End-to-End UAT Complete Phase 5 (Release 5.1, Release 5.2) - Production Deployment Implementation Complete * BPP Property Discovery Processing * RP - Decline in Value * Exemption - Homeowners & Institutional Processing * Exemptions - Disabled Veterans Processing * Unsecured Exemptions * Appeals * BPP Audits & Excel * Calamities * BPP Questionnaire * Data Backup, Restore and Archival Tool Setup	Month 36 (December 2021)	15%				
					\$812,107.08	10%	\$90,234.12	
			Phase 4 (Release 4.1, and Release 4.2) - Warranty Complete and Acceptance - Holdback Release	Month 36 (December 2021)		\$132,343.38		
			Phase 5 (Release 5.1, and Release 5.2) - Warranty Complete and Acceptance - Holdback Release	Month 39 (March 2022)		\$90,234.12		
			Total Phase 5 Payments			\$1,034,684.58		
		Total APAS Build Phase Cost			\$6,140,678.40			
		Total APAS Development and Implementation Cost (Includes additional amount from Gaps Change Request)	Month 39 (March 2022)		\$8,517,016.00			

Implementation M&O				
Phase 1	Production Support	Phase 1 Maintenance & Operations - Starts at Month 21 and runs through Month 39	Month 21 (September 2021)	\$297,920.00
Phase 2 & 3	Production Support	Phase 1, 2 and 3 Maintenance & Operations - 6 months	Month 33 (September 2022)	\$343,200.00
APAS Production M&O for Phase 1, 2, 3 Cost				\$641,120.00
Total APAS 3-Year Development/Implementation, and Production M&O for Phase 1, 2, 3 Cost				\$9,158,136.00

Potential Definition Phase adjustment up to 10% of original Phase 1, 2 & 3 proposal - \$561,00 OF \$561,012 HAS ALREADY BEEN REALIZED IN ABOVE UPDATED PAYMENT PLAN			\$12.00
Total APAS 3-Year Development/Implementation, and Production M&O for Phase 1, 2, 3 Cost + 10% adjustment			\$9,158,148.00
APAS 10-year Maintenance & Operations Support Cost - see Exhibit D			\$
APAS Development Contingency (approximately 15%) cost			\$ 1,275,000.00
Total APAS 3-Year Development/Implementation, and Production M&O for Phase 1, 2, 3 Cost + 10% adjustment + 15% contingency			\$10,433,148.00


The Exhibit B-1 (Rate Card for Additional Services) document specifies the rates being used in the event there are change orders and additional services for scope beyond that is listed in Exhibit A (SOW # 1) subject to the change control procedures and the maximum contingency dollars.

Terms are net (30) days after invoices are approved.

4. All other terms and conditions of the agreement dated December 11, 2018, between the County and Contractor shall remain in full force and effect.

THIS CONTRACT IS NOT VALID UNTIL SIGNED BY ALL PARTIES. NO WORK WILL COMMENCE UNTIL THIS DOCUMENT HAS BEEN SIGNED BY THE COUNTY PURCHASING AGENT OR AUTHORIZED DESIGNEE.


For Contractor:


 Contractor Signature

3/13/2020
 Date

Ariel Marciano, CFO
 Contractor Name (please print)

For County:


 Purchasing Agent Signature
 (Department Head or
Authorized Designee)
 County of San Mateo

3/17/20
 Date

MARK CHURCH
 Purchasing Agent Name (please print)
 (Department Head or **Authorized** Designee)
 County of San Mateo

Assessor, County-Clerk-
 Recorder
 Purchasing Agent or **Authorized** Designee
 Job Title (please print)
 County of San Mateo