



## Monterey County Board of Supervisors

### Board Order

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1st Floor  
Salinas, CA 93901  
831.755.5066  
[www.co.monterey.ca.us](http://www.co.monterey.ca.us)

A motion is made by Supervisor John M. Phillips, seconded by Supervisor Luis A. Alejo to:

**Agreement No. A-13612, Amendment No. 2**

Authorize the Deputy Purchasing Agent for Natividad Medical Center (NMC) or his designee to execute Amendment No. 2 to the agreement with Corepoint Health, LLC for integrated data sharing software and support services, extending the agreement an additional three (3) years (March 5, 2020 through March 4, 2023) for a revised full agreement term of March 5, 2016 through March 4, 2023, and adding \$176,805 for a revised total agreement amount not to exceed \$402,405.

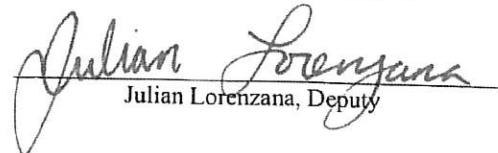
PASSED AND ADOPTED on this 14<sup>th</sup> day of January 2020, by the following vote, to wit:

AYES: Supervisors Alejo, Phillips, Lopez, Parker and Adams  
NOES: None  
ABSENT: None

I, Valerie Ralph, Clerk of the Board of Supervisors of the County of Monterey, State of California, hereby certify that the foregoing is a true copy of an original order of said Board of Supervisors duly made and entered in the minutes thereof of Minute Book 82 for the meeting January 14, 2020.

Dated: January 15, 2020  
File ID: A 19-441  
Agenda Item No.: 12

Valerie Ralph, Clerk of the Board of Supervisors  
County of Monterey, State of California

  
Julian Lorenzana, Deputy



**Renewal and Amendment No. 2 to Software License and Services Agreement (Contract No. 974)  
between County of Monterey, on behalf of Natividad Medical Center, and Corepoint Health, LLC**

This Renewal and Amendment No. 2 is dated as of January 27, 2020, 2019. It supplements or modifies the Software License and Services Agreement (Contract No. 974) entered into by and between the County of Monterey on behalf of Natividad Medical Center ("Customer") and Corepoint Health, LLC ("Corepoint Health") dated as of March 5, 2016 (the "Agreement"). Capitalized terms used in this Renewal and Amendment No. 2 and not otherwise defined will have the meanings set forth in the Agreement.

**RECITALS**

**WHEREAS**, the Agreement was executed with an Initial Term from March 5, 2016 through March 4, 2017; and

**WHEREAS**, the Agreement was extended for three Renewal Terms commencing on March 5, 2017 and terminating on March 4, 2020; and

**WHEREAS**, under the Agreement, Customer purchased a specified number of software licenses, authorizing Customer to use certain Corepoint Health software products and obtained maintenance support services and training services, for a total Agreement amount not to exceed \$225,600; and

**WHEREAS**, Customer and Corepoint Health currently wish to renew and amend the Agreement to extend the term for an additional three (3) year period through March 4, 2023, to allow for the continued use of the previously purchased licenses to specified Corepoint Health software products, and to purchase additional software licenses to certain Corepoint Health software products and obtain associated maintenance support services in the amount of \$176,805, for a total Agreement amount not to exceed \$402,405; and

**AGREEMENT**

**NOW, THEREFORE**, the parties agree to amend the Agreement as follows:

1. Section 10(a). Section 10(a) to the Agreement is hereby amended by adding a sentence to the end so that it reads in its entirety as follows:  
  
"(a). Term. This Agreement will commence on the Effective Date and remain in effect for the Initial Term. This Agreement may subsequently be renewed by the parties for one or more additional Renewal Terms upon written agreement signed by both parties. If not renewed, this Agreement will terminate at the end of the then current Term. The term of the Agreement is extended for three Renewal Terms commencing on March 5, 2017 and terminating on March 4, 2020. Upon the expiration of such Renewal Terms, the term of the Agreement is extended for an additional three Renewal Terms commencing on March 5, 2020 and terminating on March 4, 2023."
2. New Schedule C. Schedule C attached hereto is hereby added to the Agreement.
3. Compensation. Customer shall pay to Corepoint Health the amount determined in accordance with Schedule C, upon the terms and conditions set forth therein. The total amount payable by Customer to Corepoint Health under this Agreement shall not exceed \$176,805 during the three Renewal Terms commencing March 5, 2020 and terminating on March 4, 2023 and \$402,405 in the aggregate.
4. Signature required by certain date. This Renewal and Amendment No. 2 will be null and void unless Customer returns an executed copy to Corepoint Health on or prior to March 4, 2020.
5. Full Force and Effect. Except as set forth in this Renewal and Amendment No. 2, all other terms and conditions of the Agreement will remain in full force and effect.

6. Addition of this Amendment No. 2 to the Agreement. A copy of this Amendment No. 2 shall be attached to the Agreement.

**IN WITNESS WHEREOF**, the parties hereto are in agreement with this Amendment No. 2 on the basis set forth in this document and have executed this Amendment No. 2 on the day and year set forth herein.

**Agreed to:**

**Corepoint Health, LLC**

By: Charlotte B. Keating  
(Signature)  
Charlotte Keating  
(Name typed or printed)  
Controller  
(Title)  
1/27/20  
(Date)

**Agreed to:**

**County of Monterey, on behalf of  
Natividad Medical Center**

By: [Signature]  
(Signature)  
Boyd Gray  
(Name typed or printed)  
CEO  
(Title)  
11/22/2019  
(Date)

**Reviewed as to fiscal provisions**

[Signature]  
**Auditor-Controller  
County of Monterey**  
11/27/2019

**Approved as to form**

[Signature]

**November 22, 2019**

**SCHEDULE C**  
to  
**Software License and Services Agreement**  
**Contract #974**  
Schedule Effective Date: March 5, 2020

**SOFTWARE PRODUCTS – PRICING AND SUPPORT**

Customer's total purchase under this Schedule is \$176,805.00, which shall be paid in three annual payments as specified below.

Term: Year Five (March 5, 2020 - March 4, 2021)

Customer's total purchase under this Renewal Term is \$59,145.00 for the Software product licenses and Support Services specified in the tables which follow:

- Software Product License Fees.** Customer is purchasing the following licenses during Year Five (March 5, 2020 - March 4, 2021).

Number of Licenses and License Fees:

Software Product	License Fee (per license)		Subtotal	
	Perpetual	Annual	Number of licenses	Price
Package of five connections with A2 (price is for each package required to add connections over 50).	\$3,150.00		4	\$12,600.00
Developer's License (for use on up to three machines within Customer's Enterprise)		\$1,575.00	1	1,575.00
HL7 Analyzer (for use on up to five machines within Customer's Enterprise)		1,500.00	1	1,500.00
<b>Total Annual License Fees</b>				<b>\$15,675.00</b>

- Software Product Support Fees.** Customer is purchasing the following Support Services during Year Five (March 5, 2020 - March 4, 2021).

Annual Support Fees:

Software Support	Support Fee (per license)	Subtotal	
		Number of licenses	Price
Corepoint Integration Engine Runtime with Five (5) connections	\$5,250.00	1	\$5,250.00
RFMDB Gear	1,050.00	1	1,050.00
Assured Availability for Corepoint Integration Engine	1,260.00	1	1,260.00
Package of five connections with A2 (price is for each of the nine (9) packages required to add connections 6 – 50).	1,260.00	9	11,340.00
Package of five connections with A2 (price is for each package required to add connections over 50).	630.00	14	8,820.00
Web Services	5,250.00	1	5,250.00
Corepoint Outreach Manager	6,300.00	1	6,300.00
Upgrade to Corepoint Community Exchange Runtime Server Software with HTTP Gear	3,150.00	1	3,150.00
CareAgent	210.00	5	1,050.00
<b>Total Support Services Fees</b>			<b>\$43,470.00</b>

**Term: Year Six (March 5, 2021 - March 4, 2022)**

Customer's total purchase under this Renewal Term is **\$57,885.00** for the Software product licenses and Support Services specified in the tables which follow:

- 1. Software Product License Fees.** Customer is purchasing the following licenses during Year Six (March 5, 2021 - March 4, 2022).

Number of Licenses and License Fees:

Software Product	License Fee (per license)		Subtotal	
	Perpetual	Annual	Number of licenses	Price
Package of five connections with A2 (price is for each package required to add connections over 50).	\$3,150.00		3	\$9,450.00
Developer's License (for use on up to three machines within Customer's Enterprise)		\$1,575.00	1	1,575.00
HL7 Analyzer (for use on up to five machines within Customer's Enterprise)		1,500.00	1	1,500.00
<b>Total Annual License Fees</b>				<b>\$12,525.00</b>

- 2. Software Product Support Fees.** Customer is purchasing the following Support Services during Year Six (March 5, 2021 - March 4, 2022).

Annual Support Fees:

Software Support	Support Fee (per license)	Subtotal	
		Number of licenses	Price
Corepoint Integration Engine Runtime with Five (5) connections	\$5,250.00	1	\$5,250.00
RFMDB Gear	1,050.00	1	1,050.00
Assured Availability for Corepoint Integration Engine	1,260.00	1	1,260.00
Package of five connections with A2 (price is for each of the nine (9) packages required to add connections 6 – 50).	1,260.00	9	11,340.00
Package of five connections with A2 (price is for each package required to add connections over 50).	630.00	17	10,710.00
Web Services	5,250.00	1	5,250.00
Corepoint Outreach Manager	6,300.00	1	6,300.00
Upgrade to Corepoint Community Exchange Runtime Server Software with HTTP Gear	3,150.00	1	3,150.00
CareAgent	210.00	5	1,050.00
<b>Total Support Services Fees</b>			<b>\$45,360.00</b>

Term: Year Seven (March 5, 2022 - March 4, 2023)

Customer's total purchase under this Renewal Term is \$59,775.00 for the Software product licenses and Support Services specified in the tables which follow:

- Software Product License Fees.** Customer is purchasing the following licenses during Year Seven (March 5, 2022 - March 4, 2023).

Number of Licenses and License Fees:

Software Product	License Fee (per license)		Subtotal	
	Perpetual	Annual	Number of licenses	Price
Package of five connections with A2 (price is for each package required to add connections over 50).	\$3,150.00		3	\$9,450.00
Developer's License (for use on up to three machines within Customer's Enterprise)		\$1,575.00	1	1,575.00
HL7 Analyzer (for use on up to five machines within Customer's Enterprise)		1,500.00	1	1,500.00
<b>Total Annual License Fees</b>				<b>\$12,525.00</b>

- Software Product Support Fees.** Customer is purchasing the following Support Services during Year Seven (March 5, 2022 - March 4, 2023).

Annual Support Fees:

Software Support	Support Fee (per license)	Subtotal	
		Number of licenses	Price
Corepoint Integration Engine Runtime with Five (5) connections	\$5,250.00	1	\$5,250.00
RFMDB Gear	1,050.00	1	1,050.00
Assured Availability for Corepoint Integration Engine	1,260.00	1	1,260.00
Package of five connections with A2 (price is for each of the nine (9) packages required to add connections 6 – 50).	1,260.00	9	11,340.00
Package of five connections with A2 (price is for each package required to add connections over 50).	630.00	20	12,600.00
Web Services	5,250.00	1	5,250.00
Corepoint Outreach Manager	6,300.00	1	6,300.00
Upgrade to Corepoint Community Exchange Runtime Server Software with HTTP Gear	3,150.00	1	3,150.00
CareAgent	210.00	5	1,050.00
<b>Total Support Services Fees</b>			<b>\$47,250.00</b>