

**AMENDMENT NO. 4  
TO SERVICES AGREEMENT  
BETWEEN INTEGRATED ARCHIVE SYSTEMS INC. AND  
NATIVIDAD MEDICAL CENTER  
FOR  
HARDWARE, SOFTWARE AND SUPPORT RENEWAL SERVICES**

This Amendment No. 4 to the Services Agreement (“Agreement”) which was effective on February 1, 2015 is entered into by and between the County of Monterey, on behalf of Natividad Medical Center (hereinafter “NMC”), and Integrated Archive Systems Inc. (hereinafter “CONTRACTOR”); (collectively, the County, NMC and CONTRACTOR are referred to as the “Parties”), with respect to the following:

**RECITALS**

**WHEREAS**, the County of Monterey, on behalf of Natividad Medical Center and Integrated Archive Systems, Inc. entered into an Agreement for hardware, software, implementation services, and ongoing hardware/software maintenance for NMC’s data storage environment with a term February 1, 2015 through January 31, 2018 and a total Agreement amount not to exceed \$574,250.13; and

**WHEREAS**, the Parties amended the Agreement on February 11, 2016 via Amendment No. 1 to extend the term for an additional eleven month period through December 14, 2018 with additions to the original Scope of Services to include data storage and backup at an offsite Disaster Recovery Center located in Denver, Colorado plus onsite data backup at NMC as per “Exhibit A.1 Scope of Services/Payment Provisions – NetApp Clustered ONTAP Storage per Amendment No. 1” attached to Amendment No. 1 and “Exhibit A.2 Scope of Services/Payment Provisions – NetBackup Appliance Implementation per Amendment No. 1” attached to Amendment No. 1 with an increase of \$1,017,513, thereby increasing the total Agreement amount to \$1,591,764; and

**WHEREAS**, the Parties amended the Agreement on May 10, 2018 via Amendment No. 2 to extend the term for an additional twenty-eight month period through April 30, 2021 with additions to the Scope of Services attached to Amendment No. 2 as “Exhibit B Scope of Services/Payment Provisions —NetApp SupportEdge Premium per Amendment No. 2” with an increase of \$255,507, thereby increasing the total Agreement amount to \$1,847,271; and

**WHEREAS**, the Parties amended the Agreement via amendment No. 3 to add three (3) months of support for the offsite storage equipment located in Denver, Colorado and six (6) months of support for Veritas NetBackup software as described in the additional Scope of Services attached to Amendment No. 3 as “Exhibit B.1 Scope of Services/Payment Provisions – NetApp SupportEdge Premium / Veritas Essential Support per Amendment No. 3” with no extension to the term with an increase of \$48,729 for a revised total Agreement amount not to exceed \$1,896,000.

**WHEREAS**, the Parties currently wish to amend the Agreement for hardware and software lifecycle purchases as well as support renewal of data backup and storage hardware, software, licensing maintenance services as described in the additional Exhibits: **Exhibit C.1: Cisco UCS, Exhibit C.2: Cisco UCS 60 Months Support, Exhibit C.3: NetApp Shelf Upgrade Salinas and Denver, Exhibit C.4: NetApp Shelf Upgrade Salinas and Denver Support, Exhibit C.5: MDS Switches Denver, Exhibit C.6:MDS Switches Support Denver, Exhibit C.7 : Net App Support Renewal and Exhibit C.8:Veritas Support Renewal** and extending the agreement for an additional thirty eight (38) month period (May 1, 2021 through June 30, 2024) for a revised full agreement term of February 1, 2015 through June 30, 2024, and adding \$646,727 for a revised total agreement amount not to exceed \$2,542,727.

## AGREEMENT

NOW, THEREFORE, the Parties agree to amend the Agreement as follows:

The Agreement is hereby renewed on the terms and conditions as set forth in the Original Agreement and in Amendment No. 1, Amendment No. 2, and Amendment No. 3 incorporated herein by this reference, except as specifically set forth below.

1. **Integrated Archive Systems Inc. agrees to provide Customer with the additional modules and support as described in Exhibit C.1, Exhibit C.2, Exhibit C.3, Exhibit C.4, Exhibit C.5, Exhibit C.6, Exhibit C.7 and Exhibit C.8, all attached hereto this Amendment No. 4.**
2. Section 2 titled, "PAYMENTS BY NMC" shall be amended to the following:  
*"NMC shall pay the CONTRACTOR in accordance with the payment provisions set forth in EXHIBIT A, Exhibit A.1, Exhibit A.2, Exhibit B, Exhibit B.1 plus EXHIBIT C.1, Exhibit C.2, Exhibit C.3, Exhibit C.4, Exhibit C.5, Exhibit C.6, Exhibit C.7, Exhibit C.7 and Exhibit C.8 as per Amendment No. 4 attached hereto this Amendment No. 4. The total amount payable by NMC to CONTRACTOR under this Agreement shall not exceed the sum of \$2,542,727"*
3. The first sentence of Section 3, "TERM OF AGREEMENT" shall be amended to the following:  
*"The term of this Agreement is from February 1, 2015 through June 30, 2024 unless sooner terminated pursuant to the terms of this Agreement."*
4. Section 4 titled, "SCOPE OF SERVICES AND ADDITIONAL PROVISIONS/EXHIBITS" shall be amended to the following:  
*"The following attached exhibits are incorporated herein by reference and constitute a part of this Agreement:*  
**Exhibit A: Scope of Services/Payment Provisions**  
**Exhibit A.1: Scope of Services/Payment Provisions – NetApp Clustered ONTAP Storage**  
**Exhibit A.2: Scope of Services/Payment Provisions – NetBackup Appliance Implementation**  
**Exhibit B: Scope of Services/Payment Provisions – NetApp SupportEdge Premium**  
**Exhibit B.1: Scope of Services/Payment Provisions – NetApp SupportEdge Premium / Veritas Essential Support**  
**Exhibit C.1: Cisco UCS**  
**Exhibit C.2: Cisco UCS 60 Months Support**  
**Exhibit C.3: NetApp Shelf Upgrade Salinas and Denver**  
**Exhibit C.4: NetApp Shelf Upgrade Salinas and Denver Support**  
**Exhibit C.5: MDS Switches Denver**  
**Exhibit C.6: MDS Switches Support Denver**  
**Exhibit C.7: Net App Support Renewal**  
**Exhibit C.8: Veritas Support Renewal"**
5. Except as provided herein, all remaining terms, conditions and provisions of the Original Agreement are unchanged and unaffected by this Amendment No. 4 and shall continue in full force and effect as set forth in the Agreement and in Amendment No. 1, Amendment No. 2 and Amendment No. 3.
6. A copy of this Amendment No. 4 shall be attached to the Original Agreement.
7. This Amendment No. 4 shall be effective August 1, 2019.

IN WITNESS WHEREOF, the Parties hereto are in agreement with this Amendment No. 4 on the basis set forth in this document and have executed this Amendment No. 4 on the day and year set forth herein.

**NATIVIDAD MEDICAL CENTER**

**CONTRACTOR**

By: \_\_\_\_\_  
Gary R. Gray, DO, CEO

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

**APPROVED AS TO LEGAL PROVISIONS**

By: AB \_\_\_\_\_  
Monterey County Deputy County Counsel

Date: May 23, 2019

**APPROVED AS TO FISCAL PROVISIONS**

By: [Signature] \_\_\_\_\_  
Monterey County Deputy Auditor/Controller

Date: 5/28/19

Integrated Archive Systems Inc.

**CONTRACTOR's Business Name**

\*\*\*See instructions below\*\*\*

By: Amy J. Rao \_\_\_\_\_  
(Signature of: Chair, President, or Vice-President)

Amy J Rao, CEO \_\_\_\_\_  
Name and Title

Date: 5/14/19

By: [Signature] \_\_\_\_\_  
(Signature of: Secretary, Asst. Secretary, CFO, Treasurer, or Asst. Treasurer)

Anna Borden, CFO \_\_\_\_\_  
Name and Title

Date: 5/15/19

**\*\*\*Instructions\*\*\***

If **CONTRACTOR** is a corporation; including limited liability and non-profit corporations, the full legal name of the corporation shall be set forth above together with the signatures of two specified officers (two signatures required).

If **CONTRACTOR** is a partnership; the name of the partnership shall be set forth above together with the signature of a partner who has authority to execute this Agreement on behalf of the partnership (two signatures required).

If **CONTRACTOR** is contracting in an individual capacity, the individual shall set forth the name of the business, if any and shall personally sign the Agreement (one signature required).

**Proposal to:**

**COMPANY:** Natividad Medical Center  
**CONTACT:** Richard Medalen  
**PHONE:** 831-277-1990  
**EMAIL:** MedalenR@natividad.com

**DATE:** 4/5/2019

**QUOTE EXPIRES:** 7/26/2019

**Project:** Cisco UCS w/ 60 Months Support - Salinas

**QUOTE #:** IASKK-Natividad Medical Center -037a-Cisco  
UCS - Salinas - REV 2 4-5-19  
**IAS REP:** KIRSTEN KENNEL  
**EMAIL:** kirstenk@iarchive.com  
**PHONE:** 415-336-2714  
**INSIDE REP:** LORI STENN  
**PHONE:** 650-528-4693  
**EMAIL:** loris@iarchive.com  
**TEAM FAX:** 415-466-3325  
**TEAM EMAIL:** kennelteam@iarchive.com

ITEM	QTY	DESCRIPTION	UNIT DISC PRICE	EXTENDED DISC PRICE
<b>Cisco UCS w/ 60 Months Support - Salinas</b>				
<b>Hardware and Software</b>				
1	1	UCS SP SELECT 5108 AC2 CHASSIS W/2304 IO	\$ 7,952.07	\$ 7,952.07
2	4	2500W PLATINUM AC HOT PLUG POWER SUPPLY	\$ -	\$ -
3	4	CABINET JUMPER POWER CORD, 250 VAC 16A,	\$ -	\$ -
4	4	40GBASE-CR4 PASSIVE COPPER CABLE, 3M	\$ -	\$ -
5	8	FAN MODULE FOR UCS 5108	\$ -	\$ -
6	1	ACCESS. KIT FOR 5108 BLADE CHASSIS INCL	\$ -	\$ -
7	8	BLADE SLOT BLANKING PANEL FOR UCS 5108/S	\$ -	\$ -
8	1	SINGLE PHASE AC POWER MODULE FOR UCS 510	\$ -	\$ -
9	1	UCS 5108 PACKAGING FOR CHASSIS WITH HALF	\$ -	\$ -
10	1	UCS 5108 BLADE CHASSIS FW PACKAGE 3.2(1)	\$ -	\$ -
11	2	UCS 2304XP I/O MODULE (4 EXTERNAL, 8 INT	\$ -	\$ -
12	1	UCS SP SELECT 6332-16UP FI/NO PSU/24 Q	\$ -	\$ -
13	2	(NOT SOLD STANDALONE) UCS 6332-16UP FI/N	\$ 10,009.52	\$ 20,019.03
14	4	UCS 6332 POWER SUPPLY/100-240VAC	\$ -	\$ -
15	4	POWER CORD JUMPER, C13-C14 CONNECTORS, 2	\$ -	\$ -
16	8	40GBASE-CR4 PASSIVE COPPER CABLE, 3M	\$ -	\$ -
17	8	QSFP40G BIDI SHORT-REACH TRANSCEIVER	\$ -	\$ -
18	8	16 GBPS FIBRE CHANNEL SW SFP+, LC	\$ -	\$ -
19	2	UCS MANAGER V3.2(1)	\$ -	\$ -
20	8	UCS 6332 FAN MODULE	\$ -	\$ -
21	2	UCS 6332 CHASSIS ACCESSORY KIT	\$ -	\$ -
22	8	SP B200 M5 W/2X6148,12X32GB MEM,VIC1340	\$ -	\$ -
23	8	SP B200 M5 W/2X6148,6X32GB MEM,VIC1340	\$ 13,396.87	\$ 107,174.99
24	16	2.4 GHZ 6148/150W 20C/27.50MB CACHE/DDR4	\$ -	\$ -
25	48	32GB DDR4-2666-MHZ RDIMM/PC4-21300/DUAL	\$ -	\$ -
26	16	64GB SD CARD FOR UCS SERVERS	\$ 134.01	\$ 2,144.18
27	144	SP 32GB DDR4-2666-MHZ RDIMM/PC4-21300/DU	\$ 727.92	\$ 104,820.41
28	8	CISCO UCS VIC 1340 MODULAR LOM FOR BLADE	\$ -	\$ -
29	8	OTHER WORKLOAD	\$ -	\$ -
30	8	CONVERGED-FLEXPOD	\$ -	\$ -
31	16	FLEXSTORAGE BLANKING PANELS W/O CONTROLL	\$ -	\$ -
32	8	MINI STORAGE CARRIER FOR SD (HOLDS UP T	\$ -	\$ -
33	8	CPU HEAT SINK FOR UCS B-SERIES M5 CPU SO	\$ -	\$ -
34	8	CPU HEAT SINK FOR UCS B-SERIES M5 CPU SO	\$ -	\$ -
35	144	UCS DIMM BLANKS	\$ -	\$ -
36	2	MDS 9132T 32G FC SWITCH, W/ 8 ACTIVE POR	\$ -	\$ -
37	2	MDS 9132T 32G 1 RU FC SWITCH, 8 ACTIVE P	\$ 1,234.67	\$ 2,469.33
38	2	650W AC PSU PORT SIDE EXHAUST	\$ -	\$ -
39	2	POWER CORD, 125VAC 13A NEMA 5-15 PLUG, N	\$ -	\$ -
40	4	MDS 9132 FAN TRAY , PORT SIDE EXHAUST	\$ -	\$ -
41	2	MDS 9132T ACCESSORY KIT FOR CISCO	\$ -	\$ -
42	2	MDS 9100 SUPERVISOR/FABRIC-5, NX-OS SOFT	\$ -	\$ -
43	16	16 GBPS FIBRE CHANNEL SW SFP+, LC	\$ 70.68	\$ 1,130.85
44	2	MDS 9132T 32G FC 16-PORT EXPANSION PACK	\$ -	\$ -
45	2	MDS 32G FC EXPANSION MODULE, W/ 16 ACTIV	\$ 2,554.48	\$ 5,108.97
46	32	16 GBPS FIBRE CHANNEL SW SFP+, LC	\$ 70.68	\$ 2,261.70
<b>60 Months Support</b>				
<i>*Support Quoted Separately</i>				
47	6	10 Training credit. Expires in 1 yr. Team Captain required (Included - \$6,000.00 Value)	\$ -	\$ -
<b>Hardware and Software Total</b>			\$	<b>253,081.54</b>
<b>Tax</b>			\$	<b>23,410.06</b>
<b>FEDEX LTL ECONOMY</b>			\$	<b>420.00</b>



# INTEGRATED ARCHIVE SYSTEMS

1121 N. San Antonio Road, D-100, Palo Alto, CA 94303  
 Telephone: 650-390-9995; Fax: 650-390-9997; www.iarchive.com  
 IAS is a Woman-Owned Business Enterprise (WBE)

EXHIBIT:C.2

**Proposal to:**

**COMPANY:** Natividad Medical Center  
**CONTACT:** Richard Medalen  
**PHONE:** 831-277-1990  
**EMAIL:** [MedalenR@natividad.com](mailto:MedalenR@natividad.com)

**DATE:** 4/5/2019

**QUOTE EXPIRES:** 7/26/2019

**Project:** 60 Months Support Cisco UCS Salinas

IASKK-Natividad Medical Center -037b-Cisco  
**QUOTE #:** UCS - Salinas - Support 4-5-19  
**IAS REP:** KIRSTEN KENNEL  
**EMAIL:** [kirstenk@iarchive.com](mailto:kirstenk@iarchive.com)  
**PHONE:** 415-336-2714  
**INSIDE REP:** LORI STENN  
**PHONE:** 650-528-4693  
**EMAIL:** [loris@iarchive.com](mailto:loris@iarchive.com)  
**TEAM FAX:** 415-466-3325  
**TEAM EMAIL:** [kennelteam@iarchive.com](mailto:kennelteam@iarchive.com)

ITEM	QTY	DESCRIPTION	UNIT DISC PRICE	EXTENDED DISC PRICE
<b>60 Months Support Cisco UCS Salinas</b>				
1	1	ONSITE 24X7X4, UCS SP SELECT 5108 AC2 CH	\$ 895.10	\$ 895.10
2	2	ONSITE 24X7X4 (NOT SOLD STANDALONE) UCS	\$ 7,663.39	\$ 15,326.78
3	8	SNTC-24X7X4OS SP B200 M5 W/2X6148,6X32GB	\$ 1,462.87	\$ 11,702.99
4	2	SNTC-24X7X4OS MDS 9132T 32G 1 RU FC SWIT	\$ 2,025.00	\$ 4,050.00
5	2	SNTC-24X7X4OS MDS 32G FC EXPANSION MODUL	\$ 3,785.00	\$ 7,570.00
			<b>Support Total</b>	<b>\$ 39,544.87</b>
6	6	10 Training credit. Expires in 1 yr. Team Captain required (Included - \$6,000.00 Value)		

NOTES: 1

**STANDARD TERMS AND CONDITIONS:**

- 1.0 Product Returns -
- 1.1 All product returns are subject to the applicable manufacturer's return policy.
- 1.2 An approved IAS' Return Material Authorization (RMA) # must be obtained prior to return.
- 1.3 All returned products must be factory sealed and returned within 30 days after receipt unless otherwise stated.
- 1.4 Cancelled or returned products are subject to a 25% restocking fee.
- 2.0 Shipping charges, taxes, and special consulting/Integration charges are not included unless stated above.
- 3.0 Terms are net 30 days unless stated otherwise.
- 4.0 For Refurbished equipment, availability is first come, first served; Orders may be non-cancelable and non-returnable unless mutually deemed defective.
- 5.0 Trade-In Allowances: If the proposed pricing includes discount allowances for equipment to be traded-in, in the event the Customer does not return the trade-in equipment per the return authorization instructions within 30 days of shipment of the new equipment, then IAS may invoice the Customer for the incremental amount, unless a written extension has been approved by an authorized representative of the Manufacturer and IAS.
- 6.0 All software sales are final.

**Proposal to:**

COMPANY: Natividad  
CONTACT: Richard Medalen  
PHONE: 831-277-1990  
EMAIL: MedalenR@natividad.com

DATE: 4/5/2019

QUOTE EXPIRES: 7/26/2019

Project: NetApp Shelf Upgrade Salinas and Denver

IASKK-Natividad-031a-NetApp Shelf Upgrade  
Salinas and Denver REV3 4-35-19  
QUOTE #:   
IAS REP: **KIRSTEN KENNEL**  
EMAIL: [kirstenk@iarchive.com](mailto:kirstenk@iarchive.com)  
PHONE: 415-336-2714  
INSIDE REP: LORI STENN  
PHONE: 650-528-4693  
EMAIL: [loris@iarchive.com](mailto:loris@iarchive.com)  
TEAM FAX: 415-466-3325  
TEAM EMAIL: [kennelteam@iarchive.com](mailto:kennelteam@iarchive.com)

ITEM	QTY	DESCRIPTION	UNIT	DISC	PRICE	EXTENDED DISC	PRICE
<b>Salinas</b>							
<b>QTY 2 – DS4246 (24 x 8TB SATA)</b>							
<b>SN: 701514000230 / 701514000231</b>							
<b>Hardware</b>							
1	2	DS424X-R6	\$	-	\$	-	-
2	2	Rail Kit,4-Post,Rnd/Sq-Hole,Adj,24-32	\$	53.36	\$	106.72	106.72
3	2	DSK SHLF,24x8TB,7.2K,-QS	\$	13,976.89	\$	27,953.78	27,953.78
4	4	Power Cable,In-Cabinet,C13-C14	\$	-	\$	-	-
5	4	Cable,SAS Cntrlr-Shelf/Shelf-Shelf/HA,0.5m	\$	26.13	\$	104.50	104.50
6	4	Cable,Ethernet,0.5m RJ45 CAT6	\$	1.56	\$	6.25	6.25
<b>Hardware Total</b>						<b>\$</b>	<b>28,171.25</b>
<b>Software</b>							
7	3840	OS Enable,Per-0.1TB,ONTAP,Cap-Stor,0P,QS	\$	6.44	\$	24,720.00	24,720.00
<b>Software Total</b>						<b>\$</b>	<b>24,720.00</b>
<b>Support</b>							
<i>*Support Quoted Separately</i>							
<i>*Professional Services Quoted Separately</i>							
<b>Sub-total</b>						<b>\$</b>	<b>52,891.25</b>
<b>Tax</b>						<b>\$</b>	<b>4,892.43</b>
<b>Freight Estimate/LTL Economy</b>						<b>\$</b>	<b>275.00</b>
<b>Salinas Total</b>						<b>\$</b>	<b>58,058.68</b>
<b>Denver</b>							
<b>QTY 2 – DS4246 (24 x 8TB SATA)</b>							
<b>SN: 721610000123 , 721610000124</b>							
<b>Hardware</b>							
9	2	DS424X-R6	\$	-	\$	-	-
10	2	Rail Kit,4-Post,Rnd/Sq-Hole,Adj,24-32	\$	53.36	\$	106.72	106.72
11	2	Disk Shelf,24x8TB,7.2K,-QS	\$	13,976.89	\$	27,953.78	27,953.78
12	4	Power Cable,In-Cabinet,C13-C14	\$	-	\$	-	-
13	4	Cable,SAS Cntrlr-Shelf/Shelf-Shelf/HA,2m	\$	36.50	\$	146.00	146.00
14	4	Cable,Ethernet,2m RJ45 CAT6	\$	2.19	\$	8.75	8.75
<b>Hardware Total</b>						<b>\$</b>	<b>28,215.25</b>
<b>Software</b>							
15	3840	OS Enable,Per-0.1TB,ONTAP,Cap-Stor,0P,QS	\$	6.44	\$	24,729.60	24,729.60
<b>Software Total</b>						<b>\$</b>	<b>24,729.60</b>
<b>Support</b>							
<i>*Support Quoted Separately</i>							
<i>*Professional Services Quoted Separately</i>							
<b>Sub-total</b>						<b>\$</b>	<b>52,944.85</b>
<b>Tax</b>						<b>\$</b>	<b>4,050.28</b>
<b>Freight Estimate/LTL Economy</b>						<b>\$</b>	<b>225.00</b>
<b>Denver Total</b>						<b>\$</b>	<b>57,220.13</b>
<b>Salinas and Denver Total</b>						<b>\$</b>	<b>115,278.81</b>

NOTES:

1

**STANDARD TERMS AND CONDITIONS:**

- 1.0 Product Returns -
- 1.1 All product returns are subject to the applicable manufacturer's return policy.
- 1.2 An approved IAS' Return Material Authorization (RMA) # must be obtained prior to return.
- 1.3 All returned products must be factory sealed and returned within 30 days after receipt unless otherwise stated.
- 1.4 Cancelled or returned products are subject to a 25% restocking fee.
- 2.0 Shipping charges, taxes, and special consulting/integration charges are not included unless stated above.
- 3.0 Terms are net 30 days unless stated otherwise.
- 4.0 For Refurbished equipment, availability is first come, first served; Orders may be non-cancelable and non-returnable unless mutually deemed defective.



# INTEGRATED ARCHIVE SYSTEMS

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EXHIBIT: C.4

**Proposal to:**

**COMPANY:** Natividad  
**CONTACT:** Richard Medalen  
**PHONE:** 831-277-1990  
**EMAIL:** MedalenR@natividad.com

**QUOTE #:** IASKK-Natividad-031b-NetApp Shelf Upgrade  
 Salinas and Denver Support 4-5-19  
**IAS REP:** KIRSTEN KENNEL  
**EMAIL:** kirstenk@iarchive.com  
**PHONE:** 415-336-2714  
**INSIDE REP:** LORI STENN  
**PHONE:** 650-528-4693  
**EMAIL:** loris@iarchive.com  
**TEAM FAX:** 415-466-3325  
**TEAM EMAIL:** kennelteam@iarchive.com

**DATE:** 4/5/2019

**QUOTE EXPIRES:** 7/26/2019

**Project:** NetApp Shelf Upgrade Salinas and Denver - Support

ITEM	QTY	DESCRIPTION	UNIT	DISC	PRICE	EXTENDED DISC	PRICE
		<b>Salinas</b>					
		Support for QTY 2 – DS4246 (24 x 8TB SATA)					
		SN: 701514000230 / 701514000231					
		Support					
1	2	36 Months SupportEdge Premium 4hr Onsite, w/o Install			\$ 7,832.79	\$	15,665.58
		<b>Support Total - Salinas</b>				\$	<b>15,665.58</b>
		<b>Denver</b>					
		Support for QTY 2 – DS4246 (24 x 8TB SATA)					
		SN: 721610000123 , 721610000124					
		Support					
2	2	36 Months SupportEdge Premium 4hr Onsite, w/o Install			\$ 7,832.79	\$	15,665.58
		<b>Support Total - Denver</b>				\$	<b>15,665.58</b>
		<b>Support Total</b>				\$	<b>31,331.16</b>

NOTES:  
1

- STANDARD TERMS AND CONDITIONS:**
- 1.0 Product Returns -
  - 1.1 All product returns are subject to the applicable manufacturer's return policy.
  - 1.2 An approved IAS' Return Material Authorization (RMA) # must be obtained prior to return.
  - 1.3 All returned products must be factory sealed and returned within 30 days after receipt unless otherwise stated.
  - 1.4 Cancelled or returned products are subject to a 25% restocking fee.
  - 2.0 Shipping charges, taxes, and special consulting/integration charges are not included unless stated above.
  - 3.0 Terms are net 30 days unless stated otherwise.
  - 4.0 For Refurbished equipment. availability is first come. first served: Orders may be non-cancelable and non-returnable unless mutually deemed defective.
  - 5.0 Trade-In Allowances: If the proposed pricing includes discount allowances for equipment to be traded-in, in the event the Customer does not return the trade-in equipment per the return authorization instructions within 30 days of shipment of the new equipment, then IAS may invoice the Customer for the incremental amount, unless a written extension has been approved by an authorized representative of the Manufacturer and IAS.
  - 6.0 All software sales are final.



# INTEGRATED ARCHIVE SYSTEMS

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 Telephone: 650-390-9995; Fax: 650-390-9997; www.iarchive.com  
 IAS is a Woman-Owned Business Enterprise (WBE)

EXHIBIT C.5

**Proposal to:**

**COMPANY:** Natividad Medical Center  
**CONTACT:** Richard Medalen  
**PHONE:** 831-277-1990  
**EMAIL:** [MedalenR@natividad.com](mailto:MedalenR@natividad.com)

**DATE:** 4/2/2019

**QUOTE EXPIRES:** 7/26/2019

**Project:** MDS Switches Denver

IASKK-Natividad Medical Center-039-REV 2 -

**QUOTE #:** MDS Switches Denver 4-3-19

**IAS REP:** KIRSTEN KENNEL

**EMAIL:** [kirstenk@iarchive.com](mailto:kirstenk@iarchive.com)

**PHONE:** 415-336-2714

**INSIDE REP:** LORI STENN

**PHONE:** 650-528-4693

**EMAIL:** [loris@iarchive.com](mailto:loris@iarchive.com)

**TEAM FAX:** 415-466-3325

**TEAM EMAIL:** [kennelteam@iarchive.com](mailto:kennelteam@iarchive.com)

ITEM	QTY	DESCRIPTION	UNIT DISC PRICE	EXTENDED DISC PRICE
<b>MDS Switches Denver</b>				
1	2	MDS 9132T 32G FC SWITCH, W/ 8 ACTIVE POR	\$ -	\$ -
2	2	MDS 9132T 32G 1 RU FC SWITCH, 8 ACTIVE P	\$ 1,234.67	\$ 2,469.33
3	2	650W AC PSU PORT SIDE EXHAUST	\$ -	\$ -
4	2	CABINET JUMPER POWER CORD, 250 VAC 13A,	\$ -	\$ -
5	4	MDS 9132 FAN TRAY , PORT SIDE EXHAUST	\$ -	\$ -
6	2	MDS 9132T ACCESSORY KIT FOR CISCO	\$ -	\$ -
7	2	MDS 9100 SUPERVISOR/FABRIC-5, NX-OS SOFT	\$ -	\$ -
8	16	16 GBPS FIBRE CHANNEL SW SFP+, LC	\$ 70.68	\$ 1,130.85
9	2	MDS 9132T 32G FC 16-PORT EXPANSION PACK	\$ -	\$ -
10	2	MDS 32G FC EXPANSION MODULE, W/ 16 ACTIV	\$ 2,554.48	\$ 5,108.97
11	32	16 GBPS FIBRE CHANNEL SW SFP+, LC 60 Months Support <i>*Quoted Separately</i>	\$ 70.68	\$ 2,261.70
12	6	10 Training credit. Expires in 1 yr. Team Captain required (Included - \$6,000.00 Value)	\$ -	\$ -
			<b>Sub-total</b>	<b>\$ 10,970.85</b>
			<b>Tax</b>	<b>\$ 839.27</b>
			<b>Ground Shipping</b>	<b>\$ 230.00</b>
			<b>Total</b>	<b>\$ 12,040.12</b>

**NOTES:**

1

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- 6.0 All software sales are final.





# INTEGRATED ARCHIVE SYSTEMS

1121 N. San Antonio Road, D-100, Palo Alto, CA 94303  
Telephone: 650-390-9995; Fax: 650-390-9997; www.iarchive.com  
IAS is a Woman-Owned Business Enterprise (WBE)

EXHIBIT: C.6

**Proposal to:**

**COMPANY:** Natividad Medical Center  
**CONTACT:** Richard Medalen  
**PHONE:** 831-277-1990  
**EMAIL:** [MedalenR@natividad.com](mailto:MedalenR@natividad.com)

**DATE:** 4/5/2019

**QUOTE EXPIRES:** 7/26/2019

**Project:** MDS Switches Support Denver

IASKK-Natividad Medical Center-039b-MDS

**QUOTE #:** Switches Support Denver 4-5-19

**IAS REP:** KIRSTEN KENNEL

**EMAIL:** [kirstenk@iarchive.com](mailto:kirstenk@iarchive.com)

**PHONE:** 415-336-2714

**INSIDE REP:** LORI STENN

**PHONE:** 650-528-4693

**EMAIL:** [loris@iarchive.com](mailto:loris@iarchive.com)

**TEAM FAX:** 415-466-3325

**TEAM EMAIL:** [kennelteam@iarchive.com](mailto:kennelteam@iarchive.com)

ITEM	QTY	DESCRIPTION	UNIT	DISC PRICE	EXTENDED DISC PRICE
<b>60 Months Support for MDS Switches Denver</b>					
1	2	SNTC-24X7X4OS MDS 9132T 32G 1 RU FC SWIT	\$	2,025.00	\$ 4,050.00
2	2	SNTC-24X7X4OS MDS 32G FC EXPANSION MODUL	\$	3,785.00	\$ 7,570.00
<b>Total</b>					<b>\$ 11,620.00</b>

NOTES:  
1

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EXHIBIT: C.7

**Proposal to:**

**COMPANY:** Natividad Medical Center  
**CONTACT:** Richard Medalen  
**PHONE:** 831-277-1990  
**EMAIL:** MedalenR@natividad.com

**DATE:** 4/12/2019  
**QUOTE EXPIRES:** 6/30/2019

ASKK-NATIVIDAD MEDICAL CENTER-042-  
 NetApp Support Renewal for Colorado to  
 Coterm to 4-30-21

**QUOTE #:** KIRSTEN KENNEL  
**IAS REP:** KIRSTEN KENNEL  
**EMAIL:** kirstenk@iarchive.com  
**PHONE:** 415-336-2714  
**INSIDE REP:** LORI STENN  
**PHONE:** 650-528-4693  
**EMAIL:** loris@iarchive.com  
**TEAM FAX:** 415-466-3325  
**TEAM EMAIL:** kennelteam@iarchive.com

ITEM	QTY	DESCRIPTION	UNIT DISC PRICE	EXTENDED DISC PRICE
		<b>NetApp Support Renewal</b> <b>Term Dates: 7/1/2019 - 4/30/2021</b> <b>to coterm to Salinas</b> <b>FAS8060A</b> <b>SN:721610000123,721610000124</b>		
1	2	<b>Warranty Extension,VA, FAS8060A, Post Warranty</b> <i>Service Details</i> Qty 2 - R-SW OS Support Extension,VA Qty 2 -R-Warranty Extension,VA <i>System Details: Product</i> Qty 1152- OS SW,Per-0.1TB,ONTAP,Perf-Stor,0P Qty 48 - OS SW,Per-0.1TB,ONTAP,UltraPerf-Stor,0P	\$ 11,813.80	\$ 23,627.60
2	2	<b>SupportEdge Standard Part Replace NBD,VA, FAS8060A</b> <i>Service Details</i> Qty 2 - R-HW Support,Standard2 Replace,NBD,y Qty 2 - R-SW Subs,Standard2 Replace,NBD,y <i>System Details: Product</i> Qty 2 - FAS8060 High Availability System Qty 2 - SW-2,Premium BNDL,8060A,-C Qty 2 -SSD SHLF,12x200GB,0P,-C Qty 4 - DSK SHLF,24x1.2TB,10K,6G,0P,-C	\$ 26,695.20	\$ 53,390.40
3	2	<b>Switch</b> <b>SN: 5111200014,5111200038</b> SupportEdge Standard Part Replace NBD, Switch, Post Warranty <i>Service Details</i> Qty 2 -R-Ext Wty Standard2 NBD Repl,z Qty 2 - R-HW Support,Standard2 Replace,NBD,z Qty 2 - R-SW Subs,Standard2 Replace,NBD,z <i>System Details: Product</i> Qty 1- ClusterNet Interconnect Cluster,16Pt,10Gb	\$ 567.50	\$ 1,135.00
4	2	<b>Switch</b> <b>SN:30810200252,30810200292</b> SupportEdge Standard Part Replace NBD, Switch, Post Warranty <i>Service Details</i> Qty 2 -R-Ext Wty Standard2 NBD Repl,z Qty 2 - R-HW Support,Standard2 Replace,NBD,z Qty 2 - R-SW Subs,Standard2 Replace,NBD,z <i>System Details: Product</i> Qty 1 - ClusterNet Interconnect Mgmt,16Pt,1Gb	\$ 114.62	\$ 229.24
5	2	<b>PAMII-FLASHCACHE</b> <b>SN:9496439079,9496477514</b> SupportEdge Standard Part Replace NBD,VA, PAMII-FLASHCACHE, Post Warranty <i>Service Details</i> Qty 2 -R-Ext Wty Standard2 NBD Repl,u Qty 2 - R-HW Support,Standard2 Replace,NBD,u Qty 2 - R-SW Subs,Standard2 Replace,NBD,u <i>System Details: Product</i> Qty 1 - SW,Flash Cache,-C Qty 1 - Flash Cache 2TB PCIe Module 2	\$ 3,629.75	\$ 7,259.50
<b>Total</b>				<b>\$ 85,641.74</b>

NOTES:  
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EXHIBIT: C.8

**Proposal to:**

**COMPANY:** Natividad Medical Center  
**CONTACT:** Richard Medalen  
**PHONE:** 831-277-1990  
**EMAIL:** MedalenR@natividad.com

**DATE:** 12/19/2018  
**QUOTE EXPIRES:** 3/1/2019

IASKK-NATIVIDAD MEDICAL CENTER-032-  
**QUOTE #:** Veritas Support Renewal-12-19-18  
**IAS REP:** KIRSTEN KENNEL  
**EMAIL:** [kirstenk@iarchive.com](mailto:kirstenk@iarchive.com)  
**PHONE:** 415-336-2714  
**INSIDE REP:** LORI STENN  
**PHONE:** 650-528-4693  
**EMAIL:** [loris@iarchive.com](mailto:loris@iarchive.com)  
**TEAM FAX:** 415-466-3325  
**TEAM EMAIL:** [kennelteam@iarchive.com](mailto:kennelteam@iarchive.com)

ITEM	QTY	DESCRIPTION	EXTENDED DISC PRICE
<b>Veritas Support Renewal</b>			
<b>Co-termed to 3/1/2020</b>			
<b>Term Dates: 3/2/2019 - 3/1/2020</b>			
1	15	ESSENTIAL 12 MONTHS RENEWAL FOR NETBACKUP STD CLIENT XPLAT 1 SERVER ONPREMISE STANDARD PERPETUAL LICENSE CORPORATE	\$ 1,213.95
2	1	ESSENTIAL 12 MONTHS RENEWAL FOR NETBACKUP ENT SERVER WLS 1 SERVER HARDWARE TIER 2 ONPREMISE STANDARD PERPETUAL LICENSE CORPORATE	\$ 747.63
3	30	ESSENTIAL 12 MONTHS RENEWAL FOR NETBACKUP DEDUPLICATION DATA PROTECTION OPTIMIZATION OPT XPLAT 1 FRONT END TB ONPREMISE STANDARD PERPETUAL LICENSE CORPORATE	\$ 12,255.00
4	20	ESSENTIAL 12 MONTHS RENEWAL FOR NETBACKUP CLIENT APPLICATION AND DB PACK WLS 1 SERVER HARDWARE TIER 2 ONPREMISE STANDARD PERPETUAL LICENSE CORPORATE	\$ 4,624.60
5	20	ESSENTIAL 12 MONTHS RENEWAL FOR NETBACKUP ENT CLIENT WLS 1 SERVER HARDWARE TIER 2 ONPREMISE STANDARD PERPETUAL LICENSE CORPORATE	\$ 8,478.40
<b>Term Dates: 3/4/2019 - 3/1/2020</b>			
6	6	ESSENTIAL 12 MONTHS RENEWAL FOR NETBACKUP ENT CLIENT WLS 1 SERVER HARDWARE TIER 2 ONPREMISE STANDARD PERPETUAL LICENSE CORPORATE	\$ 2,529.54
7	1	ESSENTIAL 12 MONTHS RENEWAL FOR NETBACKUP ENT SERVER WLS 1 SERVER HARDWARE TIER 2 ONPREMISE STANDARD PERPETUAL LICENSE CORPORATE	\$ 743.53
8	5	ESSENTIAL 12 MONTHS RENEWAL FOR NETBACKUP DEDUPLICATION DATA PROTECTION OPTIMIZATION OPT XPLAT 1 FRONT END TB ONPREMISE STANDARD PERPETUAL LICENSE CORPORATE	\$ 2,031.30
<b>Term Dates: 3/7/2019 - 3/1/2020</b>			
9	6	ESSENTIAL 12 MONTHS RENEWAL FOR NETBACKUP APPLIANCE 5230 APPLIANCE 76TB WITH 4 1GB ETHERNET - 2 10GB ETHERNET - 2 8GB FIBRE CHANNEL CORPORATE	\$ 41,734.26
<b>TOTAL :</b>			<b>\$ 74,358.21</b>

**NOTES:**

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