

**BOARD REPORT AUTHORIZATION - ROUTING FORM**

<b>Agenda Date</b>	<b>February 15, 2011</b>	<b>Consent</b>	<b>Yes</b>
<b>Contact Person</b>	Sid Cato/ Janine Bouyea	<b>Scheduled</b>	
<b>Phone</b>	4366	<b>Noticed</b>	
<b>Department</b>	NMC	<b>Time needed</b>	
<b>Subject</b>	It is recommended that the Board of Supervisors Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment #2 to the Agreement with Kronos Inc for Incorporated Software, Equipment and Services at NMC in an amount not to exceed \$2,478,790 (an increase of \$50,000) for the period October 1, 2010 to September 30, 2011.		

Yes	No	CHECK LIST
	X	<b>4/5<sup>ths</sup> Vote Required:</b> Required to transfer appropriations from contingencies; cancel reserves; increase estimated revenues/appropriations; adopt interim (urgency) ordinances; and for other matters (seek direction from County Counsel).
X		<b>Contract:</b> CAO-Risk Management has reviewed and signed the contract.
X		<b>Contract:</b> County Counsel has reviewed and signed the contract.
X		<b>Contract:</b> Auditor-Controller has reviewed and signed the contract.
	X	<b>Budget Amendment:</b> The item includes a budget amendment.

APPROVED BY:	Yes/No	By	Date	Comments
Dept. Finance Manager	Yes	NW	1/20/11	
County Counsel	Yes	JS	1/28/11	recommended changes But approved
CAO Human Resources				
Information Technology				
Contracts/Purchasing Officer				
CAO Budget Analyst	Yes	CS	2/1/11	As Feedback attached; w/o clarification; THIS REPORT SHOULD NOT BE FORWARDED

REQUIRED REVIEWERS	CAO Budget Analyst	County Counsel	CAO HR	ITD	Contracts Purchasing Officer
Contracts over \$100k & Contracts under \$100k with changes	X				X
Budget adjustments	X				
Personnel actions	X		X		
Grant applications	X				
Non-standard computer projects	X			X	
Planning/land use (non-budget issues)		X			
Ordinances		X			
Resolutions declaring emergencies		X			
All other reports	X				

**Questions:**

Contact Clerk of the Board 755-5066 or consult the Board Report Guidelines

**MONTEREY COUNTY BOARD OF SUPERVISORS**

<b>MEETING:</b>	<b>February 15, 2011</b>	<b>AGENDA NO.:</b>
<b>SUBJECT:</b>	Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment #2 to the Agreement with Kronos Inc for Incorporated Software, Equipment and Services at NMC in an amount not to exceed \$2,478,790 (an increase of \$58,410) for the period October 1, 2010 to September 30, 2011.	
<b>DEPARTMENT:</b>	Natividad Medical Center	

**RECOMMENDATION:**

It is recommended that the Board of Supervisors Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment #2 to the Agreement with Kronos Inc for Incorporated Software, Equipment and Services at NMC in an amount not to exceed \$2,478,790 (an increase of \$50,000) for the period October 1, 2010 to September 30, 2011.

**SUMMARY/DISCUSSION:**

Natividad Medical Center currently employs approximately 900 employees within the facility. In an effort to be as efficient as possible it is important that we monitor the facilities overall absenteeism and tardiness of its employees.

In an effort to manage overtime within the facility it is important that department managers have access to real time information as it relates to their employees attendance and tardiness. The additional Kronos Absenteeism module will allow managers to run reports on individual employees as well as department statistics to help them meet their department productivity targets.

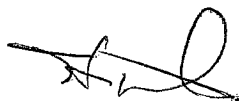
**OTHER AGENCY INVOLVEMENT:**

The Amendment has been reviewed and approved by County Counsel, the Auditor/Controller's office and the Natividad Medical Center Board of Trustees.

**FINANCING:**

The cost for this Amendment is \$58,410 and is included in the 2010/2011 Fiscal Year Approved Budget. This action will not require any additional General Fund subsidy.

Prepared by:  
Janine Bouyea, HR Director 755-4280  
January 18, 2011



\_\_\_\_\_  
Harry Weis  
Chief Executive Officer

Attachments: Amendments #1, 2, Original RFP, Board Order

**Before the Board of Supervisors in and for the  
County of Monterey, State of California**

**Agreement No. A-11065**

Authorize the Purchasing Manager for )  
Natividad Medical Center (NMC) to execute )  
Amendment #2 to the Agreement with )  
Kronos Inc for Incorporated Software, )  
Equipment and Services at NMC in an )  
amount not to exceed \$2,478,790 (an )  
increase of \$58,410) for the period October )  
1, 2010 to September 30, 2011..... )

Upon motion of Supervisor Salinas, seconded by Supervisor Potter, and carried by those members present the Board hereby;

Authorized the Purchasing Manager for Natividad Medical Center (NMC) to execute Amendment #2 to the Agreement with Kronos Inc for Incorporated Software, Equipment and Services at NMC in an amount not to exceed \$2,478,790 (an increase of \$58,410) for the period October 1, 2010 to September 30, 2011.

PASSED AND ADOPTED on this 15<sup>th</sup> day of February, 2011, by the following vote, to-wit:

AYES: Supervisors Armenta, Calcagno, Salinas, Parker, and Potter

NOES: None

ABSENT: None

I, Gail T. Borkowski, 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 75 for the meeting on February 15, 2011.

Dated: February 15, 2011

Gail T. Borkowski, Clerk of the Board of Supervisors  
County of Monterey, State of California

By   
Deputy

**AMENDMENT NO. 2  
TO  
AGREEMENT TO PURCHASE KRONOS INCORPORATED SOFTWARE, EQUIPMENT &  
SERVICES IN CONNECTION WITH A TIME & ATTENDANCE PROGRAM FOR THE  
COUNTY OF MONTEREY NATIVIDAD MEDICAL CENTER, AS AMENDED BY  
AMENDMENT NO. 1 (the "Agreement")  
BETWEEN KRONOS INCORPORATED AND  
NATIVIDAD MEDICAL CENTER**

The parties to the Agreement, dated November 20, 2007, as amended by Amendment No. 1 dated April 27, 2010, between the County of Monterey, on behalf of Natividad Medical Center ("NMC"), and Kronos Incorporated (Contractor), hereby agree to amend their Agreement No. (A-11065) on the following terms and conditions:

1. Contractor will continue to provide NMC with the same scope of service as stated in the original Agreement No. (A-11065). Additionally, Contractor will provide the software, support services, and professional services as specified in the Order Form in **Attachment A** attached to this Amendment #2 and with such professional services further described in the Statement of Work in **Attachment B** attached to this Amendment #2.
2. This Amendment shall become effective on October 1, 2010 and shall continue in full force and extending the term date until September 30, 2011.
3. The total amount payable by County to Contractor under Agreement No. (A-11065) shall not exceed the total sum of \$2,478,790 for the full term of the Agreement and \$674,220 for fiscal year starting July 1, 2010 through June 30, 2011.
4. All other terms and conditions of the Agreement shall continue in full force and effect.
5. A copy of this Amendment shall be attached to the original Agreement No. (A-11065).

**IN WITNESS WHEREOF**, the parties hereto are in agreement with this Amendment and Professional Service Agreement on the basis set forth in this document and have executed this amendment on the day and year set forth herein.

**CONTRACTOR**

Signature \_\_\_\_\_

Dated 12/22/10

Printed Name Jarett Carter

Title OM Specialist

**NATIVIDAD MEDICAL CENTER**

Signature \_\_\_\_\_

Dated 2/16/11

Purchasing Manager

Signature \_\_\_\_\_

Dated 1/7/11

NMC - CEO

Approved as to Legal Form:

Charles J. McKee, County Counsel

By Stacy Saetta  
Stacy Saetta, Deputy  
Attorneys for County and NMC

Reviewed as to fiscal provisions

[Signature]  
Auditor-Controller  
County of Monterey

FD-11

Dated: 1/12, 2010

**Attachment A**  
Order Form



# ORDER FORM DETAIL

**Quote#:** 225858 - 1  
**Expires:** 30-SEP-2010  
**Prepared By:** Hood, Edward (Doug)

**Order Type:** Upgrade US  
**Date:** 22-SEP-2010  
**Page:** 1/2

**Bill To:** NATIVIDAD MEDICAL CENTER  
 1441 CONSTITUTION BLVD  
 SALINAS  
 CA 93906  
 United States

**Ship To:** Attn:L. JANINE BOUYEA  
 NATIVIDAD MEDICAL CENTER  
 1441 CONSTITUTION BLVD  
 SALINAS  
 CA 93906  
 United States

**Solution ID:** 6083270

**Contact:** L. JANINE BOUYEA  
**Email:** bouyeaj@natividad.com

**Payment Terms:** N30  
**Currency:** USD  
**Customer PO Number:**

**FOB:** Shipping Point  
**Ship Method:**  
**Freight Term:** Prepay & Add

**Order Notes:**

This quote is subject to the Terms and Conditions of that certain Kronos Sales Software License and Services Agreement between Kronos and Customer dated 11/20/2007.  
 Add-on: WKF v6.1 WAM module.

Your Kronos solution includes:

## SOFTWARE

Item	License/Qty	Total Price
WORKFORCE ABSENCE MANAGER V6	1000	\$31,500.00
	<b>Total Price</b>	<b>\$31,500.00</b>

\*Includes applicable software media

## SUPPORT SERVICES

Item	Duration	Total Price
GOLD SUPPORT SERVICE	1 YR	\$6,300.00
	<b>Total Price</b>	<b>\$6,300.00</b>

\*Support values listed above are total for all applicable products in each section of this Order Form

## PROFESSIONAL SERVICES / EDUCATIONAL SERVICES

Item	Hours/Points	Price per Hour/Point	Total Price
TRAINING POINTS	2750	\$1.00	\$2,750.00
MOMENTUM FOR HEALTHCARE	78		\$14,820.00
Project Manager	20	\$190.00	
Application Consultant	58	\$190.00	
ABSENCE MANAGEMENT PROGRAM PLANNING	16	\$190.00	\$3,040.00
	<b>Total Price</b>		<b>\$20,610.00</b>

## QUOTE SUMMARY

Description	Total Price
Subtotal	\$58,410.00
Deposit	(\$0.00)
Tax	\$0.00
<b>Grand Total</b>	<b>\$58,410.00</b>

Kronos | Time & Attendance • Scheduling • Absence Management • HR & Payroll • Hiring • Labor Analytics

**NATIVIDAD MEDICAL CENTER**Signature: [Handwritten Signature]Name: HerreraTitle: CEOEffective Date: 12/22/10**Kronos Incorporated**Signature: [Handwritten Signature]Name: Jarrett CarterTitle: OM SpecialistEffective Date: 12/22/10

*Invoice amount will reflect deposit received. All professional services are billed as delivered with a payment term of Net Upon Receipt. Unless otherwise indicated above, this order is subject to the attached terms and conditions which the customer acknowledges have been read. THIS ORDER IS SUBJECT TO APPLICABLE TAXES. THE TAX AMOUNT SHOWN ON THIS ORDER IS ONLY AN ESTIMATE. THE ACTUAL TAX AMOUNT TO BE PAID BY CUSTOMER WILL BE SHOWN ON CUSTOMER'S INVOICE. The JBoss® Enterprise Middleware components embedded in the Software are subject to the End User License Agreement found at [http://www.redhat.com/licenses/jboss\\_eula.html](http://www.redhat.com/licenses/jboss_eula.html). Shipping and handling charges will be reflected on the final invoice.*

**Attachment B**  
Statement of Work