



Monterey County Board of Supervisors

168 West Alisal Street,
1st Floor
Salinas, CA 93901
831.755.5066

Board Order

Agreement No.: A-12623

Upon motion of Supervisor Salinas, seconded by Supervisor Phillips and carried by those members present, the Board of Supervisors hereby:

Approved and authorized the Contracts Purchasing Officer, or designee, to execute Amendment No. 1 to the Agreement between ServiceNow Incorporated and the County of Monterey for software subscription, maintenance and support in the amount of \$566,382, adding \$37,855 for purchase of the ServiceNow Domain Separation Plugin and associated annual subscription fees, for a revised total not to exceed \$604,237.

PASSED AND ADOPTED on this 7th day of March 2017, by the following vote, to wit:

AYES: Supervisors Alejo, Phillips, Salinas, Parker and Adams

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 80 for the meeting on March 7, 2017.

Dated: March 13, 2017
File ID: A 17-045

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

By *Dennis Hansen*
Deputy

AMENDMENT No. 1 TO AGREEMENT BY AND BETWEEN COUNTY OF MONTEREY & SERVICENOW, INC.

THIS AMENDMENT is made to the MASTER ORDERING AGREEMENT dated December 20, 2013 ("AGREEMENT") for the provision of software subscription, software maintenance/support and implementation services by and between ServiceNow, Inc., hereinafter called "Vendor" and the County of Monterey, a political subdivision of the State of California, hereinafter referred to as "Customer".

WHEREAS, the Customer and Vendor wish to amend the AGREEMENT to increase the amount by thirty-seven thousand, eight hundred fifty-five dollars (\$37,855) to provide for the purchase of the Domain Separation Plugin and associated annual subscription fees, for a revised total AGREEMENT amount not to exceed six hundred and four thousand, two hundred thirty-seven dollars (\$604,237).

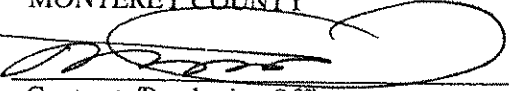
NOW THEREFORE, the Customer and Vendor hereby agree to amend the AGREEMENT in the following manner:

1. **The AGREEMENT** shall be amended by adding "Exhibit A, Order Form", attached to this Amendment No. 1.
2. Except as provided herein, all remaining terms, conditions and provisions of the AGREEMENT are unchanged and unaffected by this AMENDMENT No. 1 and shall continue in full force and effect as set forth in the AGREEMENT.
3. A copy of this AMENDMENT No. 1 shall be attached to the original AGREEMENT.

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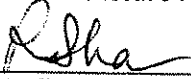
IN WITNESS WHEREOF, the parties have executed this AMENDMENT on the day and year written below.

MONTEREY COUNTY


Contracts/Purchasing Officer

Dated: 3-14-17

Approved as to Fiscal Provisions:


Deputy Auditor/Controller

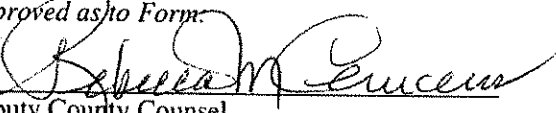
Dated: 2/16/17

Approved as to Liability Provisions:

Risk Management

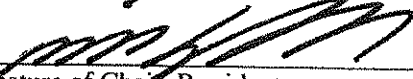
Dated:

Approved as to Form:


Deputy County Counsel

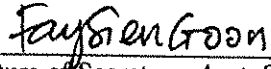
Dated: Feb 14, 2017

VENDOR

By: 
Signature of Chair, President, or
Vice-President

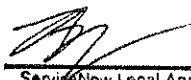
Michael Scarpelli, CFO
Printed Name and Title

Dated: 2/13/17

By: 
(Signature of Secretary, Asst. Secretary, CFO,
Treasurer or Asst. Treasurer)*

Fay Sien Goon, Senior Director
Printed Name and Title

Dated: 2/13/17


ServiceNow Legal Approval

*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. 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. 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.

EXHIBIT A

Order Form



ServiceNow, Inc.
2225 Lawson Lane
Santa Clara, CA 95054

Order Number

ORD0591244-1

Pricing Expiration: 27 Feb 2017

SNC Account Exec	Rebecca Morales
Phone	+16692622227
E-mail	rebecca.morales@servicenow.com

Customer Invoice Address

Customer Ship To Address

Company Name	County of Monterey	Company Name	County of Monterey
Address	168 W Alisal St Fl 2nd	Address	168 W Alisal St Fl 2nd
Suite		Suite	
City	Salinas	City	Salinas
State/Province	CA - California	State/Province	CA - California
Zip/Postal Code	93901-2438	Zip/Postal Code	93901-2438
Country	United States	Country	United States
Website	http://www.co.monterey.ca.us	Website	http://www.co.monterey.ca.us
AP Contact Name		Business Contact	
Title		Title	
Phone		Phone	
E-mail		E-mail	
Account #	ACCT0023849		

Reference Contract #(s) 31013CH

PO #

Tax exempt? No

Payment Terms Net due in 30 days

Currency USD

Product Code	Subscription Product Name	Type	Units	Term (mos)	Term Start Date	Term End Date	Net Price (Monthly)	Net Price (Annual)	Net Price (Total)
PROD01031	ServiceNow® Domain Separation For Non-MSP Customers	Application	1	33 Months, 20 Days	28 Feb 2017	19 Dec 2019	\$ 1,125.00	\$ 13,500.00	\$ 37,854.69

Subscription Product SubTotal \$ 13,500.00 \$ 37,854.69

Education, Knowledge and Professional Services Subtotal \$ 0.00

Pre-tax Total \$ 37,854.69

Estimated Taxes TBD

Estimated Grand Total \$ 37,854.69

Invoice Schedule	Invoice Date	Amount	Est Taxes	Grand Total
9 Months, 20 Days Subscription Fee	Upon Signature	\$ 10,854.69	TBD	\$ 10,854.69
Annual Subscription Fee	November 19, 2017	\$ 13,500.00	TBD	\$ 13,500.00
Annual Subscription Fee	November 19, 2018	\$ 13,500.00	TBD	\$ 13,500.00
		\$ 37,854.69	TBD	\$ 37,854.69

Hosting Details

ServiceNow # of Instances:	N/A
Instance Names:	N/A
Customer ServiceNow Admin:	
Email:	
Data Center Region:	North America