

**AMENDMENT NUMBER TWO TO SALES ORDER AGREEMENT, E-RATE,  
BETWEEN THE COUNTY OF MONTEREY &  
AMS.NET, INC.**

**WHEREAS**, the Assistant Director of the Monterey County Free Libraries executed a Sales Order Agreement, E-Rate, with AMS.NET, Inc. (Contractor) on July 18, 2016; and

**WHEREAS**, the Assistant Director of the Monterey County Free Libraries and Contractor also executed an amendment to the Sales Order Agreement, E-rate, with AMS.NET, Inc. (Contractor) on July 18, 2016, (Amendment No. 1); and

**WHEREAS**, the Sales Order Agreement, E-Rate, with AMS.NET, Inc. and Amendment No. 1 was ratified by the Board of Supervisors of Monterey County on \_\_\_\_\_, 2016; and,

**WHEREAS**, the County and Contractor wish to expand upon the provisions of the Sales Order Agreement, E-Rate, to more fully specify the rights and obligations of the parties;

**NOW THEREFORE,**

The County and Contractor agree as follows:

1. The Sales Order Agreement, E-Rate, is hereby AMENDED to incorporate by reference the Scope of Service/Payment Provisions set forth in the attached, Exhibit A.
2. The Sales Order Agreement, E-Rate, is hereby AMENDED to incorporate by reference the AMS.NET Inc. Project Cost Summary set forth in the attached, Exhibit B.
3. All remaining terms, conditions and provisions of the Sales Order Agreement, E-Rate, are unchanged and unaffected by this AMENDMENT No. 2 and shall continue in full force and effect.
4. A copy of this AMENDMENT No. 2 shall be attached to the original Sales Order Agreement, E-Rate executed by the Assistant Director of the Monterey County Free Libraries on July 18, 2016 and ratified by the Monterey County Board of Supervisors, on \_\_\_\_\_, 2016 as well as Amendment No. 1.

IN WITNESS WHEREOF, the parties hereby execute this Amendment No. 2 as follows:

*Signatures follow on next page.*

**THE COUNTY OF MONTEREY**

By: \_\_\_\_\_  
Jayanti Addleman  
Director, Monterey County Free  
Libraries

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

**APPROVED AS TO FORM:**

By: \_\_\_\_\_  
Deputy County Counsel

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

**APPROVED AS TO LIABILITY PROVISIONS:**

By: \_\_\_\_\_  
Risk Management

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

**APPROVED AS TO FISCAL PROVISIONS:**

By: \_\_\_\_\_

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

**AMS.NET, Inc.**

By: \_\_\_\_\_  
(Signature of Chair, President,  
or Vic-President)

Date: November 21, 2016

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

Date: NOVEMBER 21, 2016

**EXHIBIT A**  
**SCOPE OF SERVICES/PAYMENT PROVISIONS**  
**I. Service Delivery Sites**

The service delivery sites will be:

**Monterey County Information Technology Department (MCITD)**  
1590 Moffett St, Salinas, Ca 93905

**Monterey County Free libraries (MCFL)**

**Administrative Offices**

188 Seaside Circle  
Marina, CA 93933

**Aromas Branch**

Blohm & Carpenteria Sts.  
Aromas, CA 95004

**Big Sur Branch**

Highway 1 at Ripplewood Resort  
(P.O. Box 217)  
Big Sur, CA 93920

**Bradley Branch**

Dixie Street (P.O. Box 330)  
Bradley, CA 93426

**Buena Vista Branch**

18250 Tara Drive  
Salinas, CA 93908

**Carmel Valley Branch**

65 W. Carmel Valley Road  
Carmel Valley, CA 93924

**Castroville Branch**

11160 Speegle Street  
Castroville, CA 95012

**Gonzales Branch**

851 Fifth Street  
Gonzales, CA 93926

**Greenfield Branch**

315 El Camino Real  
Greenfield, CA 93927

**King City Branch**

402 Broadway Avenue  
King City, CA 93930

**Marina Branch**

190 Seaside Circle  
Marina, CA 93933

**Pajaro Branch**

29 Bishop Street  
Pajaro, CA 95076

**Parkfield Branch**

70643 Parkfield-Coalinga Road  
San Miguel, CA 93451

**Prunedale Branch**

17822 Moro Road  
Salinas, CA 93907

**San Ardo Branch**

62350 College St. (P.O. Box 127)  
San Ardo, CA 93450

**San Lucas Branch**

54692 Teresa (P.O. Box 28)  
San Lucas, CA 93954

**Seaside Branch**

550 Harcourt Avenue  
Seaside, CA 93955

**Soledad Branch**

401 Gabilan Drive  
Soledad, CA 93960

**II. Scope of Services****CONTRACTOR shall provide the following:**

A. In compliance with Monterey County ITD standards, purchase, coordinate, configure and install Cisco 10 gigabit ISR router to service MCFL at Monterey County ITD department to support MCFL's implementation of the California State Library recommended minimum standard of 1 gigabit internet connectivity at all public libraries. Configure Cisco router to aggregate 1 gigabit fiber connections from 14 MCFL branches and 4 point to point T1 connections from 2 MCFL branches where fiber is not available. Direct aggregated traffic to

MCFL's dedicated 1 gigabit internet connection to the CENIC California Research and Education Network (CalREN). Ensure system integration, system acceptance testing, cutover support, completion statement sign off and documentation delivery.

B. In compliance with Monterey County ITD standards, purchase, coordinate, configure and install Cisco ISR router and switch at the 2 branches where fiber is not available, to connect to MCFL's dedicated 1 gigabit internet connection to CalREN. Ensure system integration, system acceptance testing, cutover support, completion statement sign off and documentation delivery.

C. In compliance with Monterey County ITD standards, including, payment of prevailing wages as required by California law, purchase, coordinate, configure and install Cisco Systems wireless access points, cabling and MCFL owned Meraki licenses at 16 MCFL branches to provide free public Wi-Fi through MCFL's dedicated 1 gigabit internet connection to CalREN. Ensure system integration, system acceptance testing, cutover support, completion statement sign off and documentation delivery.

CONTRACTOR and all subcontractors performing work under this agreement shall pay wages to their workers at not less than the general prevailing rate of per diem wages for such work, as required by Labor Code section 1771. CONTRACTOR shall comply with the provisions of the Labor Code (section 1720, et seq.) governing public works, including payment of prevailing wages, payroll records, and employment of apprentices. Copies of the determination of the general prevailing rate of per diem are available at: <http://www.dir.ca.gov/dlsr/DPreWageDetermination.htm>. Failure to pay such prevailing wages shall subject CONTRACTOR to the penalties set forth in Labor Code section 1775.

D. Provide one-on-one system administrator training to appropriate MCFL and ITD system administrators for all equipment, including how to configure Cisco Wi-Fi services for bandwidth optimization and capturing and reporting usage statistics that comply with MCFL's patron privacy requirements.

E. The above specified work will be completed in stages, such stages to be determined by County. It is County's intent to authorize the services provided for by this Agreement on a branch-by-branch basis. Initiation of each stage of work requires prior written authorization of by the County.

**County shall provide the following:**

- A. Assign a project manager from ITD staff to work with MCFL and AMS.NET throughout the project and coordinate the sign off of completion statements.
- B. Maintain equipment on an ongoing basis according to ITD service agreements.
- C. Coordinate and provide access as necessary to library sites and 1590 Moffett St, Salinas to AMS.NET project team.
- D. Coordinate project meetings.

**III. Term of the Agreement**

The term of this Agreement shall in accordance with the E-Rate funding period July 18, 2016 to June 30, 2017, unless sooner terminated pursuant to the terms of this agreement.

#### **IV. Payment Provisions**

Upon Board of Supervisor's approval, MCFL may purchase equipment and services from contractor pursuant to this agreement, with or without E-Rate funding approval, to ensure the delivery of critical public services in an amount not to exceed \$185,000. Should MCFL make purchases prior to E-Rate funding approval, full price will be paid to AMS.net and, if eRate funding is approved, MCFL will seek discount reimbursement from the eRate program. If E-Rate funding is approved, AMS.net will bill MCFL for costs, minus the E-Rate discount and will independently seek reimbursement through the federal E-Rate service provider invoicing reimbursement program. MCFL will make undiscounted purchases pursuant to this agreement only if it has the funds available, in the unlikely case that E-Rate discounts are not approved.

The payment terms are subject to an eighty-five percent federal E-Rate discount and a 15% MCFL contribution pending funding approval from the Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC). Paragraph 12 of the Sales order Agreement, E-Rate, is stricken and is of no force or effect. Accordingly, penalties for late payments are not applicable and will not be charged. The total cost of this agreement to MCFL after E-Rate discounts will be \$27,750.

Exhibit B



AMS.NET, Inc.  
502 Commerce Way, Livermore, CA 94551  
925-245-6100 • 925-245-6150 Fax  
[www.ams.net](http://www.ams.net)

### Project Cost Summary – County of Monterey

**Project Information**

Monterey County Free Libraries - E-Rate 19 -  
Library Branches - Wireless - 81346  
Project # 81346  
July 20, 2016

**Account Manager**

Greg Jaramishian  
gjaramishian@ams.net  
(925) 245-6132

| AMS Quote # | Description   | Subtotal    | Taxes      | Total       |
|-------------|---|-------------|------------|-------------|
| Q-00005975  | E-Rate 19 Wireless Cabling - Greenfield                     | \$5,850.91  | \$213.40   | \$6,064.31  |
| Q-00006407  | E-Rate 19 Wireless Cabling - Marina                         | \$4,356.14  | \$170.29   | \$4,526.43  |
| Q-00006408  | E-Rate 19 Wireless Cabling - Prunedale                      | \$4,195.98  | \$155.68   | \$4,351.66  |
| Q-00006410  | E-Rate 19 Wireless Cabling - Castroville                    | \$4,195.98  | \$155.68   | \$4,351.66  |
| Q-00006411  | E-Rate 19 Wireless Cabling - Soledad                        | \$4,318.58  | \$164.81   | \$4,483.39  |
| Q-00006472  | E-Rate 19 County Office Cisco Meraki Wireless Alternate Bid | \$27,470.00 | \$2,050.40 | \$29,520.40 |
| Q-00008854  | E-Rate 19 Big Surr Cisco Meraki Wireless Base Bid           | \$18,372.20 | \$1,409.09 | \$19,781.29 |
| Q-00011056  | E-Rate 19 Seaside Cisco Meraki Wireless                     | \$4,516.40  | \$291.68   | \$4,808.08  |
| Q-00011057  | E-Rate 19 Prunedale Cisco Meraki Wireless                   | \$4,516.40  | \$291.68   | \$4,808.08  |
| Q-00011058  | E-Rate 19 King City Cisco Meraki Wireless                   | \$4,516.40  | \$291.68   | \$4,808.08  |
| Q-00011059  | E-Rate 19 Soledad Cisco Meraki Wireless                     | \$4,516.40  | \$291.68   | \$4,808.08  |
| Q-00011060  | E-Rate 19 Greenfield Cisco Meraki Wireless                  | \$4,516.40  | \$291.68   | \$4,808.08  |
| Q-00011061  | E-Rate 19 Buena Vista Cisco Meraki Wireless                 | \$4,516.40  | \$291.68   | \$4,808.08  |
| Q-00011062  | E-Rate 19 Castroville Cisco Meraki Wireless                 | \$4,516.40  | \$291.68   | \$4,808.08  |



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|            |   |            |          |            |
|------------|---|------------|----------|------------|
| Q-00011063 | E-Rate 19 Marina Cisco Meraki Wireless        | \$4,516.40 | \$291.68 | \$4,808.08 |
| Q-00011064 | E-Rate 19 Gonzales Cisco Meraki Wireless      | \$3,525.00 | \$231.34 | \$3,756.34 |
| Q-00011065 | E-Rate 19 Carmel Valley Cisco Meraki Wireless | \$3,525.00 | \$231.34 | \$3,756.34 |
| Q-00011066 | E-Rate 19 Pajaro Cisco Meraki Wireless        | \$3,525.00 | \$231.34 | \$3,756.34 |
| Q-00011070 | E-Rate 19 Aromas Cisco Meraki Wireless        | \$3,525.00 | \$231.34 | \$3,756.34 |
| Q-00011071 | E-Rate 19 San Ardo Cisco Meraki Wireless      | \$2,533.60 | \$170.96 | \$2,704.56 |
| Q-00011072 | E-Rate 19 Parkfield Cisco Meraki Wireless     | \$2,533.60 | \$170.96 | \$2,704.56 |
| Q-00011073 | E-Rate 19 Bradley Cisco Meraki Wireless       | \$2,533.60 | \$170.96 | \$2,704.56 |
| Q-00011075 | E-Rate 19 San Lucas Cisco Meraki Wireless     | \$2,533.60 | \$170.96 | \$2,704.56 |
| Q-00011076 | E-Rate 19 Big Sur Cisco Meraki Wireless       | \$2,533.60 | \$170.96 | \$2,704.56 |
| Q-00011114 | E-Rate 19 Wireless Cabling - King City        | \$4,195.98 | \$155.68 | \$4,351.66 |
| Q-00011115 | E-Rate 19 Wireless Cabling -Buena Vista       | \$4,195.98 | \$155.68 | \$4,351.66 |
| Q-00011116 | E-Rate 19 Wireless Cabling -Gonzales          | \$4,062.91 | \$148.10 | \$4,211.01 |
| Q-00011117 | E-Rate 19 Wireless Cabling -Carmel Valley     | \$4,062.91 | \$148.10 | \$4,211.01 |
| Q-00011118 | E-Rate 19 Wireless Cabling -Pajaro            | \$4,062.91 | \$148.10 | \$4,211.01 |
| Q-00011119 | E-Rate 19 Wireless Cabling -Aromas            | \$4,062.91 | \$148.10 | \$4,211.01 |
| Q-00011120 | E-Rate 19 Wireless Cabling -San Ardo          | \$3,699.32 | \$119.50 | \$3,818.82 |
| Q-00011121 | E-Rate 19 Wireless Cabling -Parkfield         | \$3,699.32 | \$119.50 | \$3,818.82 |
| Q-00011122 | E-Rate 19 Wireless Cabling -Bradley           | \$3,699.32 | \$119.50 | \$3,818.82 |





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|            |                                       |            |          |            |
|------------|---------------------------------------|------------|----------|------------|
| Q-00011123 | E-Rate 19 Wireless Cabling -San Lucas | \$3,699.32 | \$119.50 | \$3,818.82 |
| Q-00011124 | E-Rate 19 Wireless Cabling -Blg Sur   | \$3,699.32 | \$119.50 | \$3,818.82 |

### Project Summary

|                    |                     |
|--------------------|---------------------|
| Project Total      | \$174,799.19        |
| Total Taxes        | \$9,934.21          |
| <b>Grand Total</b> | <b>\$184,733.40</b> |

Vendor: AMS.NET  
Address: 502 Commerce Way, Livermore, CA 94551  
Phone: 925-245-6166  
SPIN: 143005880