

business hours of your Kronos support center, excluding Kronos holidays. Should you require assistance outside the described hours, please telephone your Kronos support center.

Documentation (Available to all Support Agreement customers)

Online access to documentation for most of Kronos' products, for example:

Configuration guides

User guides

System administrators guides

Groups (Available to all Support Agreement customers)

Groups provide a unique opportunity to connect with other Kronos customers and to benefit from their real-world experiences. Organized by product platform, industry and special interests, Groups allow you to post questions or provide advice to someone else's query. A chance to go beyond simple product "how to," many customers have commented on how groups have helped them gain a broader understanding of how to leverage their Kronos applications.

Remote Support (Available to all Support Agreement customers)

A web-based screen-sharing application that enables Kronos to support you by empowering our support representatives to remotely view your computer. By connecting through the Internet or via intranets and extranets, support representatives will work in real time with your users and quickly escalate to desktop sharing, which features mutual mouse and keyboard control and whiteboard capability.

Per-event Software Service

Cloud Hosting customers seeking support outside their service coverage period or Services that are not covered by your Support service or Customers without a Support Agreement on Active Product will be charged at the current Kronos hourly rate.

Day and Time (local time)	Minimum Hours
Monday-Friday 8:00 a.m.-5:00 p.m.	2
Monday-Thursday 5:01 p.m.-7:59 a.m.	4
Friday-Monday 5:01 p.m.-7:59 a.m.	8

Conditions:

Time billed is minimum billable hours and then one hour increments.

The 8:00 a.m.- 5:00 p.m. minimum billable hours apply to software support calls received prior to 5:00 p.m. local time Monday-Friday.

The response time for customers without a support agreement is within two business days.

Customers with a Support Agreement receive a 50 percent reduction from the minimum amount of hours.

Per-event rates are not discountable.

Exhibit H - Kronos Training Courseware

Workforce Central SaaS Training for Fixed Fee Implementations

WFC SaaS for Learning Path Course Description Documents:

- Timekeeper v8
 - Accruals v8
 - Attendance v8
 - Leave v8
 - Workforce Scheduler Healthcare v8
 - Workforce Scheduler CORE v8
 - Workforce Scheduler with Workforce Forecast Manager v8
 - Activities v8 - Included with KPASS
- Human Resources v8
- Payroll v8
- Workforce Analytics v8
- Timekeeper v7
 - Accruals v7
 - Attendance v7
 - Leave v7
 - Scheduler v7
 - Activities v7 - Included with KPASS
- Human Resources v7
- Payroll v7
- Knowledge Pass Datasheet
- Timekeeper v6.3
 - Accruals v6.3
 - Attendance v6.3
 - Leave v6.3
- Human Resources v6.3
- Payroll v6.3
- Knowledge Pass Datasheet



Exhibit 1

Order Form

Creation Date:	3/16/2018	Expiration Date:	6/29/2018
Prepared By:	Chris Kearney	Order Type	Upgrade
Bill To:	Attention: Janine Bouyea Natividad Medical Center 1441 Constitution Blvd Salinas, CA 93906	Ship To:	Attention: Janine Bouyea Natividad Medical Center 1441 Constitution Blvd Salinas, CA 93906
Solution ID:	6083270	License Email:	exception@kronos.com
Primary Contact Name:	Janine Bouyea	FOB:	Shipping Point
Primary Contact Phone:	8315158866	Ship Method:	Fedex Ground
Primary Contact Email:	BouyeaJ@natlidad.com	Freight terms:	Prepay & Add
Currency:	USD	Payment Terms:	N30
Customer PO#		DataCenter Location:	USA
Initial Term:	60 Months	Kronos Contact Information:	Kronos Incorporated 900 Chelmsford St. Lowell, MA 01851 Telephone # 978-250-9800 Fax # 978-367-5900
Renewal Term:	One Year		
Billing Start Date:	Upon Execution of Order Form		

PERPETUAL TO SAAS CONVERSION TABLE

Billing Frequency: Annual in Advance

Applications	License Count	PEPM	Monthly Service Fee
Perpetual License to SaaS Conversion Monthly Service Fee	N/A	N/A	\$15,297.58
Workforce Timekeeper	1,800	\$0.00	\$0.00
Workforce Manager	105	\$0.00	\$0.00
Workforce Employee	1,800	\$0.00	\$0.00
Workforce Integration Manager	1,800	\$0.00	\$0.00
Workforce Mobile Employee	1,800	\$0.00	\$0.00
Workforce Mobile Manager	105	\$0.00	\$0.00
Workforce Tablet	3	\$0.00	\$0.00
Workforce Enterprise Archive	1,800	\$0.00	\$0.00
Workforce Scheduler	850	\$0.00	\$0.00
Workforce Absence Manager	1,800	\$0.00	\$0.00
Workforce Human Resources	1,800	\$0.00	\$0.00
Workforce HR/Payroll Employee	1,800	\$0.00	\$0.00
Workforce HR/Payroll Manager	85	\$0.00	\$0.00
Workforce HR/Payroll Administrator	15	\$0.00	\$0.00
Workforce Analytics - Core	1,800	\$0.00	\$0.00
Workforce Analytics for Healthcare	1,800	\$0.00	\$0.00
Total			\$15,297.58

FUTURE CAPACITY ADD PER EMPLOYEE RATES

For a period of 60 Months from the date of this Order Form, Customer may purchase additional employee capacity for the Applications set forth herein at the following prices:
 The costs of any individual Application(s) included in the Timekeeper Bundle (i.e., Workforce Manager) will be set forth on a mutually agreed upon Order Form based on Kronos' then current list price.
 The costs of any individual Application(s) included in the HR Bundle (i.e., HR/Payroll Manager) will be set forth on a mutually agreed upon Order Form based on Kronos' then current list price.

Applications	PEPM
Workforce Timekeeper	\$3.85
Workforce Manager	Included
Workforce Employee	Included
Workforce Integration Manager	Included
Workforce Mobile Employee	Included
Workforce Mobile Manager	Included
Workforce Tablet	\$0.45
Workforce Enterprise Archive	\$0.70
Workforce Scheduler	\$1.13
Workforce Absence Manager	\$1.13
Workforce Human Resources	\$3.85
Workforce HR/Payroll Employee	Included
Workforce HR/Payroll Manager	Included
Workforce HR/Payroll Administrator	Included
Workforce Analytics for Healthcare	\$2.34

INCREMENTAL MODULES/CAPACITY ABOVE CONVERTED LICENSE COUNT

Billing Frequency: Annual in Advance

Applications	License Count	PEPM	Monthly Service Fee
Workforce Timekeeper	200	\$3.85	\$770.00
Workforce Manager	20	\$0.00	Included
Workforce Employee	200	\$0.00	Included
Workforce Integration Manager	200	\$0.00	Included
Workforce Mobile Employee	200	\$0.00	Included
Workforce Mobile Manager	20	\$0.00	Included
Workforce Enterprise Archive	200	\$0.70	\$140.00
Workforce Scheduler	150	\$1.13	\$169.50
Workforce Absence Manager	200	\$1.13	\$226.00
Workforce Human Resources	200	\$3.85	\$770.00
Workforce HR/Payroll Employee	200	\$0.00	Included
Workforce HR/Payroll Manager	20	\$0.00	Included
Workforce HR/Payroll Administrator	2	\$0.00	Included
Workforce Analytics - Core	200	\$0.00	\$0.00
Workforce Analytics for Healthcare	200	\$2.34	\$468.00
Total Monthly Application Fee			\$2,543.50

PURCHASED EQUIPMENT

Billing Frequency: Invoiced upon signature of the Order Form

Part # / Description	Quantity	Unit Price	Total Price
8609100-053 Kronos InTouch 9100 H4, Slim, HID Prox	2	\$3,650.75	\$7,301.50
8609110-011 Touch ID Option for H4 InTouch	2	\$666.26	\$1,332.52
Total Equipment Purchased Items			\$8,634.02

PURCHASED EQUIPMENT SUPPORT

Billing Frequency: Invoiced upon signature of the Order Form

Description	Duration	Total Price
Depot Exchange Support Service	1 Year	\$810.00
Total Equipment Purchased Support		\$810.00

PROFESSIONAL AND EDUCATIONAL SERVICES

Billing Frequency: Monthly in Arrears as Delivered

Professional Services Part # / Description	Hours	Rate	Role	Total Price
9999002-SEV Pro Svcs WFC Upgrade to Cloud Hosting/SaaS Conversion	154	\$0.00	Project Manager	\$0.00
9999002-SEV Pro Svcs WFC Upgrade to Cloud Hosting/SaaS Conversion	136	\$0.00	Technology Consultant	\$0.00
9999002-SEV Pro Svcs WFC Upgrade to Cloud Hosting/SaaS Conversion	12	\$0.00	Integration Consultant	\$0.00
9999002-SEV Pro Svcs WFC Upgrade to Cloud Hosting/SaaS Conversion	88	\$0.00	Solution Consultant	\$0.00
9990002-ONL Paragon Online Remote Team	112	\$215.00	Technology Consultant	\$24,080.00
9990003-ONL Paragon Online HRMS Remote Team	50	\$180.00	Integration Consultant	\$9,000.00
9990003-ONL Paragon Online HRMS Remote Team	14	\$215.00	Technology Consultant	\$3,010.00
9990030-PRO Labor Analytics Implementation	188	\$200.00	Analytics Consultant	\$37,600.00
9990030-PRO Labor Analytics Implementation	96	\$200.00	Management Consultant	\$19,200.00
9990002-ONL Paragon Online Remote Team	16	\$180.00	Solution Consultant	\$2,880.00
9990002-ONL Paragon Online Remote Team	24	\$180.00	Project Manager	\$4,320.00
9990002-HOS Paragon for Healthcare	150	\$190.00	Project Manager	\$28,500.00
9990003-HOS Paragon for Healthcare HRMS	150	\$190.00	Solution Consultant	\$28,500.00
9990002-HOS Paragon for Healthcare	450	\$190.00	Solution Consultant	\$85,500.00
9990030-PRO Labor Analytics Implementation	150	\$190.00	Analytics Consultant	\$28,500.00
Total Professional Services				\$271,090.00

CORE SMB PROFESSIONAL / EDUCATIONAL SERVICES

Billing Frequency: Invoiced Upon Execution of Order Form

Professional Services Part # / Description	Qty	Rate	Role	Total Price
9990005-SMB Additional Scheduling Unit/Group Bundle	3	\$12,000.00	Grouped	\$36,000.00
9990005-SMB Employee Self Scheduling	1	\$2,400.00	Grouped	\$2,400.00
9990005-SMB Workload Generator Configuration (Required for Healthcare Customers)	1	\$4,000.00	Grouped	\$4,000.00
9990005-SMB Volume Import	1	\$1,000.00	Grouped	\$1,000.00
9990005-SMB Onsite Assessment (plus Travel Expenses)	1	\$2,400.00	Grouped	\$2,400.00
9990004-SMB Implementation WFC SAAS SMB	1	\$30,000.00	Grouped	\$30,000.00
Total SMB Professional Services				\$75,800.00

Billing Frequency: Monthly in Arrears as Delivered

Training	Quantity	Unit Price	Total Price
BAYG-ILT Bill-As-You-Go Instructor Led Training	8,650	\$1.00	\$8,650.00
TRAINPTSSAASSMB Training Points WFC SaaS SMB	16,900	Included	Included
Total Training			\$8,650.00

MISCELLANEOUS PURCHASES

Billing Frequency: Invoiced upon signature of the Order Form

Part # / Description	Quantity	Unit Price	Total Price
8609002-001 NORTH AMERICA POWER KIT FOR EXTERNAL OUTLET	2	\$0.00	\$0.00
Total Miscellaneous Purchased Items			\$0.00

SUMMARY

Offering Types	Summary Total
Total Monthly Fee (Applications / Cloud Services / Equipment Rental)	\$17,841.08
Professional & Educational Fees (Time & Materials) & Core SMB Professional Services	\$355,540.00
Equipment Purchased & Support	\$9,444.02
Miscellaneous Purchased Items	\$0.00

Order Notes:

This order is made as part of a Kronos promotion. All pricing is discounted solely in connection with such promotion and will not be applied to future orders. Professional Services concessions valid only for version of Workforce Central Applications stated on this Order Form.

Customer agrees that in consideration of the foregoing and discounted pricing, and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, Customer is giving up its right to use Customer's existing Kronos Workforce Central software on a perpetual basis. Customer's existing Kronos Workforce Central software will remain in effect and subject to the license and maintenance agreement for such software for a period of ninety (90) days from signature of this document by both parties, at which time Customer's license in such software shall terminate. The Kronos Workforce Central Software as a Service Terms and Conditions as agreed upon by Customer and Kronos apply to the WFC Applications set forth on this order. As of the Billing Start Date, Kronos will credit any pre-paid but unused fees for support and maintenance for such perpetual software licenses to be applied against amounts owed by Customer to Kronos hereunder until such pre-paid but unused fees are expended.

Future capacity and capacity added above converted license counts will be added via the Timekeeper bundle, which includes: Workforce Timekeeper, Workforce Manager 1:10 Ratio, Workforce Employee, Workforce Integration Manager, Workforce Mobile Employee, Workforce Mobile Manager. The costs of any individual Application(s) included in the Timekeeper Bundle (i.e., Workforce Manager) will be set forth on a mutually agreed upon Order Form based on Kronos' then current list price.

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Natividad Medical Center

Signature:

Name:

Title:

Effective Date:

Kronos Incorporated

Signature:

Name:

Title:

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Total Miscellaneous Purchased Items			\$0.00

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Professional & Educational Fees (Time & Materials) & Core SMB Professional Services	\$355,540.00
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Miscellaneous Purchased Items	\$0.00

Order Notes:

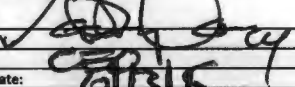
This order is made as part of a Kronos promotion. All pricing is discounted solely in connection with such promotion and will not be applied to future orders. Professional Services concessions valid only for version of Workforce Central Applications stated on this Order Form.

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Natividad Medical Center

Signature: 
 Name: _____
 Title: _____
 Effective Date: 01/31/18

Kronos Incorporated

Signature: 
 Name: Lauren Coffey
 Title: OM Specialist
 Effective Date: Jun 14 2018 2:50 PM
 cosign



Statement of Work for NATIVIDAD MEDICAL CENTER

Kronos Consulting Services

Sales Executive	Christopher Kearney
Author	Barton Pfeffer
Expiration Date	5/30/2018
Quote Number	2018-43315
Revision #	1
Opportunity ID	Opp-209166
Status	Approved
Customer SID	6083270

Overview

This Statement of Work ("SOW") provides an overview of the project including scope, approach, costs, and how the project will be managed. To support a successful implementation, the customer will provide the required internal project resources.

Project Objectives

Natividad Medical Center is requesting the following hours to be used for consulting. It is assumed that the upgrade to Workforce Central v8.1 will be completed before these hours are utilized.

- 150 hours for HR
- 150 hours for Workforce Attendance and Leave
- 150 hours for Workforce Timekeeper
- 150 hours for Workforce Analytics for Healthcare
- 150 hours for Workforce Scheduler

Project Management time is in addition to these buckets of time. 150 hours have been included. The scope of work for these hours is not defined. If additional Kronos hours are required to meet the needs of Natividad, a change order for additional Kronos hours will be required.

All Kronos assistance time must be scheduled in advance, in minimum 4 hour blocks and is not on an on-call basis. If a Kronos resource is scheduled for assistance and it is determined that the resource will not be needed, the standard Kronos Cancellation Policy will apply.

Services Investment Summary

This SOW represents a time and materials engagement. Travel expenses are not included and will be invoiced separately as incurred.

Service Type	
Professional Services	\$171,000.00
	\$171,000.00



Signatures and Approvals

SUBMITTED AND APPROVED BY KRONOS REPRESENTATIVE

By: _____

Date: 6/13/18 _____

Title: _____

This Statement of Work is subject to the NATIVIDAD MEDICAL CENTER's agreement with Kronos governing Professional and Education Services. By signing below, the authorized NATIVIDAD MEDICAL CENTER's representative agrees to purchase the services described herein.

ACCEPTED AND AGREED
NATIVIDAD MEDICAL CENTER

By: _____

Date: _____

Title: _____

NATIVIDAD MEDICAL CENTER may make necessary copies of this document for the sole purpose of facilitating internal evaluation and/or execution of proposed project. Otherwise, the document or any part thereof may not be reproduced in any form without the written permission of Kronos Incorporated. All rights reserved. Copyright 2018.



Signatures and Approvals

SUBMITTED AND APPROVED BY KRONOS REPRESENTATIVE

By: _____

Date: 6/13/18

Title: _____

This Statement of Work is subject to the NATIVIDAD MEDICAL CENTER's agreement with Kronos governing Professional and Education Services. By signing below, the authorized NATIVIDAD MEDICAL CENTER's representative agrees to purchase the services described herein.

ACCEPTED AND AGREED
NATIVIDAD MEDICAL CENTER

By: _____

Date: _____

Title: _____

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Statement of Work for NATIVIDAD MEDICAL CENTER

Implementation of Workforce Advanced Scheduler

Sales Executive	Christopher Kearney
Author	Anna Lisa Leal
Expiration Date	8/31/2018
Quote Number	2017-38986
Revision #	1
Opportunity ID	Opp-217238
Customer SID	6083270

1 SAAS/SMB FIXED SCOPE IMPLEMENTATION SERVICES

1.1 IMPLEMENTATION PROCESS, ROLES & RESPONSIBILITIES

Kronos Saas/SMB Fixed Scope implementations follow our Paragon methodology – an iterative, collaborative approach, driven by value and realized through collaboration. Paragon is bolstered by tools and techniques, such as configuration specific to your industry and region, Kronos process recommendations, dynamic documentation to ensure you're always up to date, and accelerated testing processes to ease the effort and improve the results of testing. The Paragon Project Lifecycle, and Roles & Responsibilities, are discussed in more detail in the attached document.



Paragon
Implementation Ove

1.2 WORKFORCE SCHEDULER

1.2.1 ESTIMATED DURATION

Project duration is expected to be ~20 weeks, based upon our experience with our customers and products. Depending upon the preparation and engagement of your organization, there may be opportunity to complete the project in a compressed duration. However, if project resources are unprepared or unavailable, the duration of the project may need to be extended, increasing the budget required to successfully complete this scope of work. Requests for additional scope or activities outside of this planned project scope may be accommodated through the change process. In either of these circumstances, Kronos may issue a change order to ensure the appropriate budget is available. Kronos will deliver the scope of this project utilizing a blended approach. A blended approach combines onsite and remote resources. For this project, Kronos is estimating 7 onsite visits at mutually agreed upon points of the project timeline.

1.2.2 INCLUDED SERVICES

The following implementation services are included with this module:

Workforce Scheduler Core Scope	
Scheduling Groups (Base)	Assess and deploy up to 5 Different Scheduling Groups. A schedule group is a single schedule approach for a defined set of employees based on skills, census/shift based, or other qualifiers; typically 1 to 1 relationship with what would have been a paper schedule.
Modules Configured	Configuration of Workforce Scheduler and Organizational Maps with Call List functionality
Navigators	Standard Configuration of 1 Workforce Scheduler Navigator. Modification of Workforce Timekeeper Navigator, if applicable
Workforce Integration Manager – Person import adjustments	Modification to WIM Person Import to update scheduler-related Employee data attributes



1.2.3 A LA CARTE SERVICES

The following a la carte implementation services are available for additional purchase with this module. Where they have been purchased the implementation scope is defined as follows:

WF Scheduler - a la carte Options	
Additional Scheduling Unit/Group Bundle	Up to 15 <u>additional</u> Scheduling Units configured/deployed
Employee Self Scheduling	Add Employee Standard Self Scheduling (no custom)
Workload Generator Configuration	1 Workload Generator Configuration
Volume Import	1 Volume Import interface for Workload Generator as well as Skills and Certifications
Onsite Assessment	1 Centrally Conducted On-Site Requirements Assessment

Project Approach

Kronos implementations use an iterative approach - driven by value and realized through collaboration. This approach, focused on accelerated time to value, is bolstered by tools and techniques, such as set-up specific to industry and region, Kronos process recommendations, dynamic documentation, and accelerated testing processes. All project information is available online to allow project team members access to project status, contact information, issues log, test case tracking, training plan, etc. at any time.

The implementation will be completed in three iterative phases: Initiate, Collaborate, and Adopt.

Project Leadership

Kronos will provide guidance through the life cycle of the project and provide best practices to implement the solution. As the main point of contact, the Kronos Project Manager will partner with the customer project leadership to develop the project plan to ensure objectives are achieved. The Kronos Project Manager will also deliver a collaborative workspace, which will serve as the dashboard for all aspects of the progress of the implementation.

Initiate

This first phase of the project lays the foundation for the project.

During this phase, the Kronos team will work together with the customer team to review goals and success criteria and share project assumptions. Teams will set and understand expectations, share project plans and agree upon the process of working together. The Kronos team will gather information and establish baseline configuration according to recommendations by industry and refine to meet customer-specific policy and practice requirements. The Kronos Project Manager will also introduce the concepts of change management, testing, and end user education.

Once these items are complete, the Collaborate phase will begin.

Collaborate

As the project moves into Collaborate, both teams will partner to create the best solution for the customers' organization. Kronos will recommend practices and configuration based on industry and geography and fine tune those recommendations iteratively, to meet customer-specific needs and desired outcomes. This approach helps to define and refine the final solution. During this phase, the Kronos team will share the solution in action, which better allows informed decisions about the processes to be instituted. In turn, there is



a better understanding of the specific scenarios to include in testing and end user training. As the solution is being finalized, both teams will focus heavily on testing efforts to ensure that the solution is well-prepared for adoption.

The project transitions into acceptance testing leveraging the Accelerated Testing Process. Kronos will provide baseline standard test scripts while the customer-side team creates test scripts specific to the relevant use cases, integrations, and processes. The customer team will execute these scripts and record the result, reporting successes and issues. To maximize visibility into acceptance testing progress, the project teams will work collaboratively in the testing workspace which will provide up to date information and metrics on the status of testing.

Adopt

The final phase is Adopt – when both teams realize the outcomes of the previous phases. It is at this stage that the solution is measured against the goals and objectives this project set out to achieve. Here the goals, success criteria, change management, and risk management efforts culminate as both teams work collaboratively to deploy the solution to end users.

Kronos will oversee 1 deployment group(s). After which the Kronos project manager will transition the completed scope to Kronos Global Support for post-implementation support.

Project Team Responsibilities

Customer team participation is key to the success of the project. Early on, it is important to select a well-suited project team. Selecting the right project team and ensuring availability to work with various project team members and end users will ensure project success.

In the instance an organization is comprised of multiple businesses and/or locations, it will be important to select team members who are knowledgeable of the policies and practices utilized within each of those groups.

The information below will help with planning the team’s responsibilities and time commitments.

Roles/Responsibility	Executive Sponsor	Project Manager	Subject Matter Experts	Technical Experts
Overall success of the implementation	•	•		
Internal communications to endorse the project and prepare resources/end users for upcoming changes	•	•		
Completion of customer tasks and deliverables		•		
Schedules resources, mitigates risks, and works within the project schedule		•		
Gathers and defines business rules and policies		•	•	
Attends standard weekly or bi-weekly status meetings		•	•	•
Identifies and supplies interface/integration information		•	•	•



Roles/Responsibility	Executive Sponsor	Project Manager	Subject Matter Experts	Technical Experts
Attends all defined Kronos product training		•	•	
Helps create and execute test plans to ensure a successful implementation		•	•	
Provides network related information, helps configure Kronos clocks and any browser settings, if applicable		•		•
Attends important meetings including milestone meetings and phase reviews	•	•	•	•
Endorses the Kronos system to other managers/departments	•	•	•	•





Statement of Work for NATIVIDAD MEDICAL CENTER

WFC 8.1 Upgrade

Sales Executive	Christopher Kearney
Author	Barton Pfeffer
Expiration Date	5/29/2018
Quote Number	2018-43278
Revision #	1
Opportunity ID	Opp-209166
Status	Approved
Customer SID	6083270

Overview

This Statement of Work ("SOW") provides an overview of the project including scope, approach, costs, and how the project will be managed. To support a successful implementation, the customer will provide the required internal project resources.

Project Objectives

Upgrade Workforce Central and Analytics from version 7 to version 8.1 in the Kronos Professional Cloud.

Enterprise Archive replaces Record Manager and Natividad has an existing Archive environment to upgrade.

3 Days of on-site training are included for Analytics, with additional time to review the system configuration and prepare the training. There are 40 managers and 2 Finance employees to be trained.

Natividad has an existing KnowledgePass subscription that will be maintained for the upgrade project.

Proposed Solution

Module	Project Type
Workforce Timekeeper	Upgrade
Workforce Manager	Upgrade
Workforce Employee	Upgrade
Workforce Integration Manager	Upgrade
Workforce Mobile Manager	Upgrade
Workforce Mobile Employee	Upgrade
Workforce Tablet	Upgrade
Workforce Scheduler	Upgrade
Workforce Absence Manager	Upgrade
Kronos Enterprise Archive	Upgrade
Workforce Analytics for Healthcare	Upgrade
Workforce HR	Upgrade
Workforce Payroll	Upgrade
Workforce HR/Payroll Administrator	Upgrade
Workforce Manager HR/Payroll	Upgrade
Workforce Employee HR/Payroll	Upgrade
KSS Tool Full Time - Part Time Analysis Report	Upgrade



Project duration is expected to be 12 weeks, based upon our experience with our customers and products. Depending upon the preparation and engagement of your organization, there may be opportunity to complete the project in a compressed duration. However, if project resources are unprepared or unavailable, the duration of the project may need to be extended, increasing the budget required to successfully complete this scope of work. Requests for additional scope or activities outside of this planned project scope may be accommodated through the change process. In this circumstance, Kronos may issue a change order to ensure the appropriate budget is available.

Kronos will deliver the scope of this project utilizing a blended approach.



Instructor Led Training

Kronos Instructor Led Training is purchased as Training Points. Training Points allow you to budget for training with the flexibility to adjust your plan during implementation.

Core Team training will help your key functional and technical users to make informed solution design, configuration decisions and provide core product knowledge.

Module	Description
Workforce Timekeeper	Public instructor led training for 2

Application Administrator training will prepare you to perform daily and periodic system administration tasks. This training may require pre-requisite knowledge of the core solution functionality.

Module	Description
Workforce Timekeeper	Public instructor led training for 1

Train-the-Trainer Programs prepares internal training teams to deliver user training to managers, supervisors and employees.

Module	Description
Workforce Timekeeper	Public instructor led training for 1
Workforce Scheduler for HC	Public instructor led training for 1
Workforce Attendance	Public instructor led training for 1



Project Approach

The project team will collaborate to establish a project plan with tasks, responsibilities, and milestone dates and provide the foundation for project control. Kronos will complete an environment readiness review with your project team resources to ensure the server environment is available and pre-requisites have been installed. Kronos will perform test upgrade, deploy interfaces and complete validation testing of upgraded environment. Upon completion of customer user acceptance testing, Kronos will complete the upgrade to production.

Project Leadership

Kronos will provide guidance through the life cycle of the project and provide best practices to implement the solution. As the main point of contact, the Kronos Project Manager will partner with the customer project leadership to develop the project plan to ensure objectives are achieved. The Kronos Project Manager will also deliver a collaborative workspace, which will serve as the dashboard for all aspects of the progress of the implementation.

Solution Assumptions

Workforce Central

- 2 Workforce Central environments included in this deployment
- Customer has a SQL Database
- The Authentication method will be Active Directory
- Upgrade existing archive data base and import into Enterprise Archive target data base
- 3 existing interfaces included
- 2 days of support added to assist with Navigators.

Workforce Timekeeper

- 2 Standard Timeclocks will be upgraded
- 2 Timeclocks with TouchID will be upgraded

Workforce HR

- 5 HR/PR Custom Reports
- 10 HR/PR Interfaces

Workforce PR

- 1 Custom Check to upgrade

Workforce Analytics

- Productivity is included
- LCM and VIP are not included
- 2 Workforce Analytics environments included
- 3 Days of Training included



Services Investment Detail

Professional Services by Product	
Project Leadership	\$27,720.00
Workforce Central	\$47,210.00
Workforce Analytics for Healthcare	\$60,080.00
Kronos Enterprise Archive	\$12,040.00
Navigator Support	\$2,880.00
Analytics Training	\$25,120.00
	\$175,050.00

Education Services	
KnowledgePass	Existing Subscription
Training Points	\$8,650.00
	\$8,650.00

Services Investment Summary

This SOW represents a time and materials engagement. Travel expenses are not included and will be invoiced separately as incurred.

Service Type	
Professional Services	\$175,050.00
Educational Services	\$8,650.00
Subtotal	\$183,700.00
SaaS Promotion*	\$(74,960.00)
Total	\$108,740.00

*Note: This includes promotional. The promotion ends June 30, 2018 at which time all rates will revert to those previously provided.



Signatures and Approvals

SUBMITTED AND APPROVED BY KRONOS REPRESENTATIVE

By: _____

Date: _____

Title: _____

This Statement of Work is subject to the NATIVIDAD MEDICAL CENTER's agreement with Kronos governing Professional and Education Services. By signing below, the authorized NATIVIDAD MEDICAL CENTER's representative agrees to purchase the services described herein.

ACCEPTED AND AGREED
NATIVIDAD MEDICAL CENTER

By: _____

Date: _____


Title: _____

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Signatures and Approvals

SUBMITTED AND APPROVED BY KRONOS REPRESENTATIVE

By:  Barton Pfeffer
Jun 15 2018 10:01 AM
cosgr Date: 6/13/18

Title: CEO

This Statement of Work is subject to the NATIVIDAD MEDICAL CENTER's agreement with Kronos governing Professional and Education Services. By signing below, the authorized NATIVIDAD MEDICAL CENTER's representative agrees to purchase the services described herein.

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NATIVIDAD MEDICAL CENTER

By: _____ Date: _____

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