

EXHIBIT A

SCOPE OF WORK

I. Location of Services

Monterey County Information Technology Department
1590 Moffett Street
Salinas, Ca 93905

II. Scope of Services

The Information Technology Department is working to implement a new Netmotion and Entrust 2-Factor Authentication solution for the mobile data computers (MDC's) used in County public safety patrol cars.

1. CONTRACTOR SHALL BE RESPONSIBLE FOR THE FOLLOWING

A. Phase 1, Pre-assembly of hardware components.

Factory staging of the hardware allows for pre-assembly of the system to verify connectivity, functionality and performance capabilities, and to identify and eliminate any system defects prior to on-site installation

CONTRACTOR shall complete the following during pre-assembly;

1. Setup and configure new servers including Operating System and Hardware Drivers
2. Test to ensure the successful installation of System and Network drivers
3. Configure SSL Certificates generated by the Entrust Server software
4. Set up and configure the Netmotion Wireless VPN software and Mobility settings
5. Configure integration between Netmotion Wireless VPN software and Entrust IdentityGuard.
6. Redeploy the Entrust Installation Software to allow for Two-Factor authentication to integrate with latest Active Directory version 2012.
7. Generate system profiles using Entrust Migration toolset and authorize machine information on the Entrust Server
8. Configure Primary and Fail-Over Server interface and communications on the updated Entrust installation.
9. Configure to allow Transfer of final Entrust Certificates to MDC machine once authorized by the Entrust Server.

B. Phase 2, On-Site Installation

CONTRACTOR shall complete the following during on-site installation

1. Configure and deploy Netmotion Wireless Servers and software in a production environment.
2. Deploy (2) two Entrust Identity Guard Servers utilizing the newer Active Directory 2012, which servers are licensed separately by Customer under another agreement.

3. Deploy up to (2) Entrust IdentityGuard Self Service Module(s), utilizing the newer Active Directory 2012, which modules are licensed separately by customer under another agreement.
4. Configure Entrust IdentityGuard Server Software for two-factor authentication using the default policy and group, while managing all forms of authentication and passing credentials to NetMotion Wireless server environment.
5. Verify the installed configuration using one non-administrator test user for FIRE and one for LAW.
6. Provide information on the basic operation of the solution.
7. Configure the selected repository for Entrust IdentityGuard.
8. Provide informal product familiarization training to County personnel.
9. Provide advice and consultation regarding deployment, user management, and authentication best practices.
10. Upon completing the installation, create an Installation Supplement document containing a high-level architecture overview and County of Monterey specific installation and configuration details.
11. Provide Project Management services for overall deployment management of this project.

B. Phase 3, Work to be performed remotely during preparation, installation and deployment. CONTRACTOR shall work remotely to perform the following during the installation:

1. Configure the NetMotion Wireless VPN environment
2. Configure Authentication Profiles between Entrust IdentityGuard and NetMotion Wireless VPN software.
3. Customize and/or brand the Entrust IdentityGuard Self-Service Module
4. Install and configure the solution in additional environments;
5. Install/configure hardware and/or operating systems
6. Install/configure supporting network components
7. Develop or customize any component or application
8. Develop and execute a formal test plan; and install and configure the database.
9. Provide detailed build documentation, operations guides, or customized documentation.
10. Set up and configure related settings pertaining to the Netmotion Wireless & Entrust Server Software and Network Access Policies defined by the on-site CAD-RMS software system.
11. Assist County with configuration setting necessary to ensure successful communication with the CAD/RMS System and the California Law Enforcement Telecommunications System (CLETS).
12. Coordinate with County's Project Manager to ensure coordination between CONTRACTOR and County responsibilities
13. Provide a technical documentation and network diagram at the completion of this project, that will serve as the foundation for the end-user training session.

C. Contractor will provide weekly project progress reports to County during the entire project to include the following:

1. Project overview
2. Activities scheduled in the current and next reporting period

3. Outstanding issues and action items
4. Project risks
5. Financial status

2. County shall be responsible for the following:

1. Determine a Project Manager and provide that information to Contractor.
2. Confirm the required hardware and software is obtained and deployed.
3. Confirm the first-factor authentication resource.
4. Determine which physical servers will host the Netmotion Wireless VPN software and the Entrust IdentityGuard server and repository.
5. Confirm the installation and configuration of hardware, operating system and networking of servers.
6. Configure the repository, including schemas
7. Implement all firewall rules. Test the connections between each box by attempting to Telnet on the appropriate ports.
8. Determine who will operate and support the system once it is deployed.
9. Ensure all appropriate staff will be available as needed and requested by Contractor Project Manager, leading up to and during the project.
10. Physical distribution of the two-factor authenticator (token), Netmotion Wireless client software, and/or Entrust IdentityGuard client software to end users where applicable.

III. Term of the Agreement

The term of this Agreement shall be from September 1, **2016 through December 31, 2017** unless sooner terminated pursuant to the terms of this Agreement.

IV. Payment Provisions

- a. For the services described in this Agreement, the maximum obligation of the County will be **\$ 117,187.50**. Payment will be made to the Contractor as each phase is completed to the County's satisfaction. Costs for this agreement are broken out as reflected in the table below:

Qty.	Description	Term	Cost
350	NetMotion Mobility-Windows Device License Includes: Policy Module, Analytics Module		\$78,750.00
1	NetMotion Additional Server		\$5,000.00
1	NetMotion Mobile Solutions Group-Sure Start		\$5,000.00
1	QPCS Professional Services for Deployment and Installation		\$7,500.00
1	1 Year of Mobility Premium Software Maintenance	2016-2017	\$20,937.50
	Total Cost of Agreement		\$117,187.50

- b. Invoices shall be mailed to:

County of Monterey Information Technology
1590 Moffett Street
Salinas, Ca. 93905
Attn: Accounts Payable