



## COUNTY OF MONTEREY - BOARD OF SUPERVISORS

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File #:	A 13-206	Name:	Kronos Renewal and Amendment #4
Type:	BoS Agreement	Status:	Consent Agenda
File created:	8/5/2013	In control:	Board of Supervisors
On agenda:	8/27/2013	Final action:	
Title:	Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Renewal and Amendment No. 4 to the Agreement (A-11065) with Kronos Incorporated for Software Installation, Licensing, Renewal, Updating, Upgrading, Training, Interfacing and Professional Services at NMC, extending the Agreement to June 30, 2014 and adding \$584,126.24 for a revised total Agreement amount not to exceed \$2,214,864.14 in the aggregate.		
Sponsors:	Sid Cato		
Attachments:	1. <a href="#">Kronos Cost Breakdown for Renewal &amp; Amendment #4</a> , 2. <a href="#">Kronos Renewal &amp; Amendment #4 (Full Version)</a> , 3. <a href="#">Kronos (Original Agreement)</a> , 4. <a href="#">Kronos Spend Sheet</a> , 5. <a href="#">Completed Board Order</a>		

[History \(0\)](#)
[Text](#)

### Title

Authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Renewal and Amendment No. 4 to the Agreement (A-11065) with Kronos Incorporated for Software Installation, Licensing, Renewal, Updating, Upgrading, Training, Interfacing and Professional Services at NMC, extending the Agreement to June 30, 2014 and adding \$584,126.24 for a revised total Agreement amount not to exceed \$2,214,864.14 in the aggregate.

### Report

It is recommended the Board of Supervisors authorize the Purchasing Manager for Natividad Medical Center (NMC) to execute Renewal and Amendment No. 4 to the Agreement (A-11065) with Kronos Incorporated for Software Installation, Licensing, Renewal, Updating, Upgrading, Training, Interfacing and Professional Services at NMC, extending the Agreement to June 30, 2014 and adding \$584,126.24 for a revised total Agreement amount not to exceed \$2,214,864.14 in the aggregate.

### SUMMARY/DISCUSSION:

The Board of Supervisors approved the NMC purchase of the Kronos Time & Attendance, Scheduler and Workforce Analytics (Application) on November 9, 2007 with an original agreement amount of \$558,000. This original Agreement was a result of the Request for Information (RFI) #10010. The Agreement included payment for initial Software Licensing and Support Services and Equipment. NMC purchased this Application to appropriately schedule staff, to capture and allocate all productive and non-productive time worked, and to provide managers with the tools necessary to assist them in meeting the hospital adopted productivity standards.

On June 8, 2010, NMC requested and obtained approval from the Board of Supervisors for Amendment No. 1 to the Agreement, adding \$56,000 for additional licenses and services, providing application oversight including but not limited to regular maintenance, license uploads, fix-it patches as well as software upgrades. At the time this amendment was approved NMC did not have the expertise in-house to provide such services. This Amendment No. 1 also increased the "not to exceed" amount of the Agreement to \$2,420,380 to allow for the additional costs of Hardware purchased from the vendor. However, the board report was unclear as to the increased "not to exceed" amount only identifying the additional \$56,000 of Software services.

On February 15, 2011, NMC requested and obtained approval from the Board of Supervisors for Amendment No. 2 to the Agreement, adding \$58,000 to purchase the Absenteeism & Leave Management Module of the Kronos Application.

This addition provides NMC management with additional resources to track each employee's □leave time□. Monitoring of these types of away times assists NMC in meeting the hospital's adopted productivity standards.

On March 27, 2012, NMC requested and obtained approval from the Board of Supervisors for Amendment No. 3 to the Agreement adding additional services and functionality to assist in monitoring productivity of hospital staff and to provide funds for annual maintenance costs associated with the Application. This Amendment No. 3 also reduced the total □not to exceed□ amount to \$1,630,737.90 making the correction to the □not to exceed□ amount for purchased hardware established in Amendment No. 1.

At this time NMC recommends approval of Renewal and Amendment No. 4 of the agreement to add services that include;

- Annual Software Maintenance, License Renewals
- Additional Software Licenses
- Kronos Cloud Services Database Management
- Existing Software Upgrade; Workforce v6.2 to Workforce v6.3
- Implementation of Workforce Analytics Solution (CORE) v6.3 (upgrade from previous VisionWare)
- Workforce Analytics for Healthcare Productivity (Advanced Reporting Software w/ MediTech Interface).
- 5 Kronos InTouch Electronic Time Clocks including Tax and Maintenance Services.

For a full cost breakdown of all services, equipment and taxes see Attachment A: *Kronos Cost Breakdown for Renewal & Amendment #4*.

OTHER AGENCY INVOLVEMENT:

County Counsel has reviewed and approved this Renewal and Amendment No. 4 as to legal form and risk provisions. The Auditor-Controller's Office has reviewed and approved this Renewal and Amendment No. 4 as to fiscal provisions. The Renewal and Amendment No. 4 has also been reviewed and approved by Natividad Medical Center's Board of Trustees.

FINANCING:

The cost for this Renewal and Amendment No. 4 is \$584,126.24 and is included in the Fiscal Year 2013/2014 Adopted Budget. There is no impact to the General Fund.

Prepared by: Janine Bouyea, HR Director, 783-2701

Approved by: Harry Weis, Chief Executive Officer, 783-2553

Attachments: Renewal and Amendment No. 4, Attachment A: *Kronos Cost Breakdown for Renewal & Amendment #4*, Original Agreement, Amendments 1, 2 and 3 and Spend Sheet.

Attachments on file with the Clerk to the Boards Office



## Monterey County

### Board Order

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

#### Agreement No.: A-11065

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

Authorized the Purchasing Manager for Natividad Medical Center (NMC) to execute Renewal and Amendment No. 4 to the Agreement (A-11065) with Kronos Incorporated for Software Installation, Licensing, Renewal, Updating, Upgrading, Training, Interfacing and Professional Services at NMC, extending the Agreement to June 30, 2014 and adding \$584,126.24 for a revised total Agreement amount not to exceed \$2,214,864.14 in the aggregate.

PASSED AND ADOPTED on this 27th day of August 2013, by the following vote, to wit:

AYES: Supervisors Armenta, Calcagno, Salinas and Parker

NOES: None

ABSENT: Supervisor Potter

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 76 for the meeting on August 27, 2013.

Dated: August 28, 2013  
File Number: A13-206

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

By *Denise Hancock*  
Deputy



**KRONOS Amendment #4 Cost Breakdown**

5/28/2013

Existing License Maintenance, Renewals & Education Services, 12-15- 12 thru 6-30-14	Software Support Services (Maintenance)	Mobile Promotion Support Services	Equipment Support Services (Maintenance)	Education Services	TOTALS
	\$136,776.79	\$1,829.70	\$12,498.25	\$3,573.41	\$154,678.15

Existing Additional Software Licenses and Maintenance, 7-1-13 thru 6-30-14	New Software Licenses	New Support Services (Maintenance)			
	\$71,100.00	\$19,113.24			\$90,213.24

Kronos Cloud Services/Database Management, 6-1-13 thru 6-30-14	Kronos Cloud Services/Database Management				
	\$30,940.00				\$30,940.00

System Upgrade, 7-1-13 thru 6-30-14	Workforce v6.3 Upgrade				
	\$35,200.00				\$35,200.00

"CORE" Basic Reporting Software and Advanced "Productivity" Reporting Software w/ MediTech Interface 7-1- 13 thru 6-30-14	Workforce Analytics Solution V6.3 and Workforce Analytics for Healthcare Productivity V6.3: Software	Workforce Analytics Solution V6.3 and Workforce Analytics for Healthcare Productivity V6.3: Support Services (Maintenance)	Professional & Educational Services		
	\$45,000.00	\$12,096.99	\$179,695.00		\$236,791.99

KRONOS Amendment #4 Cost Breakdown

5/28/2013

New Clocks including Maintenance, 7-1-13 thru 6-30-14	Equipment	Support Services (Maintenance; 1 Year)	TAXES Added below subtotal		
	\$22,927.50	\$2,025.00	-		\$24,952.50
Advanced Reporting Additional Licenses	New Software Licenses	New Support Services (Maintenance)			
	\$7,500.00	\$2,016.16			\$9,516.16

<b>SUBTOTAL</b>	<b>\$582,292.04</b>
<b>TAX</b>	<b>\$1,834.20</b>

<b>Total of All Services, Equipment and Tax</b>	<b>\$584,126.24</b>
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**RENEWAL AND AMENDMENT NO. 4  
TO AGREEMENT No. A-11065 / MYA348  
BETWEEN Kronos Inc. AND  
THE NATIVIDAD MEDICAL CENTER  
FOR**

**Kronos Workforce Suite Software, Licensing Software Support, Upgrades and Maintenance,  
Equipment Maintenance and Professional Services**

This Renewal and Amendment No. 4 to Agreement No. A-11065 / MYA348 ("Agreement"), dated November 20, 2007 is entered into by and between the County of Monterey, on behalf of Natividad Medical Center ("NMC"), and Kronos Incorporated (Contractor), with respect to the following:

**RECITALS**

**WHEREAS**, the County and Contractor amended the Agreement previously on April 1, 2010 via Amendment No. 1, on October 1, 2010 via Amendment No. 2, and on October 1, 2011 via Amendment No. 3; and

**WHEREAS**, the County and Contractor wish to amend the Agreement to extend the term end date to allow for existing services to continue and to add additional services requested by County; and

**WHEREAS**, the County and Contractor wish to amend the Agreement to increase the amount of the Agreement by \$584,126.24 because of the term extension and the amount payable for services rendered.

**AGREEMENT**

**NOW, THEREFORE**, the parties agree to amend the Agreement as follows:

1. The parties acknowledge that the Agreement No. assigned to this Agreement shall hereby include number "MYA348" as assigned by the County.
2. Amendment-4 to Exhibit 1, attached to this Renewal and Amendment No. 4, is hereby incorporated into Exhibit 1, Kronos Sales, Software License and Services Agreement. All references in the Agreement to Exhibit 1 shall be construed to refer to Amendment-4 to Exhibit 1.
3. The following language is incorporated into Section 1; *Payment and Delivery* of Exhibit 1; *The Kronos Sales, Software License and Services Agreement*: "*The total amount payable by County to Contractor under Agreement No. (MYA348) shall not exceed the total sum of \$2,214,864.14 for the full term of the Agreement.*"
4. Section 1.0; Term of Agreement, item 1.1, is amended to extend the term of the AGREEMENT through June 30, 2014.
5. Except as provided herein, all remaining terms, conditions and provisions of the Agreement and Amendment Nos. 1, 2, and 3, are unchanged and unaffected by this Amendment and shall continue in full force and effect as set forth in the Agreement.
6. A copy of this Amendment and all previous amendments shall be attached to the original Agreement (No. MYA348).
7. The effective date of this Amendment is December 5, 2012.

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

**Natividad Medical Center**

By: [Signature]  
Sid Cato, NMC Contracts Manager

Date: 8-27-13

By: [Signature]  
Harry Weis, NMC Chief Executive Officer

Date: 9/1/13

**APPROVED AS TO LEGAL PROVISIONS**

By: A.B.  
Anne Brauer  
Monterey County, Deputy County Counsel

Date: June 28, 2013

**APPROVED AS TO FISCAL PROVISIONS**

By: [Signature]  
Gary Giboney  
Monterey County Auditor/Controller's Office

Date: 7-1-13

**Contractor**

Contractor's Business Name\*\*\* (see instructions)

Signature of Chair, President, or Vice-President

Name and Title

Date:

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

Name and Title

Date:

**\*\*\*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 (two signatures required).

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 (two signatures required).

If CONTRACTOR is contracting in and individual capacity, the individual shall set forth the name of the business, if any and shall personally sign the Agreement (one signature required)



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

**Natividad Medical Center**

By: \_\_\_\_\_  
Sid Cato, NMC Contracts Manager

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

By: \_\_\_\_\_  
Harry Weis, NMC Chief Executive Officer

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

**APPROVED AS TO LEGAL PROVISIONS**

By: \_\_\_\_\_  
Anne Brauer  
Monterey County, Deputy County Counsel

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

**APPROVED AS TO FISCAL PROVISIONS**

By: \_\_\_\_\_  
Gary Giboney  
Monterey County Auditor/Controller's Office

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

**Contractor**

Kronos Incorporated  
Contractor's Business Name\*\*\* (see instructions)

\_\_\_\_\_  
Signature of Chair, President, or Vice-President

John O'Brien, Sr. Vice President, Sales  
Name and Title

Date: June 10, 2013

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

Alyce Moore, Assistant Secretary  
Name and Title

Date: June 10, 2013

**\*\*\*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 (two signatures required).

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 (two signatures required).

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 (one signature required)





LICENSE RENEWAL

## Support Services Quote

Page 1 of 4

**Payment Terms:** Net 30 Days  
**Currency:** USD  
**Customer PO Number:**

**Quote Type:** Renewal  
**Customer:** NATIVIDAD MEDICAL CENTER  
**Solution ID:** 6083270  
**Contract #:** 1178219 R06-AUG-12  
**Date:** 28-DEC-2012  
**Prepared by:** Yolanda Vaughn / West3

**Bill To:** NATIVIDAD MEDICAL CENTER  
1441 CONSTITUTION BLVD  
SALINAS CA 93906  
UNITED STATES

**Ship To:** NATIVIDAD MEDICAL CENTER  
1441 CONSTITUTION BLVD  
SALINAS CA 93906  
UNITED STATES

**Contact:** SID CATO  
**Email:** catosl@natividad.com

### CONTRACT SUMMARY

**Contract Period:** 05-DEC-2012 - 30-JUN-2014

Description	Support Services	Estimated Tax	Subtotal
Software Support Services	\$136,776.79	\$0.00	\$136,776.79
Mobile Promotion Support Services	\$1,829.70	\$0.00	\$1,829.70
Equipment Support Services	\$12,498.25	\$0.00	\$12,498.25
Educational Services	\$3,573.41	\$0.00	\$3,573.41
Total	\$154,678.15	\$0.00	\$154,678.15

**Annualized Contract Value:** \$104,661.67

The Annualized Contract Value is the value of the contract if all services are priced for 365 days. The Annualized Contract Value does not include estimated tax. Please note that this quote may include services priced for prorated periods.

### IMPORTANT NOTES

As per our prior letter and your Support Services Quote, the Workforce Mobile Software ("WF Mobile") has been added to your support contract and is included on this invoice. Payment of this invoice in full will constitute acceptance of the terms of the WF Mobile offer. By accepting this offer, you will receive a perpetual license to use WF Mobile and you agree that your use of WF Mobile will be governed by the software license between you and Kronos for the other Kronos software listed on this invoice. Support services will be governed by and continue to renew as provided in your software support services agreement with Kronos. This is a one-time only promotion and expires 30 days after your support services renewal start date. If you want to opt out of this offer, please send an email entitled "Opt Out" to MobileOptOut@kronos.com.

Support Services are subject to applicable taxes. The tax amount shown on this quote is only an estimate. The actual tax due will be reflected on the invoice.

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

Kronos Incorporated 297 Billerica Road Chelmsford, MA 01824 (800) 225-1561 (978) 250-9800 www.kronos.com





## Support Services Quote

Page 3 of 4

**Payment Terms:** Net 30 Days  
**Currency:** USD  
**Customer PO Number:**

**Quote Type:** Renewal  
**Customer:** NATIVIDAD MEDICAL CENTER  
**Solution ID:** 6083270  
**Contract #:** 1178219 R06-AUG-12  
**Date:** 28-DEC-2012  
**Prepared by:** Yolanda Vaughn / West3

**Bill To:** NATIVIDAD MEDICAL CENTER  
1441 CONSTITUTION BLVD  
SALINAS CA 93906  
UNITED STATES

**Ship To:** NATIVIDAD MEDICAL CENTER  
1441 CONSTITUTION BLVD  
SALINAS CA 93906  
UNITED STATES

**Contact:** SID CATO  
**Email:** catosl@natividad.com

### SOFTWARE SUPPORT SERVICES

Line	Support Service Level	Covered Product	License Count	Start Date	End Date	Duration (days)
1	Gold	VISION,M/U,WEB	1,250	05-DEC-2012	30-JUN-2014	573
2	Gold	WORKFORCE ABSENCE MANAGER V6	1,250	05-DEC-2012	30-JUN-2014	573
3	Gold	WORKFORCE ADMINISTRATOR HR/PR V6	5	05-DEC-2012	30-JUN-2014	573
4	Gold	WORKFORCE EMPLOYEE HR/PR V6	1,500	05-DEC-2012	30-JUN-2014	573
5	Gold	WORKFORCE EMPLOYEE V6	1,150	05-DEC-2012	30-JUN-2014	573
6	Gold	WORKFORCE HR V6	1,500	05-DEC-2012	30-JUN-2014	573
7	Gold	WORKFORCE INTEGRATION MANAGER V6	1,500	05-DEC-2012	30-JUN-2014	573
8	Gold	WORKFORCE MANAGER HR/PR V6	85	05-DEC-2012	30-JUN-2014	573
9	Gold	WORKFORCE MANAGER V6	85	05-DEC-2012	30-JUN-2014	573
10	Gold	WORKFORCE PAYROLL V6	1,250	05-DEC-2012	30-JUN-2014	573
11	Gold	WORKFORCE SCHEDULER V6	850	05-DEC-2012	30-JUN-2014	573
12	Gold	WORKFORCE TIMEKEEPER V6	1,500	05-DEC-2012	30-JUN-2014	573
13	Gold	WORKFORCE MANAGER V6	20	03-AUG-2013	30-JUN-2014	332

	Support Services	Estimated Tax	Subtotal
Software Support Services	\$136,776.79	\$0.00	\$136,776.79

### MOBILE PROMOTION SUPPORT SERVICES

Line	Support Service Level	Covered Product	License Count	Start Date	End Date	Duration (days)
1	Gold	WORKFORCE MOBILE EMPLOYEE V6	1,500	01-JUL-2013	30-JUN-2014	365
2	Gold	WORKFORCE MOBILE MANAGER V6	105	01-JUL-2013	30-JUN-2014	365

	Support Services	Estimated Tax	Subtotal
Mobile Promotion Support Services	\$1,829.70	\$0.00	\$1,829.70

### EQUIPMENT SUPPORT SERVICES

Line	Support Service Level	Covered Product	Quantity	Start Date	End Date	Duration (days)
1	Depot Exchange	Data Collection: 4000	17	05-DEC-2012	30-JUN-2014	573
2	Depot Exchange	Data Collection: InTouch	4	17-JUL-2013	30-JUN-2014	349
3	Depot Exchange	Options: InTouch	4	17-JUL-2013	30-JUN-2014	349
4	Depot Exchange	Data Collection: InTouch	15	25-DEC-2013	30-JUN-2014	188

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## Support Services Quote

Page 4 of 4

Line	Support Service Level	Covered Product	Quantity	Start Date	End Date	Duration (days)
5	Depot Exchange	Options: InTouch	15	25-DEC-2013	30-JUN-2014	188

Support Services	Estimated Tax	Subtotal
Equipment Support Services	\$12,498.25	\$0.00
		\$12,498.25

### EDUCATIONAL SERVICES

Line	Support Service Level	Covered Product	License Count	Start Date	End Date	Duration (days)
1	Ed Services Subscription	KNOWLEDGE PASS		05-DEC-2012	30-JUN-2014	573

Support Services	Estimated Tax	Subtotal
Educational Services	\$3,573.41	\$0.00
		\$3,573.41

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EXISTING ADDITIONAL LICENSES

## ORDER FORM

Quote#: 322783 - 1  
Expires: 14-JUN-2013  
Prepared By: Hood, Edward Doug

Order Type: Upgrade US  
Date: 23-MAY-2013  
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:** REQUIRED

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

### Order Notes:

This order is subject to the terms and conditions of that certain Sales, Software License and Services Agreement between Kronos and Customer dated 11-20-2007, as Amended by Amendment No. 1 with an effective date of 4-1-2010, and as further amended by Amendment No. 2 with effective date of 10-1-2010, and as further amended by Amendment No. 3 with an effective date of 10-1-2011.

Your Kronos solution includes:

### SOFTWARE

Item	License/Qty	Total Price
WORKFORCE TIMEKEEPER V6	250	
WORKFORCE EMPLOYEE V6	600	
WORKFORCE INTEGRATION MANAGER V6	250	
WORKFORCE HR V6	250	
WORKFORCE PAYROLL V6	250	
WORKFORCE ABSENCE MANAGER V6	250	
<b>Total Price</b>		<b>\$71,100.00</b>

### SUPPORT SERVICES

Item	Duration	Total Price
GOLD SUPPORT SERVICE	14 MON	\$19,113.24
<b>Total Price</b>		<b>\$19,113.24</b>

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

### QUOTE SUMMARY

Description	Total Price
Subtotal	\$90,213.24
Deposit	(\$0.00)
Tax	\$0.00
<b>Grand Total</b>	<b>\$90,213.24</b>

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Kronos Incorporated 297 Billerica Road Chelmsford, MA 01824 (800) 225-1561 (978) 250-9800 www.kronos.com





Quote#: 322783 - 1

Page: 2/2

**NATIVIDAD MEDICAL CENTER**

**Kronos Incorporated**

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

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

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

*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.*



## ORDER FORM

**Quote#:** 356827 - 1  
**Expires:** 14-JUN-2013  
**Prepared By:** Hood, Edward Doug

**Order Type:** Upgrade US  
**Date:** 23-MAY-2013  
**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:** REQUIRED

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

### Order Notes:

This order is subject to the terms and conditions of that certain Sales, Software License and Services Agreement between Kronos and Customer dated 11-20-2007, as Amended by Amendment No. 1 with an effective date of 4-1-2010, and as further amended by Amendment No. 2 with effective date of 10-1-2010, and as further amended by Amendment No. 3 with an effective date of 10-1-2011.

The Cloud Services on this Order Form which are identified as a "monthly fee" will be billed monthly to Customer at the monthly fixed rate identified on this Order Form for the time period (the "Initial Term") indicated in the applicable statement of work ("SOW") for such Cloud Services. Customer will pay the charges for these Cloud Services on the payment terms identified on this Order Form. These Cloud Services will be provided in accordance with the applicable SOW and will automatically renew for an additional term equivalent to the Initial Term identified in the SOW unless either party notifies the other party at least thirty (30) days prior to expiration of the then-current term. If these services are terminated prior to the expiration of the Initial Term for any reason other than Kronos' uncured breach, then Customer shall nonetheless be liable for all of the fees that Customer has committed to pay Kronos for delivery of these Services during the Initial Term.

Contact: Janine Bouyea  
bouyeaj@natividad.com  
(831) 783-2367

Item	Quantity	Total Price
DATABASE MANAGEMENT-M/F-8-5 UP TO 2,500 EE INCREMENTS MONTHLY FEE	13	\$15,470.00
DATABASE MANAGEMENT-M/F-8-5 UP TO 2,500 EE INCREMENTS MONTHLY FEE	13	\$15,470.00
<b>Total Price</b>		<b>\$30,940.00</b>

### QUOTE SUMMARY

Description	Total Price
Subtotal	\$30,940.00
Deposit	(\$0.00)
Tax	\$0.00
<b>Grand Total</b>	<b>\$30,940.00</b>

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

Kronos Incorporated 297 Billerica Road Chelmsford, MA 01824 (800) 225-1561 (978) 250-9800 [www.kronos.com](http://www.kronos.com)



Quote#: 326479 - 1

Page: 2/2

**NATIVIDAD MEDICAL CENTER**

**Kronos Incorporated**

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

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

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

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## ORDER FORM

**Quote#:** 365355 - 1  
**Expires:** 28-JUN-2013  
**Prepared By:** Hood, Edward Doug

**Order Type:** Upgrade US  
**Date:** 23-MAY-2013  
**Page:** 1/2

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

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

**Solution ID:** 6083270

**Contact:**  
**Email:**

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

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

### Order Notes:

This order is subject to the terms and conditions of that certain Sales, Software License and Services Agreement between Kronos and Customer dated 11-20-2007, as Amended by Amendment No. 1 with an effective date of 4-1-2010, and as further amended by Amendment No. 2 with effective date of 10-1-2010, and as further amended by Amendment No. 3 with an effective date of 10-1-2011.

Contacts: Chrissy Garza garzaic@natividad.com (831) 783-2702  
Janine Bouyea bouyeaJ@natividad.com

## PROFESSIONAL SERVICES / EDUCATIONAL SERVICES

Item	Quantity	Unit Price	Total Price
MOMENTUM FOR HEALTHCARE	70 Hours		\$14,000.00
Project Manager	30 Hours	\$200.00	
Application Consultant	40 Hours	\$200.00	
MOMENTUM FOR HEALTHCARE HRMS	106 Hours		\$21,200.00
Application Consultant	56 Hours	\$200.00	
Technology Consultant	50 Hours	\$200.00	
<b>Total Price</b>			<b>\$35,200.00</b>

## QUOTE SUMMARY

Description	Total Price
Subtotal	\$35,200.00
Deposit	(\$0.00)
Tax	\$0.00
<b>Grand Total</b>	<b>\$35,200.00</b>

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Quote#: 343227 - 1

Page: 2/2

**NATIVIDAD MEDICAL CENTER**

**Kronos Incorporated**

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

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

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

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## ORDER FORM

**Quote#:** 323428 - 1  
**Expires:** 14-JUN-2013  
**Prepared By:** Hood, Edward Doug

**Order Type:** Upgrade US  
**Date:** 23-MAY-2013  
**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:** REQUIRED

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

### Order Notes:

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Contacts: Chrissy Garza garzaic@natividad.com (831) 783-2702  
Janine Bouyea bouyeaj@natividad.com

Your Kronos solution includes:

### SOFTWARE

Item	License/Qty	Total Price
WORKFORCE ANALYTICS V6	1500	
WORKFORCE ANALYTICS FOR HEALTHCARE V6	1500	
<b>Total Price</b>		<b>\$45,000.00</b>

\*Includes applicable software media

### SUPPORT SERVICES

Item	Duration	Total Price
GOLD SUPPORT SERVICE	14 MON	\$12,096.99
<b>Total Price</b>		<b>\$12,096.99</b>

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

Item	Quantity	Unit Price	Total Price
MOMENTUM ONLINE REMOTE TEAM	74 Hours	\$185.00	\$13,690.00
	Project Manager 74 Hours	\$185.00	

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Quote#: 323428 - 1

Page: 2/2

**PROFESSIONAL SERVICES / EDUCATIONAL SERVICES**

Item	Quantity	Unit Price	Total Price
LABOR ANALYTICS IMPLEMENTATION	600 Hours		\$111,000.00
Analytics Consultant	82 Hours	\$185.00	
Analytics Consultant	212 Hours	\$185.00	
Management Consultant	306 Hours	\$185.00	
TRAINING POINTS	5000 Points		\$4,500.00
	2000 Points	\$0.90	
	3000 Points	\$0.90	
MOMENTUM FOR HEALTHCARE	273 Hours		\$50,505.00
Project Manager	184 Hours	\$185.00	
Technology Consultant	59 Hours	\$185.00	
Technology Consultant	30 Hours	\$185.00	
<b>Total Price</b>			<b>\$179,695.00</b>

**QUOTE SUMMARY**

Description	Total Price
Subtotal	\$236,791.99
Deposit	(\$0.00)
Tax	\$0.00
Grand Total	\$236,791.99

**NATIVIDAD MEDICAL CENTER**Signature: [Signature]Name: Henry WeissTitle: CEOEffective Date: 6/1/13**Kronos Incorporated**

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

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

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.

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NEW CLOCKS

## ORDER FORM

Quote#: 343227 - 1  
Expires: 14-JUN-2013  
Prepared By: Hood, Edward Doug

Order Type: Upgrade US  
Date: 23-MAY-2013  
Page: 1/2

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

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

**Solution ID:** 6083270

**Contact:**  
**Email:**

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

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

### Order Notes:

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Contacts: Chrissy Garza garzaic@natividad.com (831) 783-2702  
Janine Bouyea bouyeaJ@natividad.com

## EQUIPMENT

Item	Quantity	Total Price
KRONOS INTOUCH 9000,SLIM,HID PROX	5	\$19,327.50
NO POWER CORD (POE OR DIRECT AC WIRING),INTOUCH	5	\$0.00
TOUCH ID OPTION,INTOUCH	5	\$3,600.00
<b>Total Price</b>		<b>\$22,927.50</b>

## SUPPORT SERVICES

Item	Duration	Total Price
DEPOT EXCHANGE SUPPORT SERVICE	1 YR	\$2,025.00
<b>Total Price</b>		<b>\$2,025.00</b>

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

## QUOTE SUMMARY

Description	Total Price
Subtotal	\$24,952.50
Deposit	(\$0.00)
Tax	\$1,834.20
<b>Grand Total</b>	<b>\$26,786.70</b>

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ADVANCE PERMITTING ADMINISTRATION LICENSE

## ORDER FORM

Quote#: 326479 - 1  
Expires: 14-JUN-2013  
Prepared By: Hood, Edward Doug

Order Type: Upgrade US  
Date: 23-MAY-2013  
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:** REQUIRED

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

### Order Notes:

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Your Kronos solution includes:

### SOFTWARE

Item	License/Qty	Total Price
WORKFORCE ANALYTICS V6	250	
WORKFORCE ANALYTICS FOR HEALTHCARE V6	250	
	<b>Total Price</b>	<b>\$7,500.00</b>

### SUPPORT SERVICES

Item	Duration	Total Price
GOLD SUPPORT SERVICE	14 MON	\$2,016.16
	<b>Total Price</b>	<b>\$2,016.16</b>

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

### QUOTE SUMMARY

Description	Total Price
Subtotal	\$9,516.16
Deposit	(\$0.00)
Tax	\$0.00
<b>Grand Total</b>	<b>\$9,516.16</b>

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## Support Services Quote

Page 2 of 4

**NATIVIDAD MEDICAL CENTER**

**KRONOS INCORPORATED**

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

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

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

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