



**Contract Number**

21-77 A-1

**SAP Number**

4400016379

## Department of Behavioral Health

<b>Department Contract Representative</b>	Paul Lindenberg
<b>Telephone Number</b>	(909) 386-8264
<b>Contractor</b>	Echo Consulting Services of California, Inc.
<b>Contractor Representative</b>	Suki Norris
<b>Telephone Number</b>	(603) 447-8600 ext.1667
<b>Contract Term</b>	July 1, 2020 – June 30, 2022
<b>Original Contract Amount</b>	\$835,057
<b>Amendment Amount</b>	\$906,149
<b>Total Contract Amount</b>	\$1,741,206
<b>Cost Center</b>	

THIS AMENDMENT NO. 1 to Contract No. 21-77 is entered into in the State of California by and between the County of San Bernardino, hereinafter called the County, and Echo Consulting Services of California, Inc. referenced above, hereinafter called Contractor.

**IT IS HEREBY AGREED AS FOLLOWS:**

**WITNESSETH:**

IN THAT CERTAIN **Contract No. 21-77** by and between the County of San Bernardino, a political subdivision of the State of California, and Contractor for management information system services, which Contract first became effective July 1, 2020, the following changes are hereby made and agreed to, effective July 1, 2021:

I. ARTICLE VI, CONTRACT TERM is hereby amended to read as follows:

The initial contract period shall begin July 1, 2020, and continue through June 30, 2022 inclusive. The County may, but is not obligated to, extend awarded contract(s) for up to three (3) additional one-year periods contingent on the availability of funds and Contractor performance. ECHO shall provide County with new annual rates at least 120 days prior to the end of any annual term.

II. ARTICLE VII, CONTRACT MAXIMUM is hereby amended to read as follows:

- A. The contract amendment amount of \$906,149 shall increase the total contract amount from \$835,057 to \$1,741,206 for the contract term.
- B. This amendment hereby adds Exhibit A-1 – Proposed Fee Schedule for fiscal year 2021-22. All previously approved Exhibit A remain in effect.

III. All other terms, conditions and covenants in the Contract remain in full force and effect.

This Agreement may be executed in any number of counterparts, each of which so executed shall be deemed to be an original, and such counterparts shall together constitute one and the same Agreement. The parties shall be entitled to sign and transmit an electronic signature of this Agreement (whether by facsimile, PDF or other email transmission), which signature shall be binding on the party whose name is contained therein. Each party providing an electronic signature agrees to promptly execute and deliver to the other party an original signed Agreement upon request.

COUNTY OF SAN BERNARDINO

►   
Curt Hagman, Chairman, Board of Supervisors

Dated: MAY 18 2021

SIGNED AND CERTIFIED THAT A COPY OF THIS DOCUMENT HAS BEEN DELIVERED TO THE CHAIRMAN OF THE BOARD

By 

Lynna Monell  
Clerk of the Board of Supervisors  
of the County of San Bernardino

Deputy

**FOR COUNTY USE ONLY**

Approved as to Legal Form

►   
Bonnie Uphold, Deputy County Counsel

Date 4-21-21

Reviewed for Contract Compliance

DocuSigned by:

►   
Natalie Kessie

Natalie Kessie, Contracts Manager

Date 4/26/2021

Reviewed/Approved by Department

DocuSigned by:

►   
Veronica Kelley

Veronica Kelley, Director

Date 4/26/2021

ECHO Consulting Services of California, Inc.

(Print or type name of corporation, company, contractor, etc.)

DocuSigned by:

By 

65DCF14C699240...  
(Authorized signature - sign in blue ink)

Name Tracy E Orlando

(Print or type name of person signing contract)

Title VP of Contract Mgmt & Compliance

(Print or Type)

Dated: 4/22/2021

Address PO Box 2150  
15 Washington Street  
Conway, NH 03818

## Exhibit A-1 – Proposed Fee Schedule FY 21/22

### San Bernardino:

#### Echo Products:

	FY21/22 Annual Total (Monthly Payments)	FY21/22 Annual Total (Quarterly Payments)	FY21/22 Annual Total (Annual Payment)
MHS Maintenance	\$ 392,177.69	\$ 352,959.92	\$ 337,272.80
DAS Maintenance	122,175.39	109,957.87	105,070.85
MH Appoint Sched Maint	32,535.85	29,282.25	27,980.84
DAS Appoint Sched Maint	7,630.59	6,867.52	6,562.30
Network Fee EDI	64,307.31	57,876.57	55,304.30
cCura3- Integration Maintenance	199,849.35	179,864.39	171,870.44
EDS Maintenance Fee	50,223.23	45,200.91	43,191.97
<b>SUB TOTAL</b>	<b>\$ 868,899.40</b>	<b>\$ 782,009.44</b>	<b>\$ 747,253.49</b>

#### 3rd Party Products\*:

Phone Charges	11,139.40	11,139.40	11,139.40
Data Junction Lite Engine Maintenance	500.00	500.00	500.00
<b>SUB TOTAL</b>	<b>\$ 11,639.40</b>	<b>\$ 11,639.40</b>	<b>\$ 11,639.40</b>

#### TOTAL

<b>\$ 880,538.80</b>	<b>\$ 793,648.83</b>	<b>\$ 758,892.89</b>
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#### Quarterly Prepayment Option:

<b>\$ 793,648.83</b>
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Reflects a 10% discount on all Echo products.

Prepayments must be postmarked by the 15th of the month preceding the applicable quarter or payment option reverts to monthly schedule. If there is a conflict in any terms between this fee schedule and the original maintenance agreement, the terms of this fee schedule take precedence.

#### Annual Pre-Payment Option:

<b>\$ 758,892.89</b>
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Reflects a 14% discount on all Echo products.

Prepayments must be made within 60 days of receipt of invoice or option reverts to monthly schedule. If there is a conflict in any terms between this fee schedule and the original maintenance agreement, the terms of this fee schedule take precedence.

\* 3rd Party Products are projections based on historical data.

Actual rates may be lower or higher.

The above fees do not include training or any other additional charges.

Travel will be billed in accordance with allowable County travel rates and terms and must be authorized by County prior to travel by Contractor.

#### Optional:

Technical Support	225/hr	200 hrs	45,000.00
Network Consultation	225/hr		
Data Analysis	225/hr	200 hrs	45,000.00
System Operations Support	225/hr	100 hrs	22,500.00
Training	1800/day		
Custom Enhancement/Product Development	225/hr		
<b>Total</b>		<b>500 hrs</b>	<b>112,500.00</b>

<b>Total Annual Fee FY 21/22 (Quarterly Prepayment Option)</b>	<b>906,148.83</b>
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