



Contract Number

21-77 A-1

SAP Number

4400016379

Department of Behavioral Health

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

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

ECHO Consulting Services of California, Inc.

►
Curt Hagman, Chairman, Board of Supervisors

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

By _____
(Authorized signature - sign in blue ink)

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

Name _____
(Print or type name of person signing contract)

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

Title _____
(Print or Type)

By _____
Deputy

Dated: _____

Address _____

FOR COUNTY USE ONLY

Approved as to Legal Form

Reviewed for Contract Compliance

Reviewed/Approved by Department

►
Bonnie Uphold, Deputy County Counsel

►
Natalie Kessee, Contracts Manager

►
Veronica Kelley, Director

Date _____

Date _____

Date _____

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

	FY21/22 Annual Total (Monthly Payments)	FY21/22 Annual Total (Quarterly Payments)	FY21/22 Annual Total (Annual Payment)
San Bernardino:			
Echo Products:			
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
SUB TOTAL	\$ 868,899.40	\$ 782,009.44	\$ 747,253.49
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
SUB TOTAL	\$ 11,639.40	\$ 11,639.40	\$ 11,639.40
TOTAL	\$ 880,538.80	\$ 793,648.83	\$ 758,892.89

Quarterly Prepayment Option:

\$ 793,648.83

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:

\$ 758,892.89

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		
Total		500 hrs	112,500.00

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