



County of Santa Clara

Office of the County Executive
Procurement Department
2310 N. First Street, Suite 201
San Jose, CA 95131-1040

Telephone 408-491-7400 • Fax 408-491-7496

FIRST AMENDMENT TO AGREEMENT 5500002793 BY AND BETWEEN THE COUNTY OF SANTA CLARA AND ALERE INFORMATICS

This is the **First** Amendment to the Agreement between the County of Santa Clara (County) and **Alere Informatics** (CONTRACTOR) entered into on January 10, 2017 to provide Software License and Support for the County.

This Agreement is amended as follows effective April 10, 2017:

1. Key Provision, **TOTAL AGREEMENT VALUE**, on page 2 of **AGREEMENT**, is revised to read: "CONTRACTOR is entitled to reimbursement for actual allowable expenditures subject to the provisions of this Agreement, not to exceed **\$235,000** which represents an increase of **\$35,000** from the prior not to exceed (NTE) amount of **\$200,000**."
2. Add Exhibit **B1/Price Summary and Compensation Plan for Acciriva Oximeter ITC Avox**, attached hereto and incorporated herein by this reference.

All other terms and conditions of the Agreement remain in full force and effect. In the event of a conflict between the original Agreement and this Amendment, this Amendment controls.

Prepared and administered by: **Anu Ethiraj** at 408-491-7431 or **Anu.Ethiraj@prc.sccgov.org**

The Agreement as amended constitutes the entire agreement of the parties concerning the subject matter herein and supersedes all prior oral and written agreements, representations and understandings concerning such subject matter.

By signing below, signatory warrants and represents that he/she executed this Amendment in his/her authorized capacity, that he/she has the authority to bind the entity listed below to contractual obligations and that by his/her signature on this Amendment, the entity on behalf of which he/she acted, executed this Amendment.

COUNTY OF SANTA CLARA


Long Zhang
Procurement Manager

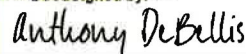
4/11/17
Date


Jenti Vandertuig
Director of Procurement

4/11/17
Date

ALERE INFORMATICS

By:


Anthony DeBellis

Print:

C47D65B9A26C4DC
Anthony DeBellis

Title:

VP, Sales & Operations

Date:

4/8/2017

Attachments: Exhibit B1- Price Summary and Compensation Plan for Acciriva Oximeter ITC Avox

First Amendment to Agreement 5500002793
Between the County of Santa Clara and Alere Informatics

Board of Supervisors: Mike Wasserman, Cindy Chavez, Dave Cortese, Ken Yeager, S. Joseph Simitian
County Executive: Jeffrey V. Smith

**Exhibit B1-
Price Summary and Compensation Plan for Accirva Oximeter ITC Avox**

ACCRIVA OXIMETER ITC AVOX 1000e & 4000

Description	QTY -	Year 1 January 9, 2018	Year 2 January 10, 2018 - January 9, 2019	Year 3 January 10, 2019 - January 9, 2020	Year 4 January 10, 2020 - January 9, 2021	Year 5 January 10, 2021 - January 9, 2022
Accirva Diagnostics Blood Oximeter ITC Avox 1000e & 4000 *includes 3 hospital sites per full module charge- Annual Fee	1	\$7,600.00	\$7,600.00	\$7,600.00	\$7,600.00	\$7,600.00
RALS-WEB3 Browser Based Remote Access Annual Fee	1	Included with Module	Included with Module	Included with Module	Included with Module	Included with Module
LIS HLS 7 Un-solicited Results Interface Annual Fee	1	Included with Module	Included with Module	Included with Module	Included with Module	Included with Module
Instrument Component Cost-Annual Fee	3	\$294.00	\$294.00	\$294.00	\$294.00	\$294.00
ANNUALIZED PAYMENT SCHEDULE FOR LICENSE TERM, NON-GLUCOSE MODULE FEE, AND INSTALLATION/TRAINING.						
Implementation Fee for Non-Glucose Module One Time Fee	5 YRS	\$4,776.00	N/A	N/A	N/A	N/A
License Fee	5 YRS	\$7,894.00	\$7,894.00	\$7,894.00	\$7,894.00	\$7,894.00
Discounts		(\$2,565.55)	(\$2,565.55)	(\$2,565.55)	(\$2,565.55)	(\$2,565.55)
TOTAL ANNUALIZED PAYMENTS		\$10,104.45	\$5,328.45	\$5,328.45	\$5,328.45	\$5,328.45
5 YEAR TOTAL						\$31,418.25



Charlottesville, VA
General Information: 1.888.971.7953
Customer Support: 1.877.627.7257
www.rals.com

Fax: 866-533-9071 Email: InformaticsSales@alere.com
2000 Holiday Drive, Suite 500, Charlottesville, VA 22901

Santa Clara Valley Medical Center

San Jose, CA

System Information

Product:	RALS-Web3	Quote #:	815-020704-017 B	Date:	February 27, 2017
Customer #	A#-00000947	Opportunity #:	O-091516 27508	AI Executive:	Mike McNamara
RCS #:	RCS-1879	AI Contract #:	00012361	RAM:	Beth Butler
LIS Vendor:		Project Start Date:		Fax #:	866-533-9071
VHOST Required:		Project Go Live Date:		Email:	InformaticsSales@alere.com

License Term Years: 5.00 Effective/Expire Date:

MODULE CHARGE

(*includes up to 3 sites per full module charge, if all 3 facilities are implemented within 90 days of the first facility go-live, web remote access capabilities, HL7 results interface, ADT in-hospital patient verification) **each additional facility add after initial 3 sites per full module charge will be at 1/3 of full price module fee

Device	QTY	Annual Pricing
Accriva Diagnostics Blood Oximeter ITC Avox 1000e & 4000	1	\$7,600.00
Meters / Instruments / Analyzers:	Non-Glucose	
Total number of Meters / Instruments / Analyzers:	1	\$294.00
System Support Model	Y	Incl. With Module
RALS-Web3 Browser Based Remote Access:		
# Hospitals Using Web:	1	Incl. With Module
Results Interface		
LIS HL7 Un-Solicited Results	1	(1) HL7 LIS INTF Incl. With Module*
ADT Interface (admit, discharge, transfer)		
ADT In-Hospital Patient Verification	1	(1) In Hospital ADT Incl. With Module**

*HL7 LIS INTF Incl. With Module if completed within 30 days of GO LIVE.
** Additional LIS and ADT Interfaces at extra cost (i.e. solicited vs. unsolicited results)

Module Charge and Interfacing SUB-TOTAL: \$7,894.00

LICENSE TERM COST AND DISCOUNTS

Total Annual License Cost Basis:	\$7,894.00	License Term Years: 5	
License Total (entire term, before discounts):			\$39,470.00
Less: 10% Discount for 5+ year Annualized Pay	Y		-\$3,947.00
		License Subtotal After Discount	\$35,523.00
Less: One Time Approved Customer Discount	Y		-\$8,880.75
		License Subtotal After Discount	\$26,642.25
LICENSE TOTAL (entire term after discounts):			\$26,642.25

IMPLEMENTATION *

Non-glucose Module Add Implementation Fee	Y	\$4,776.00
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*This quote is valid for work performed during normal business hours of Monday through Friday, 7AM – 7PM eastern time, excluding holidays. Additional fees apply for work performed outside these hours.

TOTAL IMPLEMENTATION: \$4,776.00

Total Contract Amount for License/Implementation/Training* \$31,418.25

* Plus Applicable Sales Tax (if non-applicable please submit Exemption Cert)

Annualized Payments Schedule

Year	Payor	Due:
One	Customer Pay	\$10,104.45
Two	Customer Pay	\$5,328.45
Three	Customer Pay	\$5,328.45
Four	Customer Pay	\$5,328.45
Five	Customer Pay	\$5,328.45

The supply of RALS for use by Customer is governed by the terms and conditions of the RALS Software System and Support Master Agreement. Please make all purchase orders out to Alere Informatics, Inc. Thank you.

The above offering of products, services and prices will remain in effect until: December 31, 2017

Santa Clara Valley Medical Center

Customer Signature: _____
Date: _____ Page 3 of 3

