



North Carolina Department of Public Safety

Purchasing and Logistics

Roy Cooper, Governor
Erik A. Hooks, Secretary

Cassandra Skinner Hoekstra, Chief Deputy Secretary
Douglas Holbrook, Chief Financial Officer
Joanne B. Rowland, Director

April 14, 2020

AMENDMENT NUMBER THREE (3)

State of North Carolina
Department of Public Safety
NC Office of Recovery and Resiliency (NCORR)

RFP No. 19-RFP-014530-WAX
Salesforce System of Record Management Services

This document shall amend **RFP No. 19-RFP-014530-WAX** (the "RFP", and collectively with the Vendor's response and all attachments thereto, and any addenda or amendment, the "Agreement") by and between Vertiba, LLC, d/b/a Publicis Sapient Salesforce Practice (the "Vendor") and the State of North Carolina, Department of Public Safety, Purchasing and Logistics (hereinafter referred to individually as "State") executed on May 6, 2019. Except as expressly provided in this Amendment, all terms and conditions of the Agreement shall remain in full force and effect. The Agreement is hereby amended as follows, to become effective upon signature of all parties.

This Amendment Three (3) and the prior Amendment Two (2) fully executed October 21, 2019 and Amendment (1) fully executed on July 17, 2019, the Agreement, the Request for Proposal (RFP), the Response, the BAFOs and all of its exhibits or attachments constitutes the entire agreement between the parties. Any defined terms used but not defined herein shall have the meanings set forth in the Agreement.

The Parties hereby amend the Agreement as follows:

Replace Cost table in the Amendment #2 with table below. This will increase the first year total of the Agreement from \$1,431,075 to \$1,617,990 an increase of \$186,915. The new total not to exceed amount shall be increased to \$4,476,069 from the Amendment #2 total of \$4,289,154.

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Update Cost Components of Year One

Role	Name	Hours per month	Hourly Rate	Price per Month	Annual Revenue	Months
Sr. Salesforce Consultant	Carol Matsumura	155	\$250.00	\$38,750.00	\$465,000.00	12
Salesforce Consultant (onsite)	Swati Grover	160	\$210.00	\$33,600.00	\$134,400.00	4
Salesforce Consultant (remote)	Matt Will	159	\$225.00	\$35,775.00	\$214,650.00	6
Project Coordinator/Scrum Master	Dorothea Hawksworth	121	\$180.00	\$21,780.00	\$152,460.00	7
Salesforce Solution Architect	Kirsten Lamphere	30	\$260.00	\$7,800.00	\$93,600.00	12
Salesforce Technical Architect (as needed)	Chad Kelly	1	\$260.00	\$260.00	\$3,120.00	12
Salesforce Developer (as needed)	Adam Blinderman	4	\$240.00	\$960.00	\$11,520.00	12
Support Lead	Peter Stedman	89	\$180.00	\$16,020.00	\$192,240.00	12
Salesforce Subject Matter Expert for CDBG-DR	Chris David	117	\$250.00	\$29,250.00	\$351,000.00	12
Totals					\$1,617,990	

The undersigned individuals below represent and acknowledge they have the corporate power and authority to bind Vertiba, LLC Publicis Sapient Salesforce Practice and the State of North Carolina Department of Public Safety, Purchasing and Logistics to the terms of this Amendment.

ACCEPTED AND AGREED TO:

**Vertiba LLC, Publicis Sapient
Salesforce Practice**

By: Lynn Lannin
lynn@vertiba.com

Name: Lynn Lannin

Title: State and Local Industry Lead

Date: 04/14/2020

**North Carolina Dept. of Public Safety
Purchasing and Logistics**

By: Sherri Garte

Name: Sherri Garte

Title: Purchasing & Contracting Director

Date: 4/14/2020