



# North Carolina Department of Public Safety

## Purchasing and Logistics

Roy Cooper, Governor  
Eddie M. Buffaloe, Jr., Secretary

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

April 29, 2022

### AMENDMENT NUMBER SEVEN (7)

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

This document shall amend Contract #19-RFP-014530-WAX for **Salesforce System of Record Management Services** (“Agreement”) by and between Sapient Corporation, dba Publicis Sapient successor in interest to Vertiba, LLC following the merger of Vertiba, LLC into Sapient Corporation (its parent company) as of March 31, 2021 and the State of North Carolina, Department of Public Safety, Office of Recovery and Resiliency (hereinafter referred to individually as “State” or “NCORR”). Except as provided in this Amendment, all terms and conditions of the original Agreement, including all previous Amendments, Responses, and all of its exhibits constitutes the entire agreement between the parties.

This Amendment exercises the **third 1-year renewal option**, increases the hourly rate per position, and increases the contract not-to-exceed amount. The contract term is now May 6, 2022 – **May 5, 2023**; two 1-year renewal options remain. The new contract not-to-exceed amount is **\$14,423,401**.

**Cost Components of Amendment 7 and the overall contract Not-to-Exceed (NTE) Amount are as follows:**

Classification of Personnel	Current Hourly Rate	New Hourly Rate	Estimated Hours of Effort Amendment #7	Estimated Price for Amendment #7
Salesforce Solution Architect	\$234.00	<b>\$241.00</b>	4,160	\$1,002,560
Salesforce Developer	\$216.00	<b>\$222.00</b>	As needed	\$0
Salesforce Subject Matter Expert for CDBG-DR	\$225.00	<b>\$225.00</b>	2,080	\$468,000
Senior Salesforce Consultant	\$210.00	<b>\$216.00</b>	8,320	\$1,797,120
Salesforce Consultant	\$202.50	<b>\$208.00</b>	12,480	\$2,595,840
Project Coordinator/Scrum Master	\$162.00	<b>\$167.00</b>	2,080	\$347,360
Support Lead	\$162.00	<b>\$167.00</b>	2,080	\$347,360
<b>Amendment #7 Not-to-Exceed Amount</b>				<b>\$6,558,240</b>
<b>Previous Contract Amount Not-to-Exceed Amount</b>				\$7,865,161
<b>NEW CONTRACT NOT-TO-EXCEED (NTE) AMOUNT</b>				<b>\$14,423,401</b>
Initial Agreement, Amendment #1, Amendment #2, Amendment #3 Amendment #4, Amendment #5, Amendment #6, Amendment #7				

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4227 Mail Service Center  
Raleigh, NC 27699-4200  
[www.ncdps.gov](http://www.ncdps.gov)



**OFFICE LOCATION:**  
3030 Hammond Business Place  
Raleigh, NC 27603-3666  
Telephone (919) 743-8141  
Fax (919)-715-3731

The undersigned individuals below represent and acknowledge they have the company power and authority to bind Sapient Corporation, dba Publicis Sapient and the State of North Carolina Department of Public Safety to the terms of this Amendment.

ACCEPTED AND AGREED TO:

**Sapient Corporation, dba Publicis Sapient**

By: 

Name: Ryan Walsh

Title: Regional CFO

Date: May 2, 2022

**North Carolina Department of Public Safety**

By: 

Name: Angie Dunaway

Title: NCORR Chief Procurement Officer

Date: May 4, 2022