

**ARLINGTON COUNTY, VIRGINIA  
AGREEMENT NO. 22-DTS-RFP-602  
AMENDMENT NUMBER 1**

This Amendment Number 1 is made on the date of execution by the County and amends Agreement Number 22-DTS-RFP-602 (“Main Agreement”) dated May 12, 2023 between Versivo, Inc. (“Contractor”) and the County Board of Arlington County, Virginia (“County”).

The County and the Contractor agree to amend the Main Agreement as follows:

- 1. PURSUANT TO CLAUSE 4. CONTRACT TERM, THIS AGREEMENT IS HEREBY RENEWED FROM MAY 17, 2024 TO MAY 16, 2025.**

All other terms and conditions of the Main Agreement remain in effect.

WITNESS these signatures:

THE COUNTY BOARD OF ARLINGTON  
COUNTY, VIRGINIA

VERSIVO, INC.

AUTHORIZED DocuSigned by:  
*Meloni Hurley*  
SIGNATURE: \_\_\_\_\_  
534895882496484...  
Meloni Hurley  
NAME: \_\_\_\_\_  
Assistant Purchasing Agent  
TITLE: \_\_\_\_\_  
4/8/2024  
DATE: \_\_\_\_\_

AUTHORIZED DocuSigned by:  
*BRETT THOMPSON*  
SIGNATURE: \_\_\_\_\_  
0461A6C751D0426...  
Brett Thompson  
NAME: \_\_\_\_\_  
President  
TITLE: \_\_\_\_\_  
4/5/2024  
DATE: \_\_\_\_\_

## EXHIBIT B CONTRACT PRICING

### Implementation Costs

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Contractor shall provide 1250 professional services hours, which includes services for the project planning, discovery, design, initial setup, configuration, solution testing support, data migration, and training for the Agenda Management implementation.

### OnBase Implementation Services

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The following table provides the breakdown of costs for the Electronic Agenda Management implementation, excluding training services.

Product Name	Module Code	Quantity	Unit	Total
Project Manager	Project Manager	175	\$159.30	\$27,877.50
Technical Architect	Technical Architect	75	\$153.00	\$11,475.00
OnBase Subject Matter Expert	OnBase Subject Matter Expert	500	\$148.50	\$74,250.00
Business Analyst	Business Analyst	500	\$125.10	\$62,550.00
			<b>Total</b>	<b>\$176,152.50</b>

## Training Services

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The following table provides the breakdown of costs for training services associated with the Electronic Agenda Management implementation.

Product Name	Module Code	Quantity	Unit	Total
Project Manager	Project Manager	20	\$159.30	\$3,186.00
Technical Architect	Technical Architect	20	\$153.00	\$3,060.00
OnBase Subject Matter Expert	OnBase Subject Matter Expert	40	\$148.50	\$5,940.00
Business Analyst	Business Analyst	40	\$125.10	\$5,004.00
			<b>Total</b>	<b>\$17,190.00</b>

## Standard Professional Services Rates

The following Rate Sheet details Contractor's Standard Labor Categories and corresponding Time & Material rates by calendar year for 2022 to 2025.

Contractor shall use these Time & Material rates to invoice County for work if a Statement of Work does not exist for a billable task.

Position Title	Type	2022	2023	2024	2025
<b>Project Director</b>	Per hour	\$180.90	\$185.40	\$189.90	\$194.40
<b>Project Manager</b>	Per hour	\$159.30	\$162.90	\$167.40	\$171.90
<b>Technical Architect</b>	Per hour	\$153.00	\$156.60	\$160.20	\$163.80
<b>OnBase Subject Matter Expert</b>	Per hour	\$148.50	\$152.10	\$155.70	\$159.30
<b>Versiform Subject Matter Expert</b>	Per hour	\$148.50	\$152.10	\$155.70	\$159.30
<b>Sr. Business Analyst</b>	Per hour	\$148.50	\$152.10	\$155.70	\$159.30
<b>Sr. Developer</b>	Per hour	\$148.50	\$152.10	\$155.70	\$159.30
<b>IT Infrastructure Engineer</b>	Per hour	\$148.50	\$152.10	\$155.70	\$159.30
<b>Developer</b>	Per hour	\$125.10	\$127.80	\$131.40	\$135.00
<b>Business Analyst</b>	Per hour	\$125.10	\$127.80	\$131.40	\$135.00
<b>Technical Analyst</b>	Per hour	\$125.10	\$127.80	\$131.40	\$135.00
<b>Partner Subject Matter Expert (Sub)</b>	Per Hour	\$234.00	\$241.20	\$248.40	\$255.60
<b>Priority / After Hours Support Analyst</b>	Per Hour	\$200.00	\$200.00	\$200.00	\$200.00

**Note:** The Labor Rates in the above table represent a 10% discount from Contractor's standard rates.

## Software License & Annual Maintenance

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The following table provides the required OnBase software modules to be added to the County's existing OnBase solution for the proposed implementation.

Product Name	Module Code	Quantity	Unit	Total
Agenda To Go	ATGIPI1	1	\$5,000.00	\$5,000.00
Agenda Voting	AVTIPI1	1	\$15,000.00	\$15,000.00
Integration for YouTube for Meeting Video	YOUIPI1	1	\$20,000.00	\$20,000.00
Annual OnBase Maintenance <i>Priced for 12 months, will be prorated to 12/31 annual renewal.</i>	OB_MAINT	1	\$8,000.00	\$8,000.00
<b>Total</b>				<b>\$48,000.00</b>

**Note:** OnBase Maintenance is subject to an annual increase per then-current pricing policy for the relevant schedule or Customer-specific contract.

The following table provides Contractor pricing for the Agenda Management Support Program, along with hourly rates for support that extends beyond the 100 hours included with the program.

Product Name	Module Code	Quantity	Unit	Total
Meeting Support – 100 hours	VMS-100	1	\$18,000 / year	\$18,000
Meeting Support – Additional hour	VMS-1	0	\$200 / hour	\$0
<b>Total</b>				<b>\$18,000</b>

## Hardware Costs

The following table lists the recommended hardware encoder for the OnBase Agenda Media solution. The County has the option to provide this hardware through a third party, if desired.

Product Name	Module Code	Quantity	Unit	Total
Matrox Monarch HDX streaming video encoder (Includes 2 year manufacturer warranty)	MHDX/I	2	\$1,395.00	\$2,790.00
<b>Total</b>				<b>\$2,790.00</b>

## Pricing Sheet

Line Item	Description	Year 1	Year 2	Year 3	Year 4	Year 5	TOTAL
1	Implementation and set-up cost or hosting fees	\$176,152.50	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$176,152.50</b>
2	License fee	\$40,000.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$40,000.00</b>
3	Itemized customization	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
4	Maintenance and technical support	\$26,000.00	\$26,660.00 **	\$27,245.00 **	\$27,938.38 **	\$28,638.75 **	<b>\$136,482.13</b>
5	Training	\$17,190.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$17,190.00</b>
6	Hardware, if any	\$2,790.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$2,790.00</b>
7	Cost to add additional users	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
8	Other (please specify and include back-up documentation, if necessary)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	<b>\$0.00</b>
							<b>\$372,614.63</b>

\*\* Estimated