

YOLO COUNTY AGREEMENT NO. _____

(2nd Amendment to Agreement No. 18-244 with Sherpa Government Solutions, relating to Budget Management Software Services, to increase the Maximum Compensation and extend the Term)

THIS SECOND AMENDMENT to Agreement No 18-244 is made and entered into as of this 24th day of October, 2023, by and between the County of Yolo, a political subdivision of the State of California (“County”), and Sherpa Government Solutions, a limited liability corporation (“Contractor”).

RECITALS

WHEREAS, on or about 6th day of November, 2018, the parties entered into an agreement for Contractor to provide Budget Management Software services to the County (Yolo County Agreement No. 18-244); and

WHEREAS, the County recently completed a transition to Infor CloudSuite which required development of a new general ledger hierarchy and the Sherpa Budgeting Solution used for the annual budget process requires a corresponding update as well as an extension of the original five-year maintenance period; and

WHEREAS, the parties wish to again amend Agreement No. 18-244 to increase the maximum compensation and extend its term;

NOW, THEREFORE, IT IS HEREBY AGREED AS FOLLOWS:

AGREEMENT

1. Paragraph III. A of Agreement No. 18-244 is hereby amended to read as follows:

III. COMPENSATION

A. For the services described in Paragraph I above, and subject to the condition that the services have been completed in a manner satisfactory to the Director or his/her designee, Contractor shall be compensated as specified in Exhibits A and B.

Provided, however, that the total amount of compensation for the services required by this Agreement shall not exceed one million, twenty-nine thousand, nine hundred eighteen dollars (\$1,029,918).

2. Paragraph IX. A of Agreement No. 18-244, is hereby amended to read as follows:

IX. TERM AND TERMINATION

A. The term of this Agreement shall be from November 6, 2018, through November 30, 2028, unless sooner terminated as hereinafter provided

3. Except as specifically amended hereinabove, Agreement No. 18-244 shall remain in full force and effect according to its terms.

Sherpa Government Solutions

2990 Osceola Street
 Denver, CO 80212

SHERPA QUOTE: Chart of Accounts Conversion

Date	Services Performed By:	Services Performed For:
9/28/2023	Sherpa Government Solutions “Sherpa” 2990 Osceola Street Denver, CO 80212	Yolo County “County” 625 Court Street Woodland, CA 95695

Statement of Work

Yolo County is upgrading their financial and HR systems to Infor's CloudSuite Public Sector. As part of this upgrade, the chart of accounts is being transformed from an Accounting Unit basis to independent dimensions for Fund, Budget Unit and Cost Center. As Budget Formulation and Management (BFM) uses the Accounting Unit to infer a fund together with budget unit and cost center, the Chart of Accounts (COA) in BFM will need to be revised. As part of these revisions, the following will need to be completed:

1. All the historical actuals and budget chart of accounts will be converted into the new chart of accounts.
2. Budget forms used in BFM need to be adjusted to capture the fund separately from the cost center and the interface process to load actuals and positions/employee data needs to be adjusted to reflect these changes.
3. The reports used in BFM need to be updated to also reflect the new chart of accounts structure.

Deliverables

Sherpa will provide the following services to convert the County’s current BFM Production environment to accommodate these COA changes. This proposal assumes that the current fund + accounting unit used in BFM will map one to one; old fund to a single new fund and old accounting unit to a single new cost center.

Milestone	Deliverable	Deliverable Description
1	Fund	<ul style="list-style-type: none"> • Remove Fund as Reference Field on Accounting Unit* • Load new funds <ul style="list-style-type: none"> ○ Exclude Investment Trust Funds but include Component Unit Funds

Milestone	Deliverable	Deliverable Description	
		<ul style="list-style-type: none"> • Retain existing Attributes: <ul style="list-style-type: none"> ○ Fund Type, Add New COA Identifier ○ Category, Add New COA Identifier ○ Countywide Indicator ○ Special Districts ○ ISF/Enterprise Service Authority 	
2	Fund to BU Crosswalk	Create Structural Relationship between Fund and Budget Unit	
3	Accounting Unit	<ul style="list-style-type: none"> • Rename to Organization • Change Codes to: <ul style="list-style-type: none"> ○ Dept ○ Dept + Budget Unit ○ Dept + Cost Center** • Attributes: <ul style="list-style-type: none"> ○ Dept code ○ Budget Unit Code ○ Group Level: Dept + Budget Unit ○ State Function ○ State Activity ○ Net Cost Indicator ○ Program ○ Functional Area • Rebuild Hierarchy <ul style="list-style-type: none"> ○ Dept ○ Dept + Budget Unit ○ Dept + Cost Center 	
4	Project	Delete existing Projects	
5	Account	<ul style="list-style-type: none"> • Update codes and names to new accounts using provided crosswalk • Retain all attributes <ul style="list-style-type: none"> ○ MP1 ○ MP2 ○ MP3 ○ Send to Infor flag ○ Special Form flag ○ State Schedules ○ ISF/ENT State Schedules ○ Account Type • Retain BFM Specific account 	
6	Data Crosswalk	Once all COA have been crosswalked, convert all existing data COA mappings to new COA	
7	Forms	1710	<ul style="list-style-type: none"> • Restructure to have Dept+Budget Unit and separate fund dimension on header • Separate Fund into separate dimension on detail • Create forms based on Structural Relationship between Fund and BU
		1720	<ul style="list-style-type: none"> • Restructure to have Dept+Budget Unit and separate fund dimension on header • Separate Fund into separate dimension on detail

Milestone	Deliverable	Deliverable Description	
			<ul style="list-style-type: none"> • Create process to require structural relationship between Fund and BU • Adjust Position Tab Funding to split out fund from Dept-CC
		7500	Remove form (last used March 2020)
		1820	Separate Fund into separate dimension on detail
		2710	Separate Fund into separate dimension on detail
		3000	Separate Fund into separate dimension on detail
8	Admin Process Review	Review Yolo specific admin processes to determine if now COA impact and adjust as needed.	
9	PCF	<ul style="list-style-type: none"> • COA Changes <ul style="list-style-type: none"> ○ Update accounts on Job Class and Benefits ○ Turn on Fund on Employee Allocations • New HR Interfaces <ul style="list-style-type: none"> ○ Update position/employee upload process when new HR files are available. 	
10	Report Updates	Update Reporting Universe	
		310	Salary & Benefit Projection Scenarios
		102	CAO Summary Table
		102A	CAO Base Budget Table
		107	Base Budget Account Detail- Requested
		305	PCF Summary by Account (Base Budget)
		103	Department Summary Table - Recommended (Revised)
		104	Department Program Summary - Recommended
		112	Budget Detail Export - Base Budget Request
		112A	Budget Detail Export - Recommended
		115	Budget Upload Report
		112B	Budget Detail Export - Adopted
		115A	Budget Upload Report - Adopted
		101	Form Status - Recommended
		103	Form Status - Adopted
		111	Account Detail by Budget Unit
		112	Account Detail by Accounting Unit
		115	Decision Package report
		115A	Decision Package Detail report
		130	Department Summary by Budget Unit
		131	Department Summary by Accounting Unit
		302	Position Summary by Home Department (Requested, Recommended and Adopted)
		304	Position Allocations (Requested, Recommended and Adopted)
11	Report Training	Additional report training	
12	PADS	Update PADS queries to accommodate new COA Structure	

*Prerequisite – County provides a 1 to 1 fund Crosswalk Mapping

**Prerequisite – County provides 1 to 1 AU to CC Crosswalk Mapping

Sherpa will provide these conversion services following the annual upgrade of BFM and once the COA conversion is complete, rollover production in anticipation of the County's next budget cycle.

Project to be completed by 12/1/2023.

Fee Schedule

The deliverable costs listed below are fixed price, not to exceed:

Milestone	Deliverable	Estimated Hours	Rate	Total Cost
1	Fund	2	\$285.00	\$570.00
2	Fund to BU Crosswalk	2	\$285.00	\$570.00
3	Accounting Unit	8	\$285.00	\$2,280.00
4	Project	1	\$285.00	\$285.00
5	Account	4	\$285.00	\$1,140.00
6	Data Crosswalk	8	\$285.00	\$2,280.00
7	Forms	22	\$285.00	\$6,270.00
8	Admin Process Review	2	\$285.00	\$570.00
9	PCF	20	\$285.00	\$5,700.00
10	Report Updates	50	\$250.00	\$12,500.00
11	Report Training	8	\$250.00	\$2,000.00
12	PADS	12	\$250.00	\$3,000.00
TOTAL		139		\$37,165.00

Payment due upon completion of milestones and sign-off by the County.

Sherpa Contacts

For more information or if you have any questions about this quote, please contact:

Project Lead	Quote / Contracting
<p>Chuck Hulem chuck.hulem@eunasolutions.com (301) 404-2695</p>	<p>Dawn Rippentrop dawn.rippentrop@eunasolutions.com (913) 706-575</p>

Sherpa Government Solutions

2990 Osceola Street
Denver, CO 80212

SHERPA QUOTE: Software Subscription Renewal Agreement No. 18-244

Date	Services Performed By:	Services Performed For:
10/4/2023	Sherpa Government Solutions "Sherpa" 2990 Osceola Street Denver, CO 80212	Yolo County "County" 625 Court Street Woodland, CA 95695

Fee Schedule

Budget Formulation and Management Subscription (BFM):

Software and Subscription Period	Cost
BFM - 12/1/2023 - 11/30/2024	\$66,008.25
BFM - 12/1/2024 - 11/30/2025	\$68,648.58
BFM - 12/1/2025 - 11/30/2026	\$70,708.04
BFM - 12/1/2026 - 11/30/2027	\$72,829.28
BFM - 12/1/2027 - 11/30/2028	\$75,014.16

Sherpa Publishing Maintenance (PADS):

Software and Subscription Period	Cost
PADS - 12/1/2023 - 11/30/2024	\$9,030.00
PADS - 12/1/2024 - 11/30/2025	\$9,391.20
PADS - 12/1/2025 - 11/30/2026	\$9,672.94
PADS - 12/1/2026 - 11/30/2027	\$9,963.12
PADS - 12/1/2027 - 11/30/2028	\$10,262.02

Sherpa Enhanced Publishing Support Subscription

Software and Subscription Period	Cost
Enhanced Publishing Support - 12/1/2023 - 11/30/2024	\$11,400.00
Enhanced Publishing Support - 12/1/2024 - 11/30/2025	\$11,400.00
Enhanced Publishing Support - 12/1/2025 - 11/30/2026	\$11,400.00
Enhanced Publishing Support - 12/1/2026 - 11/30/2027	\$11,400.00
Enhanced Publishing Support - 12/1/2027 - 11/30/2028	\$11,400.00

Quote subject to all terms and conditions of Agreement No. 18-244 entered into on November 6, 2018 by the County of Yolo and Sherpa Government Solutions.

Sherpa Contacts

For more information or if you have any questions about this quote, please contact:

Project Lead	Quote / Contracting
Chuck Hulem chuck.hulem@eunasolutions.com (301) 404-2695	Dawn Rippentrop dawn.rippentrop@eunasolutions.com (913) 706-575