



# State of Maine Department of Administrative and Financial Services

Document Type	Contractor Name	Advantage CT or RQS Number
<b>Contract Amendment</b>	<b>KAINOS WORKSMART INC</b>	<b>20190611000000003816</b>
Department	Contract Start Date	Internal Department Contract Number
<b>18F-Controller's Office</b>	<b>7/1/19</b>	
Short Description of Goods or Services	Contract End Date	Contract Amount
<b>Information Technology Services</b>	<b>6/30/2022</b>	<b>\$101,460.00</b>
		Approval Date Time
		<b>12/4/20 4:17 PM</b>

**This contract has been approved by the Division of Purchases, Chair of the State Procurement Review Committee and encumbered by the Office of the State Controller.**



AMENDMENT

DATE: 11/16/2020

ADVANTAGE CONTRACT #: CT 18F 20190611000000003816

DEPARTMENT AGREEMENT #: NA

AMENDMENT AMOUNT: \$ 101,460

This Amendment, is between the following Department of the State of Maine and Provider:

State of Maine DEPARTMENT

DEPARTMENT: 18F-Controller's Office

Address: 45 Commerce Drive

City: Augusta

State: ME

Zip Code: 04330

PROVIDER

PROVIDER: Kainos Worksmart Inc

Address: WEWORK TERMINUS 100 (OFFICE 06-106) 3280 PEACHTREE ROAD

City: Atlanta

State: GA

Zip Code: 30305

Provider's Vendor Customer #: VC0000235259

Each signatory below represents that the person has the requisite authority to enter into this Contract Amendment. The parties sign and cause this Contract Amendment to be executed.

Department of Administrative and Financial Services

DocuSigned by:

Signature

11/24/2020

Signature Heather Perreault Deputy Commissioner of Finance Date

Kainos Worksmart Inc

DocuSigned by:

Signature Mgel Hutchinson

Signature Date 03-12-2020 | 11:05 AM PST

Department of Administrative and Financial Services, Office of Information Technology

DocuSigned by:

Signature

11/24/2020

Signature Frederick Brittain, Chief Information Officer Date

Amendment rev. July 2019

Upon final approval by the Division of Procurement Services, a case details page will be made part of this contract.

<b>AMENDMENT</b>
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The contract is hereby amended as follows: (Check and complete all that apply)

<input type="checkbox"/>	<b>Amended Period:</b>	Original Start Date: Click or tap to enter a date. Current End Date: Click or tap to enter a date. Amendment Start Date: Click or tap to enter a date. New End Date: Click or tap to enter a date.  Reason: .
<input checked="" type="checkbox"/>	<b>Amended Contract Amount:</b>	Amount of Adjustment: \$ <b>101,460</b> New Contract Amount: \$ <b>784,067.53</b>  Reason: With the revised Workday project plan, there has been an increase in the requested testing services to be provided by Kainos for the End to End testing phase. The new end date noted above reflects the service dates associated with specific deliverables and does not reflect the contract for services through 6/30/2022. Overall contract service dates are through 6/30/2022.
<input type="checkbox"/>	<b>Amended Scope of Work:</b>	The Scope of work in Rider A is amended as follows:
<input type="checkbox"/>	<b>Other:</b>	Reason:

All other terms and conditions of the original contract and subsequent contract amendments remain in full force and effect.

<b>CODING</b>
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LINE TOTAL	FUND	DEPT	UNIT	SUB UNIT	OBJ	PROGRAM	PROGRAM PERIOD	BOND FUNDING	FISCAL YEAR
\$101,460	010	18F	2208	01	5560	HRMS	S2021		2021

LINE TOTAL	FUND	DEPT	UNIT	SUB UNIT	OBJ	PROGRAM	PROGRAM PERIOD	BOND FUNDING	FISCAL YEAR
\$									

**(Departments - Attach separate sheet as needed for additional coding.)**

## State of Maine Procurement Justification Form

This form must accompany all contract requests and sole source requisitions (RQS) over \$5,000 submitted to the Division of Procurement Services.

INSTRUCTIONS: Please provide the requested information in the white spaces below. All responses (except signatures) must be typed; no hand-written forms will be accepted. See the guidance document posted with this form on the Division of Procurement Services website (Forms page) for additional instructions.

### PART I: OVERVIEW

Department Office/Division/Program:		18F- FINANCIAL SERVICES	
Department Contract Administrator or Grant Coordinator:		Phillip Platt - Director of Shared Services	
(If applicable) Department Reference #:			
Amount: (Contract/Amendment/Grant)	\$ 101,460	Advantage CT / RQS #:	20190611000000003816
CONTRACT	Proposed Start Date:		Proposed End Date:
AMENDMENT	Original Start Date:	07/01/2019	Effective Date:
	Previous End Date:	06/30/2022	New End Date:
GRANT	Project Start Date:		Grant Start Date:
	Project End Date:		Grant End Date:
Vendor/Provider/Grantee Name, City, State:		KAINOS WORKSMART INC WEWORK TERMINUS 100 (OFFICE 06-106) 3280 PEACHTREE ROAD ATLANTA, GA 30305	
Brief Description of Goods/Services/Grant:		Sole source need for a SaaS Test Automation Product and implementation services for the Workday Maine project.	

### PART II: JUSTIFICATION FOR VENDOR SELECTION

Mark an "X" before the justification(s) that applies to this request. (Check all that apply.)

	A. Competitive Process		G. Grant
X	B. Amendment		H. State Statute/Agency Directed
	C. Single Source/Unique Vendor		I. Federal Agency Directed
X	D. Proprietary/Copyright/Patents		J. Willing and Qualified
	E. Emergency		K. Client Choice
	F. University Cooperative Project		L. Other Authorization

### PART III: SUPPLEMENTAL INFORMATION

Please respond to ALL of the following:

1. Provide a more detailed description and explain the need for the goods, services or grant to supplement the response in Part I.

## State of Maine Procurement Justification Form

### PART III: SUPPLEMENTAL INFORMATION

With the revised Workday project plan, there has been an increase in the requested testing services to be provided by Kainos for the End to End testing phase. The new end date noted above reflects the service dates associated with specific deliverables and does not reflect the contract for services through 6/30/2022. Overall contract service dates are through 6/30/2022.

#### 2. Provide a brief justification for the selected vendor to supplement the response in Part II.

The vendor was already selected. The purpose of this amendment is to account for additional onboarding implementation and testing services not included in the original agreement, as per CO ref SO014405.

#### 3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.

Description/Service	\$	Start date	Previous end date	New end date
Implementation phase: Automation testing, onboarding, and advisory cost	157,654.00	7/1/2019		
Support phase: 3 year Gold total subscription cost (annual subscription cost is \$173,250)	519,750.00	7/1/2019	6/30/2022	6/30/2022
<b>Total original Agreement</b>	<b>677,404.00</b>			
Amendment for Travel Expenses previously approved	5,203.53			
Amendment for Additional E2E Testing Services	101,460.00	7/1/2019	8/1/2020	10/31/2020
<b>Total Revised Agreement</b>	<b>784,067.53</b>			

In comparison, several other automation testing tools were priced ranging from \$6,500-\$12,000 per license. The project team would require a minimum of nine licenses totaling, \$58,500-\$108,000. Additionally, the services of managing the automation framework and test case management would require a minimum of two technical staff totaling approximately \$395,200. For us to implement a service comparable to the Kainos Gold Services subscription, we estimate we would pay a minimum of \$453,700 per year, or \$1.36 million over three years.

#### 4. Describe the plan for future competition for the goods or services.

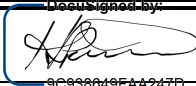
Additional testing services will be provided by Kainos and negotiated as needed.

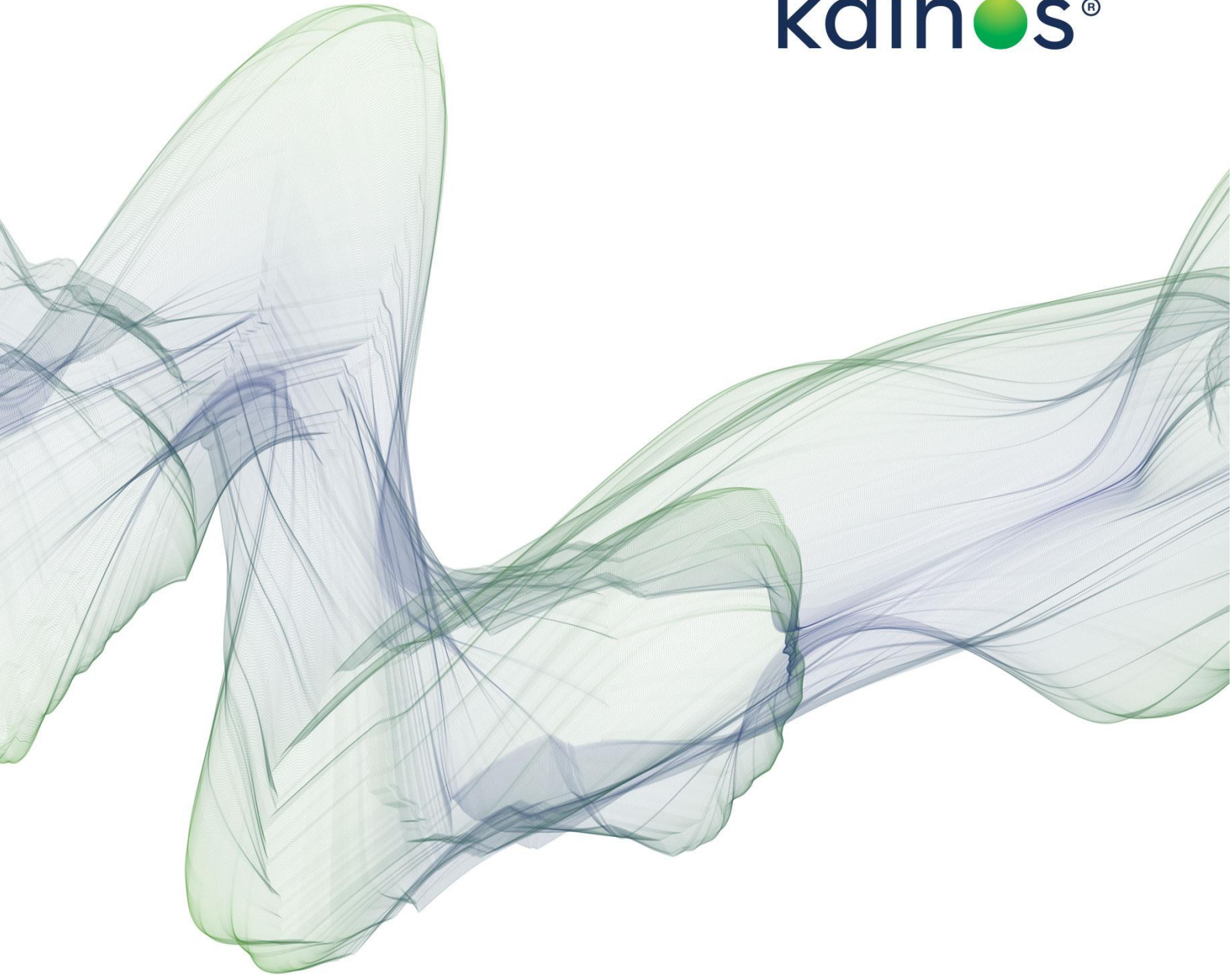
### PART IV: APPROVALS

**Signature of requesting  
Department's Commissioner  
(or designee):**

*By signing below, I signify that I approve of this procurement request.*

## State of Maine Procurement Justification Form

<b>Printed Name:</b>	Heather Perreault	<b>Date:</b>	
<b>Signature of DAFS Procurement Official:</b>	<small>DocuSigned by:</small> 		
<b>Printed Name:</b>	Heather Perreault	<b>Date:</b>	11/12/2020



# Kainos

# Change Control

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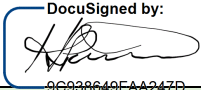
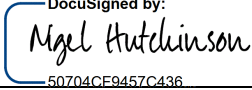
Status	Definitive
Security	Confidential
Version No.	1.0

**KAINOS | Change Control**

Part A	
Kainos Entity: Kainos WorkSmart Inc	Kainos Contact: Chris Murray, <a href="mailto:c.murray@kainos.com">c.murray@kainos.com</a> , +1 805 284 2635
Change Control Reference: n/a	Original Contract Reference: SO014405
Original Contract Name: SO014405 Kainos Workday Testing Services Change Control (Change Control to SO011769)	
The Terms and Conditions of the Original Contract apply except to the extent amended in this Change Control.	

Part B	
Company Name: State of Maine	
Customer Reference:	
Raised By: Nicole Drisko, <a href="mailto:Nicole.Drisko@maine.gov">Nicole.Drisko@maine.gov</a> , 207.592.3654	
Priority: Standard	Date Required: October 14 <sup>th</sup> 2020
Title of Change Control: Amendment to Existing Change Control SO014405	

Part C
<p><b><u>Details of Change:</u></b></p> <p>The Kainos Work Testing Services Change Control with reference SO014405 did not take account of a previous amendment issued by Customer (dated 06/04/2020) to increase the contract value by £5,203.53 (for travel costs not included in the original contract SO011769).</p> <p>As such, the 'Amendment to Original Contract' section of the Kainos Work Testing Services Change Control with reference SO014405 is amended to read as follows:</p> <p><b><u>"Amendment to Original Contract"</u></b></p> <p>In summary, the Original Contract is amended as follows to account for the additional services requested by Customer under this Change Control;</p> <ol style="list-style-type: none"> <li>Section 1 of Rider B-IT: Agreement Amount shall be amended to \$784,068</li> <li>Section 2 of Rider B-IT: Invoices and Payments shall be amended to include the following wording: <ul style="list-style-type: none"> <li>"3. Additional Onboarding Implementation services as per Change Request (ref SO014405) – Total \$101,460.</li> <li>Total Onboarding and 3-year Gold Subscription Service = \$784,068."</li> </ul> </li> <li>The 'On boarding Implementation Customers' section of Rider A shall be amended to include the scope of the services as well as the Assumptions/Dependencies outlined in this Change Control."</li> </ol>

Signed by the Buyer		Signed by the Supplier	
Signature: 		Signature: 	
Print Name	Heather Perreault	Print Name	Nigel Hutchinson
Title	Deputy Commissioner of Finance	Title	VP North America
Date	10/14/2020	Date	14-10-2020   6:37 AM PDT