

STANDARD AGREEMENT - AMENDMENT

STD 213A (Rev. 10/2019)

 CHECK HERE IF ADDITIONAL PAGES ARE ATTACHED _____ PAGES

AGREEMENT NUMBER

20-10505

AMENDMENT NUMBER

A02

Purchasing Authority Number

1. This Agreement is entered into between the State Agency and the Contractor named below:

STATE AGENCY NAME

California Department of Public Health

CONTRACTOR NAME

McKinsey & Company, Inc. Washington D.C.

2. The term of this Agreement is:

START DATE

7/1/2020

THROUGH END DATE

12/31/2020

3. The maximum amount of this Agreement after this Amendment is:

\$2,850,000.00

Two Million Eight Hundred Fifty Thousand Dollars and Zero Cents

4. The parties mutually agree to this amendment as follows. All actions noted below are by this reference made a part of the Agreement and incorporated herein:

- I. Purpose of this amendment is to add \$1,000,000.00 and Exhibit A, Attachment 2, to this contract in order for vendor to perform additional scopes of work relating to COVID-19.
- II. Exhibit A, Attachment 2: Additional COVID-19 Support to CDPH
- III. The Amounts Payable as listed in the original agreement, Exhibit B. Section 1. paragraph E. shall be revised and replaced to read as follows:
The amounts payable under this agreement shall not exceed: \$2,850,000.00

*All other terms and conditions shall remain the same.**IN WITNESS WHEREOF, THIS AGREEMENT HAS BEEN EXECUTED BY THE PARTIES HERETO.***CONTRACTOR**

CONTRACTOR NAME (if other than an individual, state whether a corporation, partnership, etc.)

McKinsey & Company, Inc. Washington D.C.

CONTRACTOR BUSINESS ADDRESS

1200 19th Street NW Suite 1000

CITY

Washington

STATE

D.C.

ZIP

20036

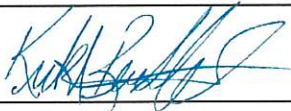
PRINTED NAME OF PERSON SIGNING

Kirk Rieckhoff

TITLE

Senior Partner

CONTRACTOR AUTHORIZED SIGNATURE



DATE SIGNED

July 24, 2020

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Purchasing Authority Number

STATE OF CALIFORNIA

CONTRACTING AGENCY NAME

California Department of Public Health

CONTRACTING AGENCY ADDRESS

1615 Capitol Ave

CITY

Sacramento

STATE

CA

ZIP

95814

PRINTED NAME OF PERSON SIGNING

Tim Bow

TITLE

Procurement Officer

CONTRACTING AGENCY AUTHORIZED SIGNATURE

DATE SIGNED

Timothy BowDigitally signed by Timothy Bow
Date: 2020.07.28 11:54:20 -07'00'

CALIFORNIA DEPARTMENT OF GENERAL SERVICES APPROVAL

EXEMPTION (If Applicable)

EO-N-25-20-COVID 19

PCC 1102

Exhibit A, Attachment 2: Additional COVID-19 Support to CDPH

1.0 Flexible Scope of Work

CDPH expects to request McKinsey to perform additional scopes of work relating to COVID-19 under this contract. In order to enable maximum flexibility to CDPH for defining future scopes of work, McKinsey and CDPH will proceed as follows.

- a) McKinsey will begin working on the scope described below in 2.0 Initial Scope, with the team size described there.
- b) The payment methodology and team rates are as set out in 1.1 and 1.2 below.
- c) If needs change from week to week, McKinsey and CDPH will agree upon any changes to the technical direction and team size.
- d) Any such mutually agreed upon changes in technical direction within the general scope of the contract will be memorialized by CDPH in an email from the CDPH Technical Manager. This email will be sent to Rohit Kumar, Partner at Rohit_Kumar@mckinsey.com with a copy to the CDPH Procurement Officer and to Courtney Magill, Contracts Manager at Courtney_Magill@mckinsey.com.
- e) This email shall be sent no later than the Thursday prior to the week of performance.
- f) In the absence of any such email, McKinsey will send a notification email on Friday informing CDPH that in accordance with Exhibit A, Attachment 2, it will continue on with the same team and technical direction.
- g) CDPH may terminate the work at any point by giving notice for end of week termination by email. McKinsey will wrap up the effort and provide the relevant deliverable(s) on a best-effort basis by the end of that week and terminate the support.

1.1 Payment Methodology

McKinsey shall be compensated based on the rates set forth below, as authorized by the procedure described above. In no instance shall the total value of this Amendment exceed \$1,000,000.00. The "Maximum Amount of this Agreement" set forth in Box 3 of STD 213 is hereby amended to include this total.

1.2 Team Rates

McKinsey's COVID-19 rates, applicable for work ordered by December 31, 2020, are as follows:

McKinsey Team	COVID-19 Weekly Rate	Full-Time Dedicated Consulting Team	Part-Time Leadership and Additional Resources
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Team A	\$125,000	Engagement Manager and 1 Associate or Business Analyst	<p>*Committed leadership by 2-3 McKinsey Partners/Senior Partners who are accountable for delivery, actively manage the engagement, and lead problem solving with the team.</p> <p>*COVID-19 Central Team Support provides analytical modeling and support on best practices.</p> <p>*Content Experts who bring expertise and experience on industry and functional topics.</p> <p>*Proprietary knowledge and tools that help our clients solve problems more efficiently and effectively.</p> <p>*Support for new solutions and advance analytics.</p> <p>*Research team that is available around-the-clock to answer clients' questions about issues such as best practices or important trends</p> <p>*Graphic Design team</p>
Team B	\$142,000	Engagement Manager and 2 Associates or Business Analysts	
Team C	\$165,000	Engagement Manager and 3 Associates or Business Analysts	
Team D	\$178,000	Engagement Manager and 4 Associates or Business Analysts	
Team E	\$43,000	1 Associate or Business Analyst	
			<p>*Committed leadership by one McKinsey partner</p> <p>*Content Experts</p> <p>*Proprietary knowledge and tools</p> <p>*Support for new solutions and advanced analytic techniques.</p> <p>*Around-the clock research team</p> <p>*Graphic design team</p>

2.0 Initial Scope

The initial scope of work under this Attachment 2 shall be as follows:

- a. Lab list enhancements

- Support the design of the enhanced lab list as a strategic pillar to ensuring availability of testing options for entities across CA
- Compare potential options for regular lab list updates (e.g., regular survey, Lab Testing Metrics App)
- Develop requirements for the option selected by CDPH and support operationalization (e.g., test updated Lab Metrics App, support onboarding of additional labs, etc.)
- Create a playbook of the operational steps/requirements to add labs to the labs list (e.g., use of Lab Testing Metrics App, lab point of contact for LFS)
- Update lab list format for distribution to make it interactive and easier to use
- Develop communication to support lab list distribution and usage (e.g., outgoing communication, approach to gather feedback from stakeholders)

b. Testing supplies

- Identify supply shortages that significantly impact lab TAT and processing volume (e.g., reagents, kits)
- Operationalize tools to regularly track lab supplies availability (e.g., reports based on data from Lab Testing Metrics App)
- Work with experts to identify and assess feasibility of lab supply alternatives as well as process alternatives to maximize use of current supplies (e.g., pooling)
- Support outreach to manufacturers to determine near- and long-term options to resolve lab supply shortages

The initial team size required is anticipated as 6 weeks of Team B. Any changes to the initial team size will be initiated using the process described in Section 1 above.

3.0 Assumptions

The Assumptions as stated in Exhibit A, Attachment 1 are also applicable to this Attachment 2 and all work performed under this Agreement.