

STANDARD AGREEMENT - AMENDMENT

STD 213A (Rev. 10/2019)

 CHECK HERE IF ADDITIONAL PAGES ARE ATTACHED _____ PAGES

AGREEMENT NUMBER

20-10505

AMENDMENT NUMBER

A04

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:

\$6,000,000.00

Six Million 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. The purpose of this amendment is to make revisions to Exhibit A Attachment 2, and to increase the total contract amount by \$3,000,000.00 making the new contract total \$6,000,000.00.

II. Exhibit A, Attachment 2 (revised): 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 \$6,000,000.00.

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 Ste 1000

CITY

Washington

STATE

D.C.

ZIP

20036

PRINTED NAME OF PERSON SIGNING

Kirk Reickhoff

TITLE

Senior Partner

CONTRACTOR AUTHORIZED SIGNATURE



DATE SIGNED

September 9, 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

95835

PRINTED NAME OF PERSON SIGNING

Tim Bow

TITLE

Procurement Officer

CONTRACTING AGENCY AUTHORIZED SIGNATURE

Timothy Bow Digitally signed by Timothy Bow
Date: 2020.09.10 08:13:23 -07'00'

DATE SIGNED

CALIFORNIA DEPARTMENT OF GENERAL SERVICES APPROVAL

EXEMPTION (If Applicable)

PCC 1102

Executive Order N-25-20-COVID19

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

1.0 Additional Scope of Work

CDPH expects to request McKinsey to perform additional scopes of work relating to COVID-19 under this contract. As set forth in Amendment 2 to this contract, fully executed July 28, 2020, 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 Revised 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 \$6,000,000. 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	* 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.
Team B	\$142,000	Engagement Manager and 2 Associates or Business Analysts	* COVID-19 Central Team Support provides analytical modeling and support on best practices.
Team C	\$165,000	Engagement Manager and 3 Associates or Business Analysts	* Content Experts who bring expertise and experience on industry and functional topics.
Team D	\$178,000	Engagement Manager and 4 Associates or Business Analysts	* Proprietary knowledge and tools that help our clients solve problems more efficiently and effectively. *Support for new solutions and advance analytics. * Research team that is available around-the-clock to answer clients' questions about issues such as best practices or important trends *Graphic Design team
Team E	\$43,000	1 Associate or Business Analyst	* Committed leadership by one McKinsey partner *Content Experts *Proprietary knowledge and tools *Support for new solutions and advanced analytic techniques. *Around-the clock research team *Graphic design team

2.0 Updated Scope

The updated 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)
- Provide inputs to inform 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)

TTF 2.0 Strategy and Governance

- Articulate options for the TTF 2.0 goals and focus areas based on inputs from the Taskforce co-chairs and members
- Work closely with the workstream leads and the Taskforce co-chairs to develop full workstream charters, including milestones, activities, timelines, roles, responsibilities, and resourcing needs
- Refine and clarify the TTF 2.0 working model, including cadence, agenda, and roles for key meetings; operationalize the approved working model
- Outline and compare potential options for the TTF 2.0 overall and workstream-specific performance metrics
- Identify data sources for performance metrics; develop approaches to calculate performance metrics; design and operationalize tools to enable regular performance monitoring
- Consolidate and streamline TTF 2.0 reporting, including both existing and new reports and dashboards; outline options and develop a roadmap for reporting automation
- Refresh assessment of potential testing needs in California, total and for selected population cohorts

The initial team size required is anticipated as 6 weeks of Team B. We expect to start on this scope on 08/03/2020. Any changes to the initial team size will be initiated using the process described in Section 1 above.

TTF 2.0 Strategy and Governance (Extension)

- **Turnaround Time Dashboard: Continue to generate Turnaround time (TAT) dashboard:**
 - › Continue to enhance dashboard based on inputs from TTF Co-Chairs (e.g., use enriched data to segment the dashboard reports by race & ethnicity)

- › Use dashboard to help the TTF inform any initiatives that should be further prioritized / launched / accelerated in order to continue to meet TTF 2.0 objectives
- › Support activities for TTF to improve timeliness of reporting through its collaboration with lab partners (e.g., address lab-specific pain points informed through TAT data, improve dynamic match making, increase processing on open systems)

Support on Strategy & Governance for TTF 2.0: Provide the needed support to the Co-Chairs and Workstream Leads to ensure that they continue to progress at pace to meet the outlined objectives; Support preparation of meeting materials to organize discussions and progress updates by gathering fact-base to enable communication from TTF to broader stakeholders. Examples of this could include:

- › Continue to periodically assess testing needs; Identify and flag emerging gaps (e.g., increased demand driven by outbreaks) that may require additional guidance from TTF
- › Build playbook for CDPH to provide to various stakeholders to promote appropriate testing solutions for specific cohorts (e.g., define testing operating models, identify potential partners, etc.) and situations (e.g., outbreaks, potential resurgence during flu season); Outline the needed actions to ensure availability and access to test supplies, sample collection kits, testing processing capacity, and test reporting corresponding to the specific solution
- › Estimate potential value-at-stake across various innovation initiatives developed by the testing taskforce to help prioritize the most relevant / impactful ones for California; Perform the needed research and generate the analytical fact base to support innovation and equity initiatives such as emerging testing modalities and wrap around services across the testing value chain (e.g., new assays, genomic sequencing)
- › Estimate financial forecast for continued operations of state-based sites; identify potential budget needs, and gaps for the next ~12 months; generate options to minimize gaps while maximizing outcomes for TTF; Analyze levers and help CDPH execute agreed-upon plan regarding specific high impact initiatives (e.g., assessing impact on cost as a result of increased adoption of non-PCR testing and new sampling techniques)
- › Help execute on solutions to reduce barriers to equity (e.g., equity checklists for testing sites, communication tools for community outreach, digital tool to evaluate deployment schedules for the mobile testing sites that will maximize impact on equity)

The updated team size required to deliver on TTF2.0 Strategy and Governance (Extension) is anticipated as 15 weeks of Team B. **We expect to start on this scope on 09/14/2020.**

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.