

FIRST AMENDMENT TO AGREEMENT NO. 13-3137
BETWEEN THE CITY OF LOS ANGELES AND
CONVERGINT TECHNOLOGIES LP

THIS FIRST AMENDMENT to Agreement No. 13-3137 is made and entered into by and between the CITY OF LOS ANGELES, a municipal corporation ("City"), acting by and through its Board of Harbor Commissioners ("Board"), and CONVERGINT TECHNOLOGIES LLC, a Delaware corporation ("Consultant") as follows:

1. Exhibit B to Agreement No. 13-3137 is replaced in its entirety with the attached Exhibit B-1; and
2. The name of the Consultant is changed from "CONVERGINT TECHNOLOGIES LP" to "CONVERGINT TECHNOLOGIES LLC" wherever "CONVERGINT TECHNOLOGIES LP" appears in Agreement No. 13-3137; and
3. Except as amended herein, all remaining terms and conditions of Agreement No. 13-3137 shall remain in full force and effect.

IN WITNESS THEREOF, the parties hereto have executed this First Amendment to Agreement No. 13-3137 on the date to the left of their signatures.

THE CITY OF LOS ANGELES, by its
Board of Harbor Commissioners

Dated: _____, 2014

By: _____
Executive Director

Attest: _____
Board Secretary

CONVERGINT TECHNOLOGIES LLC

Dated: 04/15, 2014

By: [Signature]
ROB SAUNDERS, VICE PRESIDENT
(Print/type name and title)

Attest: [Signature]
MICHAEL CAETNER, OPERATIONS MANAGER
(Print/type name and title)

APPROVED AS TO FORM AND LEGALITY

May 19, _____, 2014

MICHAEL N. FEUER, City Attorney
JANNA B. SIDLEY, General Counsel

By: [Signature]
JOHN T. DRISCOLL, Deputy City Attorney

Port of Los Angeles

Exhibit B1 - Labor Rates

Position	2013	2014	2015	2016	2017
	Hourly Rate (\$/Hr)	Hourly Rate (\$/Hr)	Hourly Rate (\$/Hr)	Hourly Rate (\$/Hr)	Hourly Rate (\$/Hr)
CAD Drafting	\$ 90.72	\$ 93.44	\$ 96.25	\$ 99.13	\$ 102.11
Engineer, Application	\$ 140.21	\$ 144.41	\$ 148.74	\$ 153.21	\$ 157.80
Engineer, Project	\$ 140.21	\$ 144.41	\$ 148.74	\$ 153.21	\$ 157.80
Engineer, Software	\$ 162.66	\$ 167.54	\$ 172.56	\$ 177.74	\$ 183.07
Engineer, Software, Senior	\$ 192.62	\$ 198.40	\$ 204.35	\$ 210.48	\$ 216.80
Installer A/C Lead	\$ 102.06	\$ 105.12	\$ 108.28	\$ 111.53	\$ 114.87
Installer A/C Staff	\$ 83.51	\$ 86.01	\$ 88.59	\$ 91.25	\$ 93.99
Installer Cable Lead	\$ 102.06	\$ 105.12	\$ 108.28	\$ 111.53	\$ 114.87
Installer Cable Staff	\$ 83.51	\$ 86.01	\$ 88.59	\$ 91.25	\$ 93.99
Installer VMS Lead	\$ 102.06	\$ 105.12	\$ 108.28	\$ 111.53	\$ 114.87
Installer VMS Staff	\$ 83.51	\$ 86.01	\$ 88.59	\$ 91.25	\$ 93.99
IT Engineer	\$ 162.66	\$ 167.54	\$ 172.56	\$ 177.74	\$ 183.07
IT Engineer, Senior	\$ 192.62	\$ 198.40	\$ 204.35	\$ 210.48	\$ 216.80
Network Architect	\$ 196.13	\$ 202.01	\$ 208.07	\$ 214.31	\$ 220.74
Network Administrator	\$ 140.21	\$ 144.41	\$ 148.74	\$ 153.21	\$ 157.80
On-Site Support Manager	\$ 140.21	\$ 144.41	\$ 148.74	\$ 153.21	\$ 157.80
Program Manager	\$ 198.99	\$ 204.96	\$ 211.11	\$ 217.45	\$ 223.97
Project Manager	\$ 160.82	\$ 165.65	\$ 170.62	\$ 175.74	\$ 181.01
Service/Billing Coordinator	\$ 76.00	\$ 78.28	\$ 80.63	\$ 83.05	\$ 85.54
Specialist, Database	\$ 162.66	\$ 167.54	\$ 172.56	\$ 177.74	\$ 183.07
Specialist, Project	\$ 162.66	\$ 167.54	\$ 172.56	\$ 177.74	\$ 183.07
Testing Lead	\$ 102.06	\$ 105.12	\$ 108.28	\$ 111.53	\$ 114.87
Testing Staff	\$ 83.51	\$ 86.01	\$ 88.59	\$ 91.25	\$ 93.99
Trainer Lead	\$ 162.66	\$ 167.54	\$ 172.56	\$ 177.74	\$ 183.07
Trainer Staff	\$ 140.21	\$ 144.41	\$ 148.74	\$ 153.21	\$ 157.80
Birdi and Associates					
Access Control Systems Engineer	\$ 122.10	\$ 125.76	\$ 129.54	\$ 133.42	\$ 137.42
Access Control Systems Engineer - Assoc.	\$ 97.90	\$ 100.84	\$ 103.86	\$ 106.98	\$ 110.19
Access Control Systems Engineer - Senior	\$ 141.90	\$ 146.16	\$ 150.54	\$ 155.06	\$ 159.71
Access Control Technician	\$ 88.00	\$ 90.64	\$ 93.36	\$ 96.16	\$ 99.04
Access Control Technician - Senior (Foreman)	\$ 102.30	\$ 105.37	\$ 108.53	\$ 111.79	\$ 115.14
CAD Systems Engineer	\$ 110.00	\$ 113.30	\$ 116.70	\$ 120.20	\$ 123.81
CAD Systems Engineer - Assoc.	\$ 85.80	\$ 88.37	\$ 91.03	\$ 93.76	\$ 96.57
CADD (drafting) - Senior	\$ 96.80	\$ 99.70	\$ 102.70	\$ 105.78	\$ 108.95
CADD (drafting)	\$ 78.10	\$ 80.44	\$ 82.86	\$ 85.34	\$ 87.90
CCTV Systems Engineer	\$ 147.40	\$ 151.82	\$ 156.38	\$ 161.07	\$ 165.90
CCTV Systems Engineer - Assoc.	\$ 132.00	\$ 135.96	\$ 140.04	\$ 144.24	\$ 148.57
CCTV Technician	\$ 78.10	\$ 80.44	\$ 82.86	\$ 85.34	\$ 87.90
CCTV Technician - Senior (Foreman)	\$ 96.80	\$ 99.70	\$ 102.70	\$ 105.78	\$ 108.95
Discipline Engineer (MEP, Structural)	\$ 176.00	\$ 181.28	\$ 186.72	\$ 192.32	\$ 198.09
Implementation Inspector Field QA/QC	\$ 78.10	\$ 80.44	\$ 82.86	\$ 85.34	\$ 87.90
Network Engineer	\$ 160.60	\$ 165.42	\$ 170.38	\$ 175.49	\$ 180.76
Network Engineer - Assoc.	\$ 115.50	\$ 118.97	\$ 122.53	\$ 126.21	\$ 130.00
Network Engineer - Senior	\$ 200.20	\$ 206.21	\$ 212.39	\$ 218.76	\$ 225.33
Project Manager	\$ 140.80	\$ 145.02	\$ 149.37	\$ 153.86	\$ 158.47
Project Manager, Senior	\$ 176.00	\$ 181.28	\$ 186.72	\$ 192.32	\$ 198.09
Radio System Engineer	\$ 176.00	\$ 181.28	\$ 186.72	\$ 192.32	\$ 198.09
Radio System Engineer - Assoc.	\$ 160.60	\$ 165.42	\$ 170.38	\$ 175.49	\$ 180.76
Radio Systems Technician	\$ 96.80	\$ 99.70	\$ 102.70	\$ 105.78	\$ 108.95

Radio Systems Technician - Senior	\$ 124.30	\$ 128.03	\$ 131.87	\$ 135.83	\$ 139.90
Senior Advisor (SME)	\$ 195.80	\$ 201.67	\$ 207.72	\$ 213.96	\$ 220.37
Software Development Engineer	\$ 155.10	\$ 159.75	\$ 164.55	\$ 169.48	\$ 174.57
Software Development Engineer - Assoc.	\$ 123.20	\$ 126.90	\$ 130.70	\$ 134.62	\$ 138.66
Support Staff (Tech. Wrtr, Sched, Controls)	\$ 88.00	\$ 90.64	\$ 93.36	\$ 96.16	\$ 99.04
Systems Analyst	\$ 115.50	\$ 118.97	\$ 122.53	\$ 126.21	\$ 130.00
Systems Analyst - Assoc.	\$ 88.00	\$ 90.64	\$ 93.36	\$ 96.16	\$ 99.04
Systems Integration Engineer	\$ 145.20	\$ 149.56	\$ 154.04	\$ 158.66	\$ 163.42
Systems Integration Engineer - Assoc.	\$ 123.20	\$ 126.90	\$ 130.70	\$ 134.62	\$ 138.66
Systems Integration Engineer - Senior	\$ 185.90	\$ 191.48	\$ 197.22	\$ 203.14	\$ 209.23
Systems Support Specialist	\$ 91.30	\$ 94.04	\$ 96.86	\$ 99.77	\$ 102.76
Systems Support Specialist - Senior	\$ 105.60	\$ 108.77	\$ 112.03	\$ 115.39	\$ 118.85
Endeavor Advanced Solutions					
Principal Engineer	\$ 203.50	\$ 209.61	\$ 215.89	\$ 222.37	\$ 229.04
Senior Systems Engineer	\$ 181.50	\$ 186.95	\$ 192.55	\$ 198.33	\$ 204.28
IT Systems Engineer	\$ 159.50	\$ 164.29	\$ 169.21	\$ 174.29	\$ 179.52
Administration	\$ 99.00	\$ 101.97	\$ 105.03	\$ 108.18	\$ 111.43
Servitek Solutions					
Jr. Level Engineer	\$ 71.25	\$ 73.38	\$ 75.59	\$ 77.85	\$ 80.19
Mid-Level Engineer	\$ 82.25	\$ 84.71	\$ 87.26	\$ 89.87	\$ 92.57
Sr. Level Engineer	\$ 93.25	\$ 96.04	\$ 98.93	\$ 101.89	\$ 104.95
Low Voltage Technician	\$ 65.75	\$ 67.72	\$ 69.75	\$ 71.84	\$ 74.00
Journeyman Wireman	\$ 93.25	\$ 96.04	\$ 98.93	\$ 101.89	\$ 104.95
Foreman	\$ 104.25	\$ 107.37	\$ 110.60	\$ 113.91	\$ 117.33
Apprentice Wireman	\$ 82.25	\$ 84.71	\$ 87.26	\$ 89.87	\$ 92.57

Overtime/After Hours Rates

150%

Applied to utilized Labor Category.

Holiday and Double Time

200%

Applied to utilized Labor Category.

The Consultant will be reimbursed at cost for all other direct cost items (ODC's) utilized for the benefit of the Harbor Department in furtherance of this agreement. Additionally, the consultant will be reimbursed at cost for freight charges incurred on behalf of the Harbor Department for freight charges from the supplier to the Consultant, but not from the Consultant to end user Harbor Department. The Consultant shall submit supporting documents with each invoice as outlined in Section V, Compensation and Payment, of Agreement No. 13-3137. Reimbursement for ODC's and freight charges will be retroactive to the execution of the original Agreement.

Port of Los Angeles

Material Rates

<u>Manufacturer</u>	<u>Discount Range</u>
ALPHA	0- 20%
AMAG	0- 20%
Axis	0- 20%
Cisco	0- 20%
Dell	0- 20%
Falcon	0- 20%
Flir	0- 20%
DragonWave	0- 20%
Nexsan	0- 20%
Pelco	0- 20%
Sun Microsystem	0- 20%
Verint	0- 20%
Genetec	0- 20%
VidSys	0- 20%
FireTide	0- 20%
Barco	0- 20%
All others	0-30%

Convergint Technologies is contractually prohibited from disclosing any portion of the purchase agreement between Convergint Technologies LLC and various manufacturers, due to Non-Disclosure Agreements, pursuant to which Convergint purchased from these organizations the products sold to the Port of Los Angeles. Convergint Technologies will provide an internally generated price list for review and approval by POLA prior to the purchase of any hardware, software or materials.