

AMENDMENT NO. 9 TO PROFESSIONAL SERVICES AGREEMENT
BETWEEN
CITY OF NEW ORLEANS
AND
STRATEGIC STAFFING SOLUTIONS, L.C.
RFP No. 2231-01513 – STAFF AUGMENTATION SERVICES

THIS NINTH AMENDMENT (the “**Amendment**”) is entered into by and between the City of New Orleans, represented by LaToya Cantrell, Mayor (the “**City**”), and Strategic Staffing Solutions, L.C., represented by David L. Fox, its Agent (the “**Contractor**”). The City and the Contractor are sometimes collectively referred to as the “**Parties**.” The Amendment is effective as of September 1, 2021 (the “**Effective Date**”).

RECITALS

WHEREAS, on July 26, 2013, the City issued request for proposals no. 2231-01513 seeking qualified persons to provide professional information technology staff augmentation services (the “**RFP**”);

WHEREAS, the Contractor submitted a proposal dated August 23, 2013 and the City selected the Contractor to perform the professional information technology staff augmentation services;

WHEREAS, the City and the Contractor are parties to a Professional Services Agreement dated January 13, 2014, effective January 1, 2014 to provide the City with ITI staff augmentation services (the “**Agreement**”);

WHEREAS, the City and the Contractor previously amended the Agreement eight (8) times to ensure continuity of services;

WHEREAS, on March 10, 2021 and effective January 1, 2021, the City and the Contractor previously entered an eight amendment to extend the term of the Agreement through December 31, 2021 and to increase the maximum aggregate amount of compensation (“**Amendment No. 8**”); and

WHEREAS, the City and the Contractor, each having the authority to do so, now desire to enter this Amendment, to extend the term of the Agreement on a month-to-month basis for six (6) months to allow the City additional time to issue a request for proposals, to increase the maximum aggregate amount of compensation payable by the City to the Contractor effective as of September 1, 2021, and to modify, add, or reaffirm the terms and conditions.

NOW THEREFORE, for good and valuable consideration, the City and the Contractor amend the Agreement, as amended, as follows:

1. **Extension**. In accordance with Article V Section B of the Agreement, the term is extended on a month-to-month basis through June 30, 2022.

2. **Rate of Compensation**. Exhibit “D” to the Agreement is deleted in its entirety and replaced as follows:

Exhibit “D” - PRICING

I. Pricing for Staff Augmentation

The following table specifies the maximum hourly rates the specified labor categories. Rates are exclusive of any travel costs which should be applied on a pass-through basis only. Contractor shall invoice the City monthly in arrears.

Service/Skill	Maximum Hourly Rates	
	Junior Skill Level	Senior Skill Level
.NET Programmer	\$65.00	\$95.00
BI Developer	\$75.00	\$95.00
Business Analyst	\$52.00	\$75.00
DBA	\$64.00	\$82.00
Data Warehouse	\$78.00	\$92.00
Desktop Technician	\$35.00	\$50.00
Disaster Recovery SME	\$76.00	\$94.00
GIS Technician	\$40.00	\$50.00
Enterprise Architect	\$85.00	\$105.00
Enterprise Geodatabase Administrator	\$52.00	\$70.00
ETL Developer	\$70.00	\$99.00
GIS Analyst	\$51.00	\$62.00
Help Desk	\$27.00	\$40.00
Mainframe Programmers	\$54.00	\$75.00
Cisco Networking Engineer	\$56.00	\$75.00
Mobile Application Developer	\$72.00	\$95.00
Project Coordinator	\$41.00	\$64.00
Project Manager	\$66.00	\$85.00
Program Manager	\$84.00	\$95.00
Quality Assurance Analyst	\$58.00	\$85.00
SCCM	\$62.00	\$82.00
SME	\$150.00	\$200.00
Systems Admin	\$62.00	\$85.00
Systems Analyst	\$69.00	\$85.00
SQL/Crystal Report Writer	\$42.00	\$63.00
Technical Writer	\$48.00	\$65.00
VoIP Engineer	\$56.00	\$77.00
Web Developer	\$64.00	\$85.00

In the event that staff changes are required, CONTRACTOR shall make all usual, customary, and reasonable efforts to replace core team members pursuant to the Service Level Standards delineated in the SOW Document.

II. Professional Working Day Pricing

At the City's option, pricing for staff augmentation resources may be obtained in an increment of a professional working day. In this event, CONTRACTOR shall invoice the City the equivalent of eight (8) hours of the maximum hourly rate associated with the given resource labor category for each day worked. Notwithstanding anything to the contrary, Professional Working Day Pricing shall not apply in the event that resources are asked to work more than 40 hours per week during any type of emergency, including but not limited to resources designated as Essential Employees and non-exempt resources. Where this is the case, Contractor shall invoice the City for those overtime hours worked by such resources.

III. Total Spend Discount – Annual Payment Model

CONTRACTOR shall extend the following Total Spend Discount to the City, which discount is tiered and not cumulative, as calculated using the following stepped formula. The discount will be calculated and paid annually after the close of the calendar year. By example, the total billings for the year will be applied to the discount schedule as follows: Billings in the \$1.00 - \$2,000,000 tier will be subject to no discount; Billings in the \$2,000,001 - \$4,000,000 tier will be subject to a 0.50% discount; Billings in the \$4,000,001 - \$7,000,000 tier will be subject to a 1.0% discount, and so forth. CONTRACTOR will have thirty days following the close of the calendar year to calculate the rebate due to the City. The annual rebate shall be effective for the calendar year beginning on January 1, 2022 and applied as a credit on the first invoice submitted the subsequent calendar year.

Total billings	Percent Discount
\$1.00 - \$2,000,000	0.00%
\$2,000,001 - \$4,000,000	0.50%
\$4,000,001 - \$7,000,000	1.00%
\$7,000,001 - \$10,000,000	1.50%
\$10,000,001 - \$14,000,000	2.00%
\$14,000,001 - \$18,000,000	3.00%
\$18,000,001 +	4.00%

3. **Compensation.** Article IV Section B of the Agreement is amended by adding \$2,000,000.00 towards the maximum amount of funds appropriated by the City for the Term of this Amendment. The compensation described in Article IV Section B of the Agreement, as amended, is increased from \$21,052,723.60 by \$2,000,000 to a total amount not to exceed \$23,052,723.60.

4. **Living Wages.** Article XI is deleted in its entirety and replaced, as follows:

ARTICLE XI – LIVING WAGES

A. **Definitions.** Unless otherwise expressly provided in this Agreement, Capitalized terms used but not defined herein, shall have the definition attributed to them in Article VIII, Section 70-802 of the City Code.

B. **Compliance.** To the fullest extent permitted by law, the Contractor agrees to abide by City Code Sections 70-801, *et seq.*, which requires, in pertinent part, the following:

1. Payment of an hourly wage to Covered Employees equal to the amounts defined in the City Code (“**Living Wage**”);
2. Receipt of at least seven (7) days per year of compensated leave for Covered Employees, as required by Section 70-807 of the City Code; and
3. Post notice in a prominent place regarding the applicability of the Living Wage Ordinance in every workplace in which Covered Employees are working that is within the Covered Employer's custody and control, as required by Section 70-810 of the City Code.

C. **Living Wage.** In accordance with the Living Wage Ordinance, Living Wage shall be as follows:

1. \$11.19 per hour for any work performed on or before December 31, 2021;
2. \$13.25 per hour for any work performed on or before December 31, 2022;
3. \$15.00 per hour for any work performed on or before December 31, 2023; and
4. \$15.00 per hour plus any adjustment provided in subsection D below for any work performed during calendar year 2024 or thereafter.

D. **Adjusted Living Wage.** In accordance with Section 70-806(2) of the City Code, the Living Wage shall be annually adjusted for inflation, as defined by the Consumer Price Index calculated by the U.S. Bureau of Labor Statistics as applied to the South Region, except that in no instance shall the Living Wage be adjusted downward. The first adjustment shall become effective on January 1, 2024 using the Consumer Price Index figures provided for the preceding year, and thereafter on an annual basis. Subcontract Requirements. As required by Section 70-804 of the City Code, the Contractor, beneficiary, or other Covered Employer, prior to entering into a subcontract, shall notify subcontractors in

writing of the requirements and applicability of Article VIII – The Living Wage Ordinance (“Article”). City contractors and beneficiaries shall be deemed responsible for violations of this Article by their subcontractors.

E. Reporting. On or before January 31st and upon request by the City, the Contractor shall identify (a) the hourly wage earned by the lowest paid Covered Employee and (b) the number of days of compensated leave received by Covered Employees earning less than 130% of the then-prevailing wage during the current term of the Agreement, and provide the identified information to the following:

Office of Workforce Development
Living Wage - Compliance
1340 Poydras Street – Suite 1800
New Orleans, Louisiana 70112

F. Compliance Monitoring. Covered Employers under this Agreement are subject to compliance monitoring and enforcement of the Living Wage requirements by the Office of Workforce Development (the “OWD”) and/or the Chief Administrative Office (“CAO”). Covered Employers will cooperate fully with the OWD and/or the CAO and other City employees and agents authorized to assist in the administration and enforcement of the Living Wage requirements. Steps and actions include, but are not limited to, requirements that: (i) the Contractor will cooperate fully with the OWD and the CAO and other City employees and agents authorized to assist in the administration and enforcement of the Living Wage requirements; (ii) the Contractor agrees that the OWD and the CAO and their designees, in the performance of their duties, shall have the right to engage in random inspections of job sites and to have access to the employees of the Contractor, payroll records and employee paychecks; and (ii) that the City may audit such records of the Contractor as he or she reasonably deems necessary to determine compliance with the Living Wage standards.

G. Remedies. If the Contractor fails to comply with the Living Wage requirements during the term of the Agreement, said failure may result in termination of the Agreement or the pursuit of other remedies by the City, including, but not limited to, the penalties and enforcement mechanisms set forth in Section 70-811 of the City Code.

5. Additional Miscellaneous Provisions. The following terms and conditions are reaffirmed and/or added to the Agreement:

ARTICLE VII - NON-DISCRIMINATION

A. Equal Employment Opportunity. In all hiring or employment made possible by, or resulting from this Agreement, the Contractor (1) will not be discriminate against any employee or applicant for employment because of race, sex, color, religion, gender, age, physical or mental disability, national origin, sexual orientation, gender identity, creed, culture, or ancestry, and (2) where applicable, will take affirmative action to ensure that the

Contractor's employees are treated during employment without regard to their race, sex, color, religion, gender, age, physical or mental disability, national origin, sexual orientation, gender identity, creed, culture, or ancestry. This requirement shall apply to, but not be limited to the following: employment, upgrading, demotion or transfer, recruitment or recruitment advertising, layoff or termination, rates of pay or other forms of compensation, and selection for training, including apprenticeship. All solicitations or advertisements for employees shall state that all qualified applicants will receive consideration for employment without regard to race, sex, color, religion, gender, age, physical or mental disability, national origin, sexual orientation, gender identity, creed, culture, or ancestry.

B. Non-Discrimination. In the performance of this Agreement, the Contractor will not discriminate on the basis, whether in fact or perception, of a person's race, color, creed, religion, national origin, ancestry, age, sex, gender, sexual orientation, gender identity, domestic partner status, marital status, physical or mental disability, or AIDS- or HIV-status against (1) any employee of the City working with the Contractor in any of Contractor's operations within Orleans Parish or (2) any person seeking accommodations, advantages, facilities, privileges, services, or membership in all business, social, or other establishments or organizations operated by the Contractor. The Contractor agrees to comply with and abide by all applicable federal, state and local laws relating to non-discrimination, including, without limitation, Title VI of the Civil Rights Act of 1964, Section V of the Rehabilitation Act of 1973, and the Americans with Disabilities Act of 1990.

C. Incorporation into Subcontracts. The Contractor will incorporate the terms and conditions of this Article into all subcontracts, by reference or otherwise, and will require all subcontractors to comply with those provisions.

D. The City may terminate this Agreement for cause if the Contractor fails to comply with any obligation in this Article, which failure is a material breach of this Agreement.

6. Compliance with the City's Hiring Requirements – Ban the Box. (i) The Contractor agrees to adhere to the City's hiring requirements contained in City Code Sections 2-8(d) and 2-13(a)-(f). Prior to executing this Agreement, Contractor must provide a sworn statement attesting to its compliance with the City's hiring requirements or stating why deviation from the hiring requirements is necessary. (ii) Failure to maintain compliance with the City's hiring requirements throughout the term of the Agreement, or to provide sufficient written reasons for deviation, is a material breach of this Agreement. Upon learning of any such breach, the City will provide the Contractor notice of noncompliance and allow Contractor thirty (30) days to come into compliance. If, after providing notice and thirty (30) days to cure, the Contractor remains noncompliant, the City may move to suspend payments to Contractor, void the Agreement, or take any such legal action permitted by law or this Agreement. (iii) This section will not apply to any agreements excluded from the City's hiring requirements by City Code Sections 2-8(d) or (g). Should a court of competent jurisdiction find any part of this section to be unenforceable, the

section should be reformed, if possible, so that it is enforceable to the maximum extent permitted by law, or if reformation is not possible, the section should be fully severable and the remaining provisions of the Agreement will remain in full force and effect. (iv) The Contractor will incorporate the terms and conditions of this Article into all subcontracts, by reference or otherwise, and will require all subcontractors to comply with those provisions.

7. **Convicted Felon Statement.** The Contractor swears that it complies with City Code § 2-8(c). No Contractor principal, member, or officer has, within the preceding five years, been convicted of, or pled guilty to, a felony under state or federal statutes for embezzlement, theft of public funds, bribery, or falsification or destruction of public records.

8. **Cost Recovery.** In accordance with Section 2-8.1 of the Municipal Code entitled "Cost recovery in contracts, cooperative endeavor agreements, and grants," to the maximum extent permitted by law, the Contractor shall reimburse the City or disgorge anything of value or economic benefit received from the City if the Contractor fails to meet its contractual obligations."

9. **Non-Solicitation Statement.** The Contractor swears that it has not employed or retained any company or person, other than a bona fide employee working solely for it, to solicit or secure this Amendment. The Contractor has not paid or agreed to pay any person, other than a bona fide employee working for it, any fee, commission, percentage, gift, or any other consideration contingent upon or resulting from this Amendment.

10. **Prior Terms Binding.** Except as otherwise provided by this Amendment, the terms and conditions of the Agreement, as amended, remain in full force and effect.

11. **Counterparts.** This Amendment may be executed in one or more counterparts, each of which shall be deemed to be an original copy of this Amendment, but all of which, when taken together, shall constitute one and the same agreement.

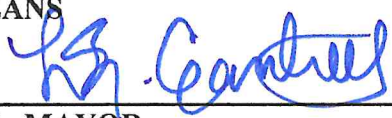
12. **Electronic Signature and Delivery.** The Parties agree that a manually signed copy of this Amendment and any other document(s) attached to this Amendment delivered by facsimile, email or other means of electronic transmission shall be deemed to have the same legal effect as delivery of an original signed copy of this Amendment. No legally binding obligation shall be created with respect to a party until such party has delivered or caused to be delivered a manually signed copy of this Amendment.

[SIGNATURES CONTAINED ON NEXT PAGE]

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IN WITNESS WHEREOF, the City and the Contractor, through their duly authorized representatives, execute this Amendment, to be effective as of the Effective Date.

CITY OF NEW ORLEANS

BY: 
LATOYA CANTRELL, MAYOR

Executed on this 31st of January, 2022.

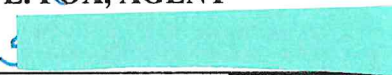
FORM AND LEGALITY APPROVED:

Law Department

By: 
Printed Name: Tracy Tyle


STRATEGIC STAFFING SOLUTIONS, L.C.

BY: _____
DAVID L. FOX, AGENT


TAX I.D.

[END OF AMENDMENT]