

## CONTRACT MODIFICATION

Modification No.: # 1

Contract No.: F50B9400020  
Contract Name: Telecommunications Relay &  
Captioned Telephone Services  
Contract  
Contract Dated: March 1, 2020

THIS CONTRACT MODIFICATION to Contract No. F50B9400020 Telecommunications Relay & Captioned Telephone Services Contract ( "Contract") is made this 20th day of November, 2020 ("Effective Date"), by and between Hamilton Relay, Inc. ("Contractor"), and the **State of Maryland** ("State"), acting through the Department of Information Technology (collectively the "Parties").

**WHEREAS**, on March 1, 2020, the State and Hamilton Relay, Inc. entered into the Contract;

**WHEREAS**, the Parties intend to make additional investment in and to increase outreach activities;

**WHEREAS**, the Parties intend to facilitate Remote Conference Captioning services, including training and giving the ability to captioners to embed captions into video conferencing platforms through a rate increase;

WHEREAS, the State has determined that this Modification will not undermine the purposes of, or prevent substantial compliance with, Division II of the State Finance and Procurement Article.

**NOW THEREFORE**, in consideration of the Recitals which are hereby made a substantive part hereof, and the promises and the covenants herein contained, the parties agree as follows:

1. Outreach event costs are to be considered public relations activities and associated costs may be covered by the outreach and advertising budget. In addition, Contractor shall ensure that, through itself or its agents, a marketing campaign and additional advertising are provided as appropriate for all outreach events.
2. The rate for Remote Conference Captioning, provided in BAFO and Financial Proposal is increased by \$0.14 per minute for the remainder of contract Year 1 and for Years 2,3,4 and 5 Contractor's Rate Sheet is amended as follows:

|                              | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|------------------------------|--------|--------|--------|--------|--------|
| Remote Conference Captioning | \$3.94 | 4.04   | 4.20   | 4.36   | 4.53   |

3. When providing Remote Conference Captioning services for assignments using telephone/audio conference bridge, Contractor employees or subcontractor employees shall begin service five (5) minutes prior to assignment start time for pre-meeting preparation and transition.

When providing Remote Conference Captioning services for assignments using Zoom or other online platforms, Contractor employees or subcontractor employees shall begin service fifteen (15) minutes prior to assignment start time for pre-meeting preparation and transition.

4. RFP Section 2.4.3.8.5 (A)(5) is modified to state that the Contractor shall ensure that its Dedicated Outreach Staff "has sufficient equipment and all other resources including financial, necessary to participate in advertising and outreach for a goal of up to three-hundred (300) combined events (TRS, CTS, and RTT) per contract year as directed by the State PM."

Except as expressly modified herein, all of the provisions of the Contract remain in full force and effect and are hereby ratified and confirmed.

**The Next Page Is the Signature Page**

IN WITNESS WHEREOF, the parties have caused this Modification to be executed by their respective duly authorized officers, agents or officials as of the above-referenced date.

CONTRACTOR

By: Beth Slough  
Witness/Attest

By: John Nelson  
Corporate Officer/Authorized Agent  
John Nelson, President  
Printed Name/Title of Officer/Agent

STATE OF MARYLAND

By: Department of Information Technology

Daphney McChaff  
Witness

By: Michael G. Leahy  
Secretary or Designee

Approved as to form and legal sufficiency

this 24th day of November, 2020

[Signature]  
Assistant Attorney General