

Attachment 2:
MSA Statement(s) of Work

EXHIBIT A

STATEMENT OF WORK AND RATES

Tierra Verde Tree Care

General Scope of Work

Available for Emergency Services/After Hours work
Tree services, landscaping services and debris removal on-call as needed

Services are available but not limited to:

Tree work (Pruning/Maintenance/Removal) Stump Grinding
Root Pruning
Root Wall Installation
Tree Planting
Tree Transplanting
Cabling
Brush Clearance and Fire Abatement
Tractor and Winch Truck Service

Hours of Operation for 2022-2023

Normal Hours are:

Monday thru Friday, 7am until 4pm

Emergency Services are available 24/7

*There is a \$540 minimum service charge for after-hours or emergency response

Tierra Verde Tree Care, Inc. 2022-2023 Rate Sheet

- A. Labor (Classification) Groundsman Regular \$87/per hour
Overtime \$130.50/per hour Emergency/Holiday \$174/per hour
- B. Labor (Classification) Tree Trimmer Regular \$90/per hour
Overtime \$135/per hour Emergency/Holiday \$ 180/per hour
- C. Labor (Classification) Landscaper Regular \$45/per hour
Overtime \$67.50/per hour Emergency/Holiday \$90/per hour

Note: Rate billed at General Prevailing Wage Determination SC-102-X-20-2022-2 and General Prevailing Wage Determination Increase SC-102-X-20-Pre per the DIR.

EXHIBIT A

STATEMENT OF WORK AND RATES

Peterson's Tree Care Inc
SCOPE OF WORK FOR 2022/2023 CONTRACT

Our services include:

- Tree Maintenance
- Tree pruning
- Tree removal
- Stump grinding
- Tree planting
- Tree Transplanting
- Emergencies
- Cabling
- Brush/Debris Chipping
- Arborist consulting

Current Public Works Rates for 22/23 – Per Man

Regular Hourly Rates:

Monday – Friday

(40 Hour work week) 8 hours per day Rates change to the overtime rates after 8 hours per day

\$110.00

Over Time Hourly Rates:

Evening and Saturday rates After an 8 Hour workday

Or 40 hours have been exhausted by employee

\$165.00

Sundays and Holiday hourly rates Day and Evening Rates

\$214.00

All rates are based on standard prevailing wages: (Tree Maintenance Laborer)

EMERGENCY RATES WILL BE DETERMINED DEPENDING ON THE DAY OF WEEK AND TIME OF DAY

Note: These hourly rates include the use of adequate vehicles and equipment

General disclaimer below is for all proposals unless otherwise stated

EXHIBIT A

STATEMENT OF WORK AND RATES

Mark Crane's Tree Inc

October 11, 2022

Arborist Services

PO Box 983, Goleta, CA 93116-0983, (805) 685-2320 --- Ojai (805) 646-9484 --- Fax: (805) 646-9424

email: carborist63@aol.com --- www.MarkCranesTree.com

Mark Cranes Tree Inc- Rate sheet for equipment and labor- 7-1-2022 through 7-1-2023

All rates are paid at a prevailing rate as per the DIR

These rate sheet reflect a 5% increase from last year.

Rates apply through July 1st, 2023.

Regular rate-

2-man crew with truck and chipper -\$1,930.00

3-man crew with truck and chipper- \$2,895.00

4-man crew with truck and chipper- \$3,860.00

Emergency rate-

2- man crew with truck and chipper- \$2,895.00

3- man crew with truck and chipper- \$4,342.50

4- man crew with truck and chipper- \$5,790.00

Emergency overtime and Holiday rate-

2-man crew with truck and chipper- \$3,860.00

3-man crew with truck and chipper- \$5,790.00

4-man crew with truck and chipper- \$7,720.00

Hours defined as:

Normal Operating Hours – 7am to 3pm

After Hours billed as Overtime (1.5 times - same as emergency rates)

Weekend Hours billed as Emergency

All rates are based on an 8-hour day with a 4-hour minimum charge

All hours are billed port to port, from our yard at the SB Airport

Special Equipment-

60-foot lift- \$300.00 per day

75-foot lift- \$500.00 per day

83-foot Spider lift- \$500.00 per day

Mini skid steer- \$200.00 per day

Cat 299 skid steer- \$750.00 per day with grapple/winch attachment- Drill attachment- \$250.00-
land management attachment- \$500.00

108-foot Grapple saw crane- \$3,000.00 per day

EXHIBIT A

STATEMENT OF WORK AND RATES

COASTAL TREE SERVICE

P.O. Box 2489, Santa Maria, CA. 93457 / Tel: (805) 937-7817 / Fax: (805) 937-7305

Trimming - Topping - Removing - Stump Grinding - Pruning - Hauling - Chipping
STATE LIC. NO. 697163 d ,1-9, CITY LIC. NO. 11235. \WE ARE FULLY INSURED

Date: 2/9/23

Coastal Tree Service pays the prevailing wages to our employee as:

- According to DIR SC-102-X-20-2022-2
 1. Senior Tree Climber: \$32.22
 2. Tree Trimmer: \$30.02
 3. Ground person: \$28.23
 4. Emergency we charge time and half rate, Sundays we charge double time rate.

Hours and Rates: Minimum charge is 4 hours

- Normal hours: 8 am to 4 pm
- After hours: Time and a half
- Weekend hours: 8 am to 4 pm – time and a half; Sunday double time rate
- Emergency: Time and a half. Defined as inspecting the job within 30 mins of call, and proceeding with the job depends on its location

Our services include:

- Tree maintenance
- Tree pruning
- Tree removal
- Stump grinding
- Tree planting
- Tree Cabling
- Emergencies
- Brush, Debris and Chipping
- Arborist Consulting

Our equipment includes:

- Chippers
- Stump grinders (various sizes)
- Bucket Trucks
- Skit Steer
- Disposal Truck
- Other vehicles and smaller equipment's to perform the duties.
- 2x fully equipped crews.

EXHIBIT A

STATEMENT OF WORK AND RATES

Perez Landscaping

FOR 2022/2023 CONTRACT

- Labor Rate per Hour at \$75.00 per hour. Monday – Friday 8 am – 4 pm.
- After Hour – Weekend Rate at \$150 per hour.
- Tree Maintenance at \$1,500.00 per day (Crew of 3, Eight hours each)
- Tree Pruning at \$1,500.00 per day (Crew of 3, Eight hours each)
- Tree removal at \$85.00 per hour.
- Stump grinding at \$85.00 per hour.
- Tree planting at \$85.00 per hour.
- Tree transplanting \$85.00 per hour.
- Emergencies/same day call out at \$165.00 per hour minimum 2 hrs. (Upon receiving a call from County Representative)
- Cabling T \$120.00 per hour.
- Brush/Debris Chipping at \$85.00 per hour.
- Arborist Consulting at \$250.00 per hour.
- Hauling truck at \$150.00 per trip (plus dump fees).
- Materials - 15% Profit and Overhead on materials.
- Medians Maintenance - Hollister area \$700.00 per visit.
- Medias Maintenance - Summerland \$850.00 per visit.

- Equipment Use:
 - Bobcat - \$150 per hour
 - Excavator \$150 per hour

- All rates are paid at a prevailing rate as per the DIR.

EXHIBIT A

STATEMENT OF WORK AND PRICING

BMAK, Inc - dba CompuWave, Inc

CompuWave, Inc, acting as a reseller for the following named software publishers:

Adobe Systems – licenses for document editing

Bluebeam Software

Box Software – document storage, sign documents electronically, interactive and collaborative document sharing

Cisco Meraki

Hewlett Packard Enterprise

Jamf Software

Microsoft Corp

Trellix Corp

Veeam Corporation

VMWare – Workload platform with cloud benefits, capacity optimization and planning.

CompuWave offers pricing to the county of Santa Barbara for software licenses from these manufacturers.

Pricing sheets for common items will be included with this offer, but our offering is not limited to these items or referenced manufacturers.

Software products offered can be new license, subscription license, or annual software support based on the agency needs, and will be priced at current rate at time of request, which may also include pro-rated cost of items mid-term of software agreement.

CompuWave, Inc
 1884 Eastman Ave
 Suite 111
 Ventura, California 93003
 United States
 www.compuwave.com
 (P) 805-650-8808
 (F) 805-650-8561

Quotation (Open)

Quote # : 95731 1 rev of 1
 Modified Date: Jan 16, 2023 02:26 PM PST
 Expiration Date: 02/15/2023
 Description: None

Sales Associates

Preparer: Rudolph, Scott
 E-mail: srudolph@compuwave.com
 Phone: (805)650-8808 ext. 119
 Account Manager: Sales, CompuWave
 E-mail: msolis@compuwave.com

The Products & Services You've Requested!

| # | Description | Part # | Tax | Qty | Unit Price | Total |
|----|--|-----------------|-----|------|------------|--------------|
| 1 | Acrobat Pro DC for enterprise, Enterprise Licensing Subs | 65271309BC09A12 | No | 1 | \$72.00 | \$72.00 |
| | Note: 1 year subscription for VIP accounts established prior to 6/30/2022 | | | | | |
| 2 | Adobe Acrobat Pro for enterprise Subscription New - 1 user - GOV - LGA - level 9 (10000+) - net new Acrobat Pro customers only - Win, Mac - Multi North American Language | 65324113BC09A12 | No | 1 | \$99.00 | \$99.00 |
| | Note: 1 year subscription for VIP accounts established after to 7/1/2022 | | | | | |
| 3 | Bluebeam Revu - Basic - New User - Annual Subscription | SUBCM0001-N | No | 1 | \$237.00 | \$237.00 |
| 4 | 501-1000 Ent Licenses Annual Box, Inc. - Ent1000 Start Date: 10/31/2023 End Date: 10/30/2024 | ENT1000 | No | 750 | \$194.00 | \$145,500.00 |
| | Note: EID# 217596 | | | | | |
| 5 | HPE Integrated Lights-Out Advanced License + 3 Years 24x7 Support - 1 server - for ProLiant DL160 Gen10, DL20 Gen10, DL580 Gen9, DX360 Gen10, ML30 Gen10, XL290n Gen10 | BD505A | Yes | 1 | \$220.00 | \$220.00 |
| 6 | JAMF PRO Subscription license renewal (1 year) - 1 device - hosted - volume, commercial - 50-249 licenses - IOS | 1002020201 | No | 155 | \$40.00 | \$6,200.00 |
| 7 | JAMF PRO with Jamf Cloud for IOS Subscription license (annual) - 1 device - hosted - volume, commercial - 50-249 licenses - IOS | 1001020201 | No | 45 | \$40.00 | \$1,800.00 |
| 8 | Azure prepayment - US Gov | J5U-00001 | No | 2 | \$1,215.00 | \$2,430.00 |
| 9 | O365 G1 GCC Sub Per User | U4S-00002 | No | 24 | \$86.00 | \$2,064.00 |
| 10 | Microsoft Office 365 (Plan G3) Subscription license (1) - 1 user - hosted - GOV - EA Subscription, Government Community Cloud - All Languages | AAA-11894 | No | 1 | \$239.00 | \$239.00 |
| 11 | McAfee MVISION Standard Subscription license (1 year) + 1 Year Business Software Support - volume, GHE - level C (1001-2000) | MV1ECE-AA-CI | No | 1255 | \$23.25 | \$29,178.75 |
| 12 | McAfee Gold Business Support Technical support - for McAfee MOVE Anti-Virus for Virtual Servers - 1 OS instance - GHE - Associate - level C (51-100) - phone consulting - 1 year - 24x7 | MOVYCM-AT-CI | No | 75 | \$26.50 | \$1,987.50 |
| | Note: 3/3/2023 3/2/2024 | | | | | |

| # | Description | Part # | Tax | Qty | Unit Price | Total |
|----|--|-----------------------|-----|-----|------------|-------------|
| 13 | McAfee Gold Business Support Technical support - for McAfee Data Center Security Suite for Database - 1 node - GHE - Associate - level A (5-25) - phone consulting - 1 year - 24x7 Note: 3/3/2023 3/2/2024 | DCDYCM-AA-AI | No | 24 | \$729.00 | \$17,496.00 |
| 14 | McAfee Gold Business Support Technical support - for McAfee MOVE Anti-Virus for Virtual Desktops - 1 node - GHE - Protect Plus - level D (101-250) - phone consulting - 1 year - 24x7 Note: 3/3/2023 3/2/2024 | MOVYFM-AA-DI | No | 250 | \$7.75 | \$1,937.50 |
| 15 | Veeam 24/7 Uplift Technical support - for Veeam Backup & Replication Enterprise Plus for VMware - 1 socket - phone consulting - 1 month - 24x7 | V-VBRPLS-VS-P024M-00 | No | 32 | \$13.00 | \$416.00 |
| 16 | Veeam Premium Support Technical support (renewal) - for Veeam Backup & Replication Enterprise Plus for VMware - 1 socket - includes 24/7 uplift - phone consulting - 1 year - 24x7 | V-VBRPLS-VS-P0PAR-00 | No | 8 | \$825.00 | \$6,600.00 |
| 17 | Veeam Backup & Replication Universal License Upfront Billing License (renewal) (1 year) + Production Support - 10 instances - public sector - includes Enterprise Plus Edition features | P-VBRVUL-0I-SU1AR-00 | No | 2 | \$1,055.00 | \$2,110.00 |
| 18 | Veeam Premium Support Technical support (renewal) - for Veeam Backup & Replication Enterprise for VMware - 1 socket - includes 24/7 uplift - phone consulting - 1 year - 24x7 | V-VBRENT-VS-POPAP-00 | No | 20 | \$560.00 | \$11,200.00 |
| 19 | VMware Support and Subscription Basic Technical support - for VMware Workspace ONE Standard - 1 device - emergency phone consulting - 1 year - 12x5 - response time: 4 business hours | VA-WOS-A-D-G-SSS-C | No | 50 | \$15.00 | \$750.00 |
| 20 | VMware Support and Subscription Basic Technical support - for VMware vSphere Enterprise Plus Acceleration Kit (v. 4.x) - 8 processors - emergency phone consulting - 1 year - 12x5 - response time: 4 business hours | VS4-ENT-PL-AK-G-SSS-C | No | 1 | \$5,799.00 | \$5,799.00 |
| 21 | VMware Support and Subscription Basic Technical support - for VMware vCenter Server Foundation for vSphere (v. 7) - up to 4 hosts (per instance) - emergency phone consulting - 1 year - 12x5 - response time: 4 business hours | VCS7-FND-G-SSS-C | No | 1 | \$549.00 | \$549.00 |
| 22 | VMware Support and Subscription Basic Technical support - for VMware vSphere Enterprise Edition (v. 7) - 1 processor - emergency phone consulting - 1 year - 12x5 - response time: 4 business hours | VST7-ENT-G-SSS-C | No | 12 | \$609.00 | \$7,308.00 |
| 23 | VMware Support and Subscription Basic Technical support - for VMware vCenter Server Standard for vSphere (v. 7) - 1 instance - emergency phone consulting - 1 year - 12x5 - response time: 4 business hours | VCS7-STD-G-SSS-C | No | 1 | \$1,265.00 | \$1,265.00 |
| 24 | VMware Support and Subscription Basic Technical support - for VMware vSphere Enterprise Plus Edition (v. 7) - 1 processor - emergency phone consulting - 1 year - 12x5 - response time: 4 business hours | VST7-EPL-G-SSS-C | No | 12 | \$739.00 | \$8,868.00 |
| 25 | VMware Support and Subscription Basic Technical support - for VMware vSphere Standard Edition (v. 7) - 1 processor - emergency phone consulting - 1 year - 12x5 - response time: 4 business hours | VST7-STD-G-SSS-C | No | 16 | \$265.00 | \$4,240.00 |

Terms and Conditions

All returns must be accompanied by original invoice and authorized RMA number

EXHIBIT A

STATEMENT OF WORK AND PRICING

CDW Government, Inc



CDW Government, Inc, acting as a reseller for the following named software publishers, priced for the County of Santa Barbara based on the software manufacturer’s MSRP with cost-plus pricing:

| | |
|------------|-------|
| VMWARE | 3.00% |
| ADOBE | 3.00% |
| PROOFPOINT | 3.00% |

Other software vendors by CDW Government offered at 3% cost-plus pricing:
CA TECHNOLOGIES, CISCO, COMMVAULT, IBM, RED HAT, SPLUNK, TABLEAU, VEEAM, AUTODESK, BARRACUDA NETWORKS, BMC SOFTWARE, CHECK POINT SOTWARE, CHERWELL, CITRIX, CROWDSTRIKE, DELL, DOCUSIGN, DYNATRACE, FORCEPOINT, GOOGLE, INFORMATICA, IVANTI, KNOWBE4, MCAFEE, MICRO FOCUS, MULEFOSFT, NETMOTION, OKTA, OPENTEXT, PROGRESS SOFTWARE, QUEST SOFTWARE, RAPID7, RSA SECURITY, SAP, SOLARWINDS, SOPHOS, SPILLMAN, SYMANTEC, TENABLE, TREND MICRO, VARONIS, VERITAS, ZOHOO

Software products offered can be new license, subscription license, or annual software support based on the agency needs, and will be priced at current rate at time of request, which may also include pro-rated cost of items mid-term of software agreement.