



CONTRACT RENEWAL LETTER

Date: June 2, 2022
Contract #: UCPJMU6033
Service: Telecommunications Equipment & Supplies
Renewal Period: 7/26/2022 to 7/25/2023
Renewal #: 1 of 4 One-Yr
Issued By: James Madison University
Jeremy Good, Buyer Senior Ph: 540-568-3131
Fx: 540-568-7935

Contractor: Tesco Incorporated
Attn: Cynthia King
11126 McCormick Rd
Hunt Valley, MD 21031 Ph: 800-472-7373

Contract Administrator: Nancy Sours, Telecommunications

Description of Renewal Notice:

In accordance with the renewal provision of the original contract all terms, conditions, and specifications of the original contract remain the same during the contract renewal period, along with any modifications that have been incorporated up until this point.

The following products and associated discount are hereby removed from the pricing schedule:


- American Power Conversion – 30% discount
- Genuine Cable Group – 40% discount
- Telect, Inc. – 30% discount

The remaining contract pricing will remain the same and an updated pricing schedule is attached to this renewal.

All invoices shall be submitted within sixty days of contract renewal term expiration as well as for each subsequent contract renewal period. Any invoices submitted after the sixty day period will not be processed for payment.

Return one executed renewal notice to my attention within ten days.


Tesco Incorporated

By: 
Cynthia King

Name (print)
Vice President & Treasurer 6.14.2022

Title Date Signed

James Madison University

By: 
Jeremy Good,

Name (print)
Buyer Senior 06/01/2022

Title Date Signed

Contract #: UCPJMU6033

Contractor: Tessco Incorporated

Renewal Period: 7/26/2022 to 7/25/2023

Commodity: Telecommunications Equipment & Supplies

Pricing Schedule

1. Contractor shall provide the Purchasing Agency with percentage discount off manufacturer list price in accordance with Attachment E - Pricing Schedule.
2. The Contractor has disclosed all potential fees. Additional charges will not be accepted.

ATTACHMENT E - PRICING SCHEDULE

Manufacturer	Discount % Off MSRP
3M Products	22%
3Z Telecom, Inc.	3%
ABB Installation Products	35%
ABB Power Electronics Inc.	35%
Accele Electronics	27%
Advanced RF Technologies	25%
AEMC Instruments	10%
AFL Telecommunications	11%
AiRISTA Flow, Inc.	11%
ALE USA, Inc.	40%
All-Pro Fasteners	30%
Alpha Technologies Ltd.	27%
AMERESCO Solar	24%
Amphenol Antenna Solutions	45%
Amphenol Procom Inc.	17%
Amphenol RF	30%
Anritsu	6%
Antennas Plus	23%
Avnet Electronics	4%
Band-it	30%
Belden	30%
Bird Technologies	11%
Bizline (Multiple)	35%
Bosch/TYCO	35%
Bud Industries Inc.	21%
BURNDY	40%
Bushnell	27%

Bussmann	45%
Cables Unlimited Inc.	30%
CalAmp Wireless Networks	28%
Carber Power Technologies	35%
Carlson	28%
Charles Industries, Ltd.	30%
Chatsworth	18%
Cisco Systems, Inc.	30%
Citel, Inc.	40%
ClearComm Technologies, LLC	16%
Comba Telecom, Inc.	35%
Commander Technologies	30%
CommScope	28%
Comprod Inc.	21%
ConcealFab Corporation	5%
Consolidated Wire	30%
Cooper B-Line	10%
Corning	27%
CPI Communications	29%
Crescend	30%
dbSpectra, Inc.	28%
DDB Unlimited	7%
Deka	30%
Dewalt	45%
Dialight Corporation	25%
Digi International, Inc.	18%
Digital Antenna	40%
DuraComm Corporation	17%
Eaton	33%
Ekahau, Inc.	6%
ElectriFlex Company	23%
EMR Corporation	27%
EnerSys/Yuasa	33%
Ericsson Inc.	13%
EXFO America Inc.	11%
Fiplex Communications, Inc	19%
Flash Technology	40%
Fluke	13%
Fluke Networks	5%
Freedom Communication	9%
GAI-Tronics	25%

Galtronics USA, Inc.	45%
Gamber-Johnson	30%
Gamma Nu Theta, Inc.	29%
GarrettCom	14%
Getac, Inc.	23%
GPS Networking, Inc.	13%
GS Battery	30%
G-Wave	22%
Haines Products	45%
Harger	40%
Havis, Inc.	28%
HellermannTyton	40%
Hirschmann Electronics	19%
Hoffman	30%
ICT	23%
Incell	30%
Inseego	15%
Intel	29%
International Tower Light	12%
Izzy Lugs	19%
JENSEN Tools + Supply	12%
JMA Wireless	28%
JPS Interoperability	13%
Kathrein Broadcast USA Inc	6%
Keysight Technologies, Inc	8%
Laird Connectivity, Inc.	40%
L-Com Connectivity Product	10%
Lind Electronics	8%
Mars Antennas	45%
Master Appliance	19%
Master Lock	40%
MECA Electronics Inc.	9%
Microlab/FXR	13%
Microwave Photonic Systems	28%
MK Battery	50%
Mobile Mark, Inc.	30%
Morningstar	18%
Motorola Solutions	17%
Moxa Americas, Inc.	22%
Multiplier	40%
Nello Corporation	20%

NetAlly	8%
NewMar	27%
Nextivity	21%
NorthStar	30%
Optical Zonu Corporation	30%
Optimum Fiberoptics	29%
Panduit	30%
PCTEL	30%
Pelican Products	30%
Platinum Tools, Inc.	15%
PolyPhaser	30%
Prysmian Cables & Systems	35%
Pulse / Larsen Antennas	45%
Quazite	30%
RAD Data Communications	19%
Radio Waves	14%
RADWIN	20%
Rajant	24%
RAM Mounts	30%
Raycap	27%
Red Lion Controls	18%
RF Industries	40%
RFS	35%
Ritron Wireless Solutions	23%
Rohn Products LLC	15%
Roxtec	15%
Ruckus Wireless	35%
Sabre	26%
Samsung WirelessEnterprise	18%
Sargent Tools	17%
Second Sight Systems, LLC	25%
Sinclair Technologies	28%
Southwire Company, LLC	40%
Southwire TelcoFlex	50%
Speco Technologies	50%
STI-CO Industries, Inc	15%
Superior Essex Comm	16%
Surecall	29%
SYM Technology, Inc.	30%
Telewave, Inc.	28%
Tii Technologies Inc.	12%

Times Microwave Systems	30%
Transtector Systems, Inc.	29%
Tripp Lite	40%
Trylon	13%
TX RX Systems Inc.	27%
Tycon	7%
Ubiquiti Networks	5%
Uneda Bolt	35%
Valmont Structures	30%
Velcro USA Inc.	30%
Ventev	30%
Vertiv Corporation	40%
Viavi Solutions Inc.	11%
VoltServer, Inc.	15%
weBoost	21%
Westell, Inc.	30%
Wilmore Electronics Co.Inc	28%
WilsonPro	30%