



## CONTRACT RENEWAL LETTER

**Date:** July 19, 2023  
**Contract #:** UCPJMU6033  
**Service:** Telecommunications Equipment & Supplies  
**Renewal Period:** 7/26/2023 to 7/25/2024  
**Renewal #:** 2 of 4 One-Yr  
**Issued By:** James Madison University  
Doug Chester, Buyer Senior Ph: 540-568-4272  
Fx: 540-568-7935  
  
**Contractor:** Tessco 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 previous contract percentage discount off manufacturer list price is hereby replaced with the percentage discount off manufacturer list price 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.

### **Tessco Incorporated**

**By:**

Cynthia King

Name (print)

Vice President & Treasurer

Title

7/21/2023

Date Signed

### **James Madison University**

**By:**

Doug Chester, VCO

Name (print)

Buyer Senior

Title

7/19/23

Date Signed

**Contract #:** UCPJMU6033

**Contractor:** Tessco Incorporated

**Renewal Period:** 7/26/2023 to 7/25/2024

**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**

| <b>Manufacturer</b>        | <b>Discount % Off MSRP</b> | <b>Mfr code</b> |
|----------------------------|----------------------------|-----------------|
| 3M Products                | 22%                        | 3M              |
| 3Z Telecom, Inc.           | 3%                         | 3ZT             |
| ABB Installation Products  | 35%                        | TAB             |
| ABB Power Electronics Inc. | 35%                        | GEC             |
| Accele Electronics         | 20%                        | ACC             |
| Advanced RF Technologies   | 25%                        | ARF             |
| AEMC Instruments           | 2%                         | CHV             |
| AFL Telecommunications     | 11%                        | AFL             |
| AiRISTA Flow, Inc.         | 2%                         | AIT             |
| ALE USA, Inc.              | 40%                        | ELA             |
| All-Pro Fasteners          | 30%                        | PRF             |
| Alpha Technologies Ltd.    | 27%                        | AGE             |
| AMERESCO Solar             | 24%                        | ASO             |
| American Power Conversion  | 20%                        | APC             |
| Amphenol Antenna Solutions | 35%                        | ANT             |
| Amphenol Procom Inc.       | 17%                        | APG             |
| Amphenol RF                | 10%                        | APH             |
| Anritsu                    | 2%                         | ANW             |
| Antennas Plus              | 20%                        | ANP             |
| Band-it                    | 2%                         | BIT             |
| Belden                     | 30%                        | BLD             |
| Bird Technologies          | 2%                         | BIR             |
| Bizline (Multiple)         | 2%                         | BIZ             |
| Bosch/TYCO                 | 2%                         | BOS             |
| Bud Industries Inc.        | 21%                        | BUI             |
| BURNDY                     | 2%                         | BDC             |
| Bussmann                   | 45%                        | CBD             |

|                             |     |     |
|-----------------------------|-----|-----|
| Cables Unlimited Inc.       | 30% | CUI |
| CalAmp Wireless Networks    | 20% | CWN |
| Carber Power Technologies   | 35% | RMB |
| Carlson                     | 2%  | CLO |
| Charles Industries, Ltd.    | 2%  | CHR |
| Chatsworth                  | 2%  | CAW |
| Cisco Systems, Inc.         | 2%  | CSB |
| Citel, Inc.                 | 40% | CTL |
| ClearComm Technologies, LLC | 2%  | CCT |
| Comba Telecom, Inc.         | 35% | CBT |
| Commander Technologies      | 30% | CND |
| CommScope                   | 28% | ANR |
| Comprod Inc.                | 11% | CPC |
| ConcealFab Corporation      | 5%  | FAB |
| Consolidated Wire           | 20% | COD |
| Corning                     | 2%  | CNZ |
| CPI Communications          | 2%  | CPI |
| Crescent                    | 30% | CRE |
| dbSpectra, Inc.             | 28% | DBE |
| DDB Unlimited               | 7%  | DDB |
| Deka                        | 2%  | DEK |
| Dewalt                      | 30% | DEW |
| Dialight Corporation        | 25% | DIA |
| Digi International, Inc.    | 18% | GID |
| Digital Antenna             | 15% | DAI |
| DuraComm Corporation        | 17% | DUR |
| Eaton                       | 15% | EAT |
| Ekahau, Inc.                | 6%  | EKA |
| ElectriFlex Company         | 23% | EFX |
| EMR Corporation             | 27% | EMR |
| EnerSys/Yuasa               | 2%  | YSA |
| Ericsson Inc.               | 13% | BAN |
| EXFO America Inc.           | 11% | EXF |
| Fiplex Communications, Inc  | 19% | FPX |
| Flash Technology            | 2%  | FLT |
| Fluke                       | 2%  | JFM |
| Fluke Networks              | 2%  | 044 |
| Freedom Communication       | 2%  | GDD |
| GAI-Tronics                 | 25% | GAI |
| Galtronics USA, Inc.        | 45% | GAI |
| Gamber-Johnson              | 30% | GJI |

|                            |     |     |
|----------------------------|-----|-----|
| Gamma Nu Theta, Inc.       | 5%  | GAM |
| GarrettCom                 | 14% | GCM |
| Genuine Cable Group        | 2%  | GCG |
| Getac, Inc.                | 2%  | GTC |
| GPS Networking, Inc.       | 5%  | GPS |
| GS Battery                 | 2%  | GSB |
| G-Wave                     | 22% | GWA |
| Haines Products            | 20% | HPD |
| Harger                     | 2%  | HLP |
| Havis, Inc.                | 28% | CGD |
| HellermannTyton            | 40% | TYT |
| Hirschmann Electronics     | 19% | RHA |
| Hoffman                    | 2%  | HOF |
| ICT                        | 23% | ICZ |
| Inseego                    | 2%  | IGO |
| International Tower Light  | 12% | ITL |
| Izzy Lugs                  | 19% | IZL |
| JENSEN Tools + Supply      | 2%  | JTK |
| JMA Wireless               | 10% | PPD |
| JPS Interoperability       | 13% | RJP |
| Kathrein Broadcast USA Inc | 6%  | KBU |
| Keysight Technologies, Inc | 2%  | HPK |
| Laird Connectivity, Inc.   | 40% | ATX |
| L-Com Connectivity Product | 10% | HYT |
| Lind Electronics           | 8%  | LND |
| Mars Antennas              | 45% | MAR |
| Master Lock                | 2%  | MSL |
| MECA Electronics Inc.      | 2%  | MEC |
| Microlab/FXR               | 5%  | MOB |
| Microwave Photonic Systems | 20% | MPH |
| Mobile Mark, Inc.          | 30% | MMI |
| Morningstar                | 18% | MRN |
| Motorola Solutions         | 2%  | MWD |
| Moxa Americas, Inc.        | 10% | MOX |
| Multiplier                 | 2%  | MUT |
| Nello Corporation          | 20% | NEL |
| NetAlly                    | 5%  | ALY |
| NewMar                     | 27% | NEW |
| Nextivity                  | 21% | NTY |
| NorthStar                  | 2%  | NTH |
| Optical Zonu Corporation   | 20% | OPZ |

|                            |     |     |
|----------------------------|-----|-----|
| Optimum Fiberoptics        | 29% | FIB |
| Panduit                    | 2%  | PNN |
| PCTEL                      | 30% | MAX |
| Pelican Products           | 20% | PLC |
| Platinum Tools, Inc.       | 10% | PLM |
| PolyPhaser                 | 30% | POL |
| Prysmian Cables & Systems  | 15% | PRY |
| Pulse / Larsen Antennas    | 45% | LEI |
| Quazite                    | 2%  | QUZ |
| RAD Data Communications    | 15% | RAD |
| Radio Waves                | 14% | RAW |
| RADWIN                     | 2%  | RDW |
| Rajant                     | 24% | RAJ |
| RAM Mounts                 | 2%  | NP1 |
| Raycap                     | 20% | ACS |
| Red Lion Controls          | 18% | SXN |
| RF Industries              | 40% | RFI |
| RFS                        | 35% | PDC |
| Ritron Wireless Solutions  | 23% | RWS |
| Rohn Products LLC          | 15% | UNR |
| Roxtec                     | 15% | ROX |
| Ruckus Wireless            | 2%  | RUK |
| Sabre                      | 26% | SAB |
| Samsung WirelessEnterprise | 0%  | SSW |
| Second Sight Systems, LLC  | 15% | SSY |
| Sinclair Technologies      | 28% | SRL |
| Southwire Company, LLC     | 2%  | ICC |
| Southwire TelcoFlex        | 2%  | SWR |
| Speco Technologies         | 50% | SPE |
| STI-CO Industries, Inc     | 15% | STI |
| Superior Essex Comm        | 2%  | ESC |
| Surecall                   | 20% | CPB |
| SYM Technology, Inc.       | 30% | SYI |
| Telewave, Inc.             | 28% | TWI |
| Tii Technologies Inc.      | 12% | TIX |
| Times Microwave Systems    | 30% | TMW |
| Transtector Systems, Inc.  | 29% | TRA |
| Tripp Lite                 | 40% | TRP |
| Trylon                     | 5%  | TRY |
| TX RX Systems Inc.         | 15% | TXR |
| Tycon                      | 2%  | TYO |

|                            |     |     |
|----------------------------|-----|-----|
| Ubiquiti Networks          | 5%  | UBI |
| Uneeda Bolt                | 25% | UBS |
| Valmont Structures         | 30% | MIF |
| Velcro USA Inc.            | 20% | VFS |
| Ventev                     | 30% | VNV |
| Vertiv Corporation         | 2%  | ENP |
| Viavi Solutions Inc.       | 11% | TTC |
| VoltServer, Inc.           | 10% | VSR |
| Westell, Inc.              | 25% | WET |
| Wilmore Electronics Co.Inc | 25% | WEC |