



## CONTRACT RENEWAL LETTER

**Date:** June 03, 2024  
**Contract #:** UCPJMU6033  
**Service:** Telecommunications Equipment & Supplies  
**Renewal Period:** 7/26/2024 to 7/25/2025  
**Renewal #:** 3 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: Contracts/Legal Team  
11126 McCormick Rd  
Hunt Valley, MD 21031 Ph: 800-472-7373  
  
**Contract Administrator:** Nancy Sours, Telecommunications

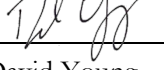
### **Description of Renewal Notice:**

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.

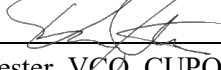
Return one executed renewal notice to my attention within ten days.

### **Tessco Incorporated**

**By:**   
\_\_\_\_\_  
David Young  
\_\_\_\_\_  
*Name (print)*

Chief Financial Officer 6.5.2024  
\_\_\_\_\_  
*Title Date Signed*

### **James Madison University**

**By:**   
\_\_\_\_\_  
Doug Chester, VCO, CUPO  
\_\_\_\_\_  
*Name (print)*

Buyer Senior 6/3/2024  
\_\_\_\_\_  
*Title Date Signed*

**Contract #:** UCPJMU6033

**Contractor:** Tessco Incorporated

**Renewal Period:** 7/26/2024 to 7/25/2025

**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	21.99%	3M
ABB Installation Products	35.00%	TAB
Accele Electronics	20.00%	ACC
Advanced RF Technologies	25.00%	ARF
AFL Telecommunications	10.98%	AFL
ALE USA, Inc.	40.00%	ELA
All-Pro Fasteners	30.00%	PRF
Alpha Technologies Ltd.	27.20%	AGE
AMERESCO Solar	24.43%	ASO
Amphenol Antenna Solutions	35.00%	ANT
Amphenol Procom Inc.	16.77%	APG
Amphenol RF	10.00%	APH
Anritsu	2.00%	ANW
Antennas Plus	20.00%	ANP
Band-it	2.00%	BIT
Belden	30.00%	BLD
Bird Technologies	2.00%	BIR
Bizline (Multiple)	2.00%	BIZ
Bosch/TYCO	2.00%	BOS
Bud Industries Inc.	20.66%	BUI
BURNDY	2.00%	BDC
Cables Unlimited Inc.	30.00%	CUI
CalAmp Wireless Networks	20.00%	CWN
Carber Power Technologies	35.00%	RMB
Carlon	2.00%	CLO
Charles Industries, Ltd.	2.00%	CHR
Chatsworth	2.00%	CAW

Citel, Inc.	40.00%	CTL
Comba Telecom, Inc.	35.00%	CBT
Commander Technologies	30.00%	CND
CommScope	28.00%	ANR
Comprod Inc.	11.00%	CPC
ConcealFab Corporation	4.78%	FAB
Consolidated Wire	20.00%	COD
Corning	2.00%	CNZ
Crescend	30.00%	CRE
dbSpectra, Inc.	28.17%	DBE
DDB Unlimited	7.02%	DDB
Deka	2.00%	DEK
Dewalt	30.00%	DEW
Dialight Corporation	25.24%	DIA
Digi International, Inc.	18.10%	GID
Digital Antenna	15.00%	DAI
DuraComm Corporation	16.52%	DUR
Eaton	15.00%	EAT
Ekahau, Inc.	6.07%	EKA
EMR Corporation	26.84%	EMR
EnerSys/Yuasa	2.00%	YSA
Ericsson Inc.	12.94%	BAN
Fiplex Communications, Inc	18.66%	FPX
Fluke	2.00%	JFM
Fluke Networks	2.00%	044
Freedom Communication	2.00%	GDD
GAI-Tronics	25.00%	GAI
Galtronics USA, Inc.	45.00%	GAI
Gamber-Johnson	30.00%	GJI
Gamma Nu Theta, Inc.	5.00%	GAM
GarrettCom	14.23%	GCM
Genuine Cable Group	2.00%	GCG
GPS Networking, Inc.	5.00%	GPS
GS Battery	2.00%	GSB
G-Wave	21.53%	GWA
Haines Products	20.00%	HPD
Harger	2.00%	HLP
Havis, Inc.	28.36%	CGD
Hirschmann Electronics	18.52%	RHA
Hoffman	2.00%	HOF
ICT	22.71%	ICZ

International Tower Light	11.82%	ITL
Izzy Lugs	18.56%	IZL
JENSEN Tools + Supply	2.00%	JTK
JMA Wireless	10.00%	PPD
Kathrein Broadcast USA Inc	5.91%	KBU
Keysight Technologies, Inc	2.00%	HPK
Laird Connectivity, Inc.	40.00%	ATX
L-Com Connectivity Product	9.72%	HYT
Lind Electronics	7.82%	LND
Mars Antennas	45.00%	MAR
Master Lock	2.00%	MSL
MECA Electronics Inc.	2.00%	MEC
Microlab/FXR	5.00%	MOB
Mobile Mark, Inc.	30.00%	MMI
Morningstar	18.07%	MRN
Motorola Solutions	2.00%	MWD
Moxa Americas, Inc.	10.00%	MOX
Multiplier	2.00%	MUT
Nello Corporation	19.64%	NEL
NetAlly	5.00%	ALY
NewMar	27.19%	NEW
Nextivity	21.41%	NTY
NorthStar	2.00%	NTH
Optical Zonu Corporation	20.00%	OPZ
Optimum Fiberoptics	29.14%	FIB
Panduit	2.00%	PNN
PCTEL	30.00%	MAX
Pelican Products	20.00%	PLC
Platinum Tools, Inc.	10.00%	PLM
PolyPhaser	29.62%	POL
Prysmian Cables & Systems	15.00%	PRY
Pulse / Larsen Antennas	45.00%	LEI
Quazite	2.00%	QUZ
RAD Data Communications	15.00%	RAD
Radio Waves	14.26%	RAW
RADWIN	2.00%	RDW
Rajant	23.93%	RAJ
Raycap	20.00%	ACS
RF Industries	40.00%	RFI
RFS	35.00%	PDC
Ritron Wireless Solutions	22.81%	RWS

Rohn Products LLC	14.70%	UNR
Roxtec	14.90%	ROX
Ruckus Wireless	2.00%	RUK
Sabre	26.19%	SAB
Samsung WirelessEnterprise	18.07%	SSW
Sinclair Technologies	28.30%	SRL
Southwire Company, LLC	2.00%	ICC
Southwire TelcoFlex	2.00%	SWR
Speco Technologies	50.00%	SPE
STI-CO Industries, Inc	14.73%	STI
Superior Essex Comm	2.00%	ESC
Surecall	20.00%	CPB
SYM Technology, Inc.	30.00%	SYI
Telewave, Inc.	27.77%	TWI
Times Microwave Systems	30.00%	TMW
Transtector Systems, Inc.	28.71%	TRA
Tripp Lite	40.00%	TRP
Trylon	5.00%	TRY
TX RX Systems Inc.	15.00%	TXR
Tycon	2.00%	TYO
Ubiquiti Networks	5.45%	UBI
Valmont Structures	30.00%	MIF
Velcro USA Inc.	20.00%	VFS
Ventev	30.00%	VNV
Vertiv Corporation	2.00%	ENP
Viavi Solutions Inc.	11.47%	TTC
VoltServer, Inc.	10.00%	VSR
Westell, Inc.	25.00%	WET
Wilmore Electronics Co.Inc	25.00%	WEC