



## CONTRACT RENEWAL LETTER

**Date:** May 20, 2025  
**Contract #:** UCPJMU6090  
**Service:** Video Surveillance Installation Services & Equipment  
**Renewal Period:** 7/28/2025 to 7/27/2026  
**Renewal #:** 4 of 4 One-Yr  
**Issued By:** James Madison University  
 Michael Morrison, Lead Contract Officer & Project Manager  
 Ph: 540-568-6181  
 Fx: 540-568-7935

**Contractor:** Axis Global Enterprises  
 1439 N. Great Neck Road, Ste 100  
 Virginia Beach, VA 23454

**Contract Administrator:** Brian Clements, Facilities Management

### **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 contract pricing will remain the same and 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.

**Axis Global Enterprises**

By: Ross Vierra

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Ross Vierra

*Name (print)*

CEO|President

5/28/2025

*Title*

*Date Signed*

**James Madison University**

By: Michael Morrison

Michael Morrison, MS, VCCO, CUPO, CPPB

*Name (print)*

Lead Contract Officer & Project Manager

5/20/2025

*Title*

*Date Signed*



**Contract #:** UCPJMU6090  
**Contractor:** Axis Global Enterprises  
**Renewal Period:** 7/28/2025 - 7/27/2026  
**Commodity:** Video Surveillance Installation Services & Equipment

**PRICING SCHEDULE:**

The following Labor, Other Fees, and Discounts sections represent the negotiated pricing for all represented items and should be reflected in all quotes and proposals for the University. No other fees or charges shall be acceptable.

**LABOR & MISC.**

	Pricing Schedule by Zone								
	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9
	Regular Time Labor Rates (7:30 a.m. to 4:00 p.m. Monday – Friday)*								
Project Supervisor									
Labor Rate \$/hour	\$110.00	\$110.00	\$110.00	\$110.00	\$110.00	\$110.00	\$110.00	\$120.00	\$120.00
Technician									
Labor Rate \$/hour	\$95.00	\$95.00	\$95.00	\$95.00	\$95.00	\$95.00	\$95.00	\$100.00	\$100.00
Helper									
Labor Rate \$/hour	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$90.00	\$90.00
Project Estimator									
Labor Rate \$/hour	\$105.00	\$105.00	\$105.00	\$105.00	\$105.00	\$105.00	\$105.00	\$120.00	\$120.00
	Overtime/Emergency Labor Rates (Outside of Regular Time working hours)*								
Project Supervisor									
Labor Rate \$/hour	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$140.00	\$140.00
Technician									
Labor Rate \$/hour	\$110.00	\$110.00	\$110.00	\$110.00	\$110.00	\$110.00	\$110.00	\$120.00	\$120.00
Helper									
Labor Rate \$/hour	\$95.00	\$95.00	\$95.00	\$95.00	\$95.00	\$95.00	\$95.00	\$110.00	\$110.00
Project Estimator									
Labor Rate \$/hour	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$140.00	\$140.00
	Parts and Material Discount (% off MSRP)								
Parts/Materials percent off MSRP	15%	20%	20%	15%	20%	18%	15%	15%	15%

\*Box Sales will have an additional 10% discount applied and be drop shipped from manufacturer.

Other Fees	
Credit Card Fees	N/A