



## CONTRACT RENEWAL LETTER

**Date:** April 30, 2024  
**Contract #:** UCPJMU6092  
**Service:** Video Surveillance Installation Services & Equipment  
**Renewal Period:** 7/28/2024 to 7/27/2025  
**Renewal #:** 3 of 4 One-Yr  
**Issued By:** James Madison University  
Michael Morrison, Buyer Senior  
Ph: 540-568-6181  
Fx: 540-568-7935

**Contractor:** Pavion Corp.  
Attn: David Wrigley  
7272 Jackson Avenue  
Mechanicsville, VA 23111

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

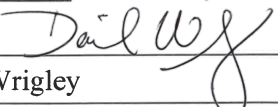
### **Description of Renewal Notice:**

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 increase by 2.6% in accordance with the "other services" category of the CPI-W. 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.

### **Pavion Corp.**

**By:**   
David Wrigley  
Name (print)

Vice President  
Title  
5/15/2024  
Date Signed

### **James Madison University**

**By:**   
Michael Morrison, MS, VCCO, CUPO  
Name (print)

Buyer Senior  
Title  
4/30/2024  
Date Signed



Contract #: UCPJMU6092

Contractor: Pavion Corp. fka Corbett Technology Solutions, Inc. (CTSI)

Renewal Period: 7/28/2024 - 7/27/2025

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.**

Renewal #3

	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	\$93.42	\$93.42	\$93.42	\$93.42	\$93.42	\$93.42	\$93.42	\$93.42	\$93.42
Technician									
Labor Rate \$/hour	\$93.42	\$93.42	\$93.42	\$93.42	\$93.42	\$93.42	\$93.42	\$93.42	\$93.42
Helper									
Labor Rate \$/hour	\$71.44	\$71.44	\$71.44	\$71.44	\$71.44	\$71.44	\$71.44	\$71.44	\$71.44
Project Estimator									
Labor Rate \$/hour	\$93.42	\$93.42	\$93.42	\$93.42	\$93.42	\$93.42	\$93.42	\$93.42	\$93.42
	Overtime/Emergency Labor Rates (Outside of Regular Time working hours)*								
Project Supervisor									
Labor Rate \$/hour	\$140.13	\$140.13	\$140.13	\$140.13	\$140.13	\$140.13	\$140.13	\$140.13	\$140.13
Technician									
Labor Rate \$/hour	\$140.13	\$140.13	\$140.13	\$140.13	\$140.13	\$140.13	\$140.13	\$140.13	\$140.13
Helper									
Labor Rate \$/hour	\$107.16	\$107.16	\$107.16	\$107.16	\$107.16	\$107.16	\$107.16	\$107.16	\$107.16
Project Estimator									
Labor Rate \$/hour	\$140.13	\$140.13	\$140.13	\$140.13	\$140.13	\$140.13	\$140.13	\$140.13	\$140.13
	Parts and Material Discount (% off MSRP)								
Parts/Materials percent off MSRP	25%	25%	25%	25%	25%	25%	25%	25%	25%

\*Axis products will be at 5% discount on all products in all zones.

Other Fees
Credit Card Fees: N/A