



CONTRACT RENEWAL LETTER

Date: May 13, 2025
Contract #: UCPJMU6093
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: First Witness Security
Attn: Rodney Dixon
PO Box 1448
Harrisonburg , VA 22803
Ph: 540-442-0086

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.


First Witness Security

By: 
Rodney Dixon

Name (print)

Owner 5-14-25
Title *Date Signed*

James Madison University

By: 
Michael Morrison, MS, VCCO, CUPO, CPPB

Name (print)

Lead Contract Officer & Project Manager 5/14/2025
Title *Date Signed*



Contract #: UCPJMU6093

Contractor: First Witness Security

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	\$79.00	\$79.00	\$79.00	\$79.00	\$79.00	\$79.00	\$79.00	\$79.00	\$79.00
Technician									
Labor Rate \$/hour	\$69.00	\$69.00	\$69.00	\$69.00	\$69.00	\$69.00	\$69.00	\$69.00	\$69.00
Helper									
Labor Rate \$/hour	\$59.00	\$59.00	\$59.00	\$59.00	\$59.00	\$59.00	\$59.00	\$59.00	\$59.00
Project Estimator									
Labor Rate \$/hour	\$69.00	\$69.00	\$69.00	\$69.00	\$69.00	\$69.00	\$69.00	\$69.00	\$69.00
	Overtime/Emergency Labor Rates (Outside of Regular Time working hours)*								
Project Supervisor									
Labor Rate \$/hour	\$118.50	\$118.50	\$118.50	\$118.50	\$118.50	\$118.50	\$118.50	\$118.50	\$118.50
Technician									
Labor Rate \$/hour	\$103.50	\$103.50	\$103.50	\$103.50	\$103.50	\$103.50	\$103.50	\$103.50	\$103.50
Helper									
Labor Rate \$/hour	\$88.50	\$88.50	\$88.50	\$88.50	\$88.50	\$88.50	\$88.50	\$88.50	\$88.50
Project Estimator									
Labor Rate \$/hour	\$103.50	\$103.50	\$103.50	\$103.50	\$103.50	\$103.50	\$103.50	\$103.50	\$103.50
	Parts and Material Discount (% off MSRP)								
Parts/Materials percent off MSRP	15%	15%	15%	15%	15%	15%	15%	15%	15%

*JMU (only) box sales will be at 25% discount – up to the first \$200,000.00 – in year one of the contract.

The option to continue this extended discount will be subject to review at each renewal.

Other Fees	
Credit Card Fees	3.5% Keyed 2.5 % Scanned