



CONTRACT RENEWAL LETTER

Date: May 05, 2025
Contract #: UCPJMU6690
Service: SCADA / HMI Software & Services
Renewal Period: 8/14/2025 to 8/13/2026
Renewal #: 2 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: Valley Automation, Inc.
Attn: Heather M. Embry
3221 Peoples Drive
Harrisonburg, VA 22801
Ph: (540) 743-7772

Contract Administrator: Dennis Hart, 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 2.3% 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.

Valley Automation, Inc.

By: Heather M. Embry
Heather M. Embry

Name (print)

President

5/6/2025

Title

Date Signed

James Madison University

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

Name (print)

Lead Contract Officer & Project Manager 5/5/2025

Title

Date Signed

Contract #: UCPJMU6690

Contractor: Valley Automation, Inc.

Renewal Period: 8/14/2025 – 8/13/2026

Commodity: SCADA / HMI Software & Services

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.

Electrical Engineering:

- PLC Programming, HMI Development, panel design, system design, and equipment specification, network design, network configuration, and project management. Includes normal hours call in support for consultation, maintenance or troubleshooting.
- (\$132.30 / hour)

SCADA Engineer:

- Network configuration, server setup, software development, PID setup and tuning, advanced HMI setup, programming, and protocol converters. General information technology requirements, SQL programming, reporting setup and configuration, Historian setup and configuration, general SCADA development, maintenance, and troubleshooting.
- (\$132.30 / hour)

Electrician:

- Master Electrician / Technician – Panel construction, installation, and terminations. Conduit and wiring.
- (\$108.24 / hour)

Certified Instrumentation, Installation, and Calibration Services:

- (\$108.24 / hour)

Camera and Security System Install and Support:

- (\$108.24 / hour)

Journeyman or below – Assist Master Electrician:

- **(\$66.15 / hour)**

Structured cabling as performed by electrical, and camera install and support as applicable to services:

- Installation, maintenance, and testing of riser, plenum, and outdoor rated cat5e cable and all versions or cat6 cable.
- Installation, maintenance, and testing of riser, plenum, and outdoor rated single-mode and multi mode OM1, OM2, OM3 and OM4 fiber optic cable.
- Installation of floor and wall mount network equipment racks to include but not limited to patch panels, wire management, and uninterrupted power supply (UPS).
- Installation of building wire management to include but not limited to J-Hooks, cable tray, PVC conduit and fiber innerduct.
- **(\$108.24 / hour)**

Security camera:

- Installation and maintenance of IP based security camera systems to include network video recorder (NVR), various cameras options too include but not limited to dome, bullet, panoramic, and license plate. Installation of ethernet cabling with necessary ethernet switches.
- **(\$108.24 / hour)**

Access control:

- Installation of access control system with server and software for access control management. Various door lock systems too include but are not limited to strikes, rim strikes, magnetic locks, and panic bar configurations. Installation of necessary cabling and wiring for door controllers and power supplies.
- **(\$108.24 / hour)**

Travel:

Valley Automation, Inc. waives all travel costs to provide services to James Madison University campus in Harrisonburg, VA.

Extended pricing includes travel in Zone 1 (Frederick, Clarke, Warren, City of Winchester) and Zone 2 (Shenandoah, Page, Rockingham, Augusta, City of Harrisonburg, City of Staunton, and City of Waynesboro). Any counties or cities not previously listed in Zone 1 or Zone 2 will require travel costs to include all of Zones 3 – 9.



Renewal #2

Valley Automation, Inc. agrees to abide by GSA rates for all travel, meals, and incidentals.

Other Fees		
Charge Card Processing Fees:	0	%