



CONTRACT RENEWAL LETTER

Date: September 12, 2024
Contract #: UCPJMU6763
Service: IT Consulting Services
Renewal Period: 12/11/2024 to 12/10/2025
Renewal #: 1 of 4 One-Yr
Issued By: James Madison University
Doug Chester, Buyer Senior Ph: 540-568-4272
Fx: 540-568-7935
Contractor: Ashburn Consulting, LLC
Attn: Ben Eiserike
42813 Forest Spring Dr
Leesburg, VA 20176 Ph: 240-997-0322
Contract Administrator: Robin Bryan, Information Technology

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.

Ashburn Consulting, LLC

By: Ben Eiserike

Ben Eiserike

Name (print)

9/12/2024

Director, Proposals and Contracts

Title

Date Signed

James Madison University

By: 

Doug Chester, VCO, CUPO

Name (print)

Buyer Senior

Title

9/12/24
Date Signed

Contract #: UCPJMU6763

Contractor: Ashburn Consulting, LLC

Renewal Period: December 11, 2024 to December 10, 2025

Commodity: IT Consulting Services

1. Contractor's pricing schedule for the Purchasing Agency is as follows:
(All prices are in US Dollars and per hour rates)

| Oracle Core Technologies | Onsite | Offsite |
|---------------------------------|--------|---------|
| PM or Expert Consultant | 185.00 | 180.00 |
| Sr Engineer or Sr Consultant | 175.00 | 170.00 |
| Engineer or Consultant | 155.00 | 150.00 |

| Change Mgmt Training, Svcs, and Certs | Onsite | Offsite |
|--|--------|---------|
| PM or Expert Consultant | 170.00 | 165.00 |
| Sr Engineer or Sr Consultant | 155.00 | 150.00 |
| Engineer or Consultant | 125.00 | 120.00 |

| Oracle/PeopleSoft Enterprise Solutions | Onsite | Offsite |
|---|--------|---------|
| PM or Expert Consultant | 185.00 | 180.00 |
| Sr Engineer or Sr Consultant | 180.00 | 175.00 |
| Engineer or Consultant | 165.00 | 160.00 |

| Security and Federation Services | Onsite | Offsite |
|---|--------|---------|
| PM or Expert Consultant | 175.00 | 170.00 |
| Sr Engineer or Sr Consultant | 160.00 | 155.00 |
| Engineer or Consultant | 135.00 | 130.00 |

| Desktop and Mobile Device Management | Onsite | Offsite |
|---|--------|---------|
| PM or Expert Consultant | 155.00 | 150.00 |
| Sr Engineer or Sr Consultant | 135.00 | 130.00 |
| Engineer or Consultant | 125.00 | 120.00 |

| Cisco Tech., Infrastructure Support, and Visualization | Onsite | Offsite |
|---|--------|---------|
| PM or Expert Consultant | 175.00 | 170.00 |
| Sr Engineer or Sr Consultant | 160.00 | 155.00 |
| Engineer or Consultant | 135.00 | 130.00 |

| Microsoft Azure and M365 | Onsite | Offsite |
|---------------------------------|--------|---------|
| PM or Expert Consultant | 160.00 | 155.00 |
| Sr Engineer or Sr Consultant | 150.00 | 145.00 |
| Engineer or Consultant | 140.00 | 135.00 |

| Audio Visual Technologies | Onsite | Offsite |
|----------------------------------|--------|---------|
| PM or Expert Consultant | 140.00 | 135.00 |
| Sr Engineer or Sr Consultant | 125.00 | 120.00 |
| Engineer or Consultant | 105.00 | 100.00 |

| Okta | Onsite | Offsite |
|------------------------------|--------|---------|
| PM or Expert Consultant | 155.00 | 150.00 |
| Sr Engineer or Sr Consultant | 140.00 | 135.00 |
| Engineer or Consultant | 130.00 | 125.00 |

| Secure Research Enclaves | Onsite | Offsite |
|---------------------------------|--------|---------|
| PM or Expert Consultant | 170.00 | 165.00 |
| Sr Engineer or Sr Consultant | 140.00 | 135.00 |
| Engineer or Consultant | 120.00 | 115.00 |

| Data Analytics/ Visualization/ Warehouse/ Lake | Onsite | Offsite |
|---|--------|---------|
| PM or Expert Consultant | 185.00 | 180.00 |
| Sr Engineer or Sr Consultant | 165.00 | 160.00 |
| Engineer or Consultant | 130.00 | 125.00 |

| Other Technology | Onsite | Offsite |
|-------------------------|--------|---------|
| Project Manager | 125.00 | 120.00 |
| Senior Engineer | 110.00 | 105.00 |
| Engineer | 90.00 | 85.00 |

| Training Offerings | Onsite | Offsite |
|---------------------------|--------|---------|
| Expert Trainer or PM | 170.00 | 165.00 |
| Sr Trainer or Sr Engineer | 155.00 | 150.00 |
| Trainer or Engineer | 125.00 | 120.00 |

PM = Project Manager

SME = Subject Matter Expert

| Info. Tech. (IT) Consultants | Onsite | Offsite |
|-------------------------------------|--------|---------|
| Sr. IT SME | 185.00 | 180.00 |
| IT SME | 175.00 | 170.00 |
| IT Architect | 165.00 | 160.00 |
| IT Administrator | 115.00 | 110.00 |
| IT Analyst | 105.00 | 100.00 |
| IT Technician | 85.00 | 80.00 |

2. Onsite pricing shall be inclusive of all travel costs.
3. Billable hours shall be for actual work hours on authorized projects/tasks rounded to the quarter hour. Billable hours shall not include travel time.
4. Contractor shall provide detailed invoicing to include project title, number of hours worked onsite and/or offsite, role of individual(s) performing the work, and specific tasks performed.
5. The University may also request that these services be provided as a fixed-fee project, as would be mutually agreed to prior to services being rendered, with deliverables billed upon completion of milestones.
6. The University may also request that these services be provided as a monthly subscription service, as would be mutually agreed to prior to services being rendered, with deliverables determined by monthly service requirements.
7. The Purchasing Agency reserves the right to reject any assigned personnel at any time with or without cause. Contractor shall provide a suitable replacement within a timely manner.
8. Contractor has disclosed all potential fees. Additional charges will not be accepted.