



CONTRACT RENEWAL LETTER

Date: August 19, 2026
Contract #: UCPJMU6763
Service: IT Consulting Services
Renewal Period: 12/11/2026 to 12/10/2027
Renewal #: 3 of 4 One-Yr
Issued By: James Madison University
Katie Forsyth, Buyer Senior Ph: 540-568-5113
Fx: 540-568-7935
Contractor: Ashburn Consulting, LLC
Attn: Ben Eiserike
42813 Forest Spring Dr
Leesburg, VA 20176 Ph: 240-997-0322
Contract Administrator: Michael Swartley, 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)

Director, Proposals and Contracts 8/19/2026

Title Date Signed

James Madison University

By: Katie Forsyth
Katie Forsyth, CUPO

Name (print)

Buyer Senior 8/19/2026

Title Date Signed

Contract #: UCPJMU6763

Contractor: Ashburn Consulting, LLC

Renewal Period: 12/11/2026 to 12/10/2027

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.