



CONTRACT RENEWAL LETTER

Date: September 26, 2025
Contract #: UCPJMU6775
Service: IT Consulting Services
Renewal Period: 12/11/2025 to 12/10/2026
Renewal #: 2 of 4 One-Yr
Issued By: James Madison University
 Katie Forsyth, Buyer Senior Ph: 540-568-5113
 Fx: 540-568-7935

Contractor: ThoughtFocus, Inc.
 300 Spectrum Centre Dr.
 Irvine, CA 92618

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.

ThoughtFocus, Inc.

By: *Anish Shah*

 Anish Shah

Name (print)

CFO 10/29/2025

Title Date Signed

James Madison University

By: *Katie Forsyth*

 Katie Forsyth,

Name (print)

Buyer Senior 9/29/2025

Title Date Signed

Contract #: UCPJMU6775
Contractor: ThoughtFocus, Inc.
Renewal Period: 12/11/2025 – 12/10/2026
Commodity: IT Consulting Services

Pricing Schedule

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

Oracle/PeopleSoft Enterprise Solutions	Onsite	Offsite
Project Manager	175.00	145.00
Senior Engineer	175.00	145.00
Engineer	158.00	132.00

Data Analytics/Visualization/ Warehouse/Lake	Onsite	Offsite
Project Manager	165.00	140.00
Senior Engineer	175.00	155.00
Engineer	155.00	130.00

Other Technology	Onsite	Offsite
Project Manager	188.00	155.00
Senior Engineer	198.00	162.00
Engineer	180.00	145.00

- Onsite pricing shall be inclusive of all travel costs.
- Billable hours shall be for actual work hours on authorized projects/tasks rounded to the quarter hour. Billable hours shall not include travel time.
- 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.
- 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.
- 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.
- 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.
- Contractor has disclosed all potential fees. Additional charges will not be accepted.