



**CONTRACT RENEWAL LETTER**

**Date:** May 04, 2026  
**Contract #:** UCPJMU6879  
**Service:** Vehicle Count Systems  
**Renewal Period:** 5/8/2026 to 5/7/2027  
**Renewal #:** 2 of 4 One-Yr  
**Issued By:** James Madison University  
 Juan Becerra Martinez, Buyer Senior Ph: 540-568-3130  
 Fx: 540-568-7935

**Contractor:** TCS International, Inc.  
 Attn: Dave Radford  
 55 Union Ave  
 Sudbury, MA 01776 Ph: 978-443-2527

**Contract Administrator:** Bill Yates, Parking


**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 2.4% 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.

**TCS International, Inc.**  
**By:**   
 \_\_\_\_\_  
 Dave Radford  
 \_\_\_\_\_  
*Name (print)*  
 \_\_\_\_\_  
 President  
 \_\_\_\_\_  
*Title* *5/5/2026*  
 \_\_\_\_\_  
*Date Signed*

**James Madison University**  
**By:**   
 \_\_\_\_\_  
 Juan Becerra Martinez,  
 \_\_\_\_\_  
*Name (print)*  
 \_\_\_\_\_  
 Buyer Senior  
 \_\_\_\_\_  
*Title* *5/4/2026*  
 \_\_\_\_\_  
*Date Signed*

**Contract #:** UCPJMU6879  
**Contractor:** TCS International, Inc.  
**Renewal Period:** 5/8/2026 – 5/7/2027  
**Commodity:** Vehicle Count Systems

**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.

1. TCS International, Inc. agrees that for remote support, there will be no minimum hours and the first hour shall be offered free of charge for James Madison University.
2. The following pages represent the agreed-upon pricing for the contract's renewal period.

Other Fees		
<i>Charge Card Processing Fees:</i>	0	%
Any extra travel will meet GSA standards.		

**TCS INTERNATIONAL PRESENTS**

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# **James Madison University**

**CONTRACT RENEWAL # UCPJMU6879  
2026 UNIT PRICING**

**VEHICLE COUNT SYSTEMS**

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## **CONTACT**

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## 1.0 System Hardware Breakdown

The proposal is the recommended system design based on a typical garage as currently installed at James Madison University:

### 1.1 Vehicle Count System Hardware:

#### 1.1.1 Single Space Sensor System:

QTY	PART#	DESCRIPTION	UNIT COST
1	TUS-300	<b>RGB Single Space Sensor:</b> <ul style="list-style-type: none"> <li>• Smart design located at the end of each covered parking space for higher visibility.</li> <li>• Measuring vehicle occupancy through ultrasonic distance measurement.</li> <li>• Occupancy status indicating LEDs:               <ul style="list-style-type: none"> <li>○ RGB color standard space units with i.e., green status for available space, red status for occupied space, and amber status for reserved or EV space and blue status for handicapped space, etc. provided</li> <li>○ Freely programmable RGB colors to fit customer requirements</li> </ul> </li> <li>• IP 65 rating.</li> <li>• RS-485 multi-drop communications to area controller; and</li> <li>• Max. mounting height 3 m.</li> </ul>	\$84.00
1	HHP	<b>Handheld Programming Unit for Single Space Sensors</b>	\$63.00
1	SS-CP	<b>Communication Enclosures:</b> All components for local network wireless clusters connected to communication points (CP): <ul style="list-style-type: none"> <li>• Single space communication point enclosure provided including:               <ul style="list-style-type: none"> <li>○ Single space zone controllers:</li> </ul> </li> <li>• Configured to manage inputs from all facility single space sensors.</li> <li>• Monitors single space sensors, maximum 96 single space sensors per area controller (3 bus lines).</li> <li>• Bus line maximum cable length 100 meters.</li> <li>• Total quantity depending on floor plan layouts.</li> <li>• Offline operation if communication to server fails.</li> <li>• Wireless communication chip &amp; antenna.               <ul style="list-style-type: none"> <li>○ Peripheral equipment (i.e., power supplies, etc.).</li> </ul> </li> <li>• Equipment pre-configured in 18" x 16" x 8" NEMA 4 PVC indoor enclosure.</li> </ul>	\$1,446.00



1.1.2 Ultrasonic Directional Sensors for Level/Zone Counting:

QTY	PART#	DESCRIPTION	UNIT COST
1	USDS	<p><b>Ultrasonic Directional Sensor:</b></p> <ul style="list-style-type: none"> <li>• For use in a three (3) unit cluster configuration or single unit configuration to cover varying widths of garage/level entrances/exits.</li> <li>• Built in central processing unit to control sensor logic.</li> <li>• Built in self-test diagnostics.</li> <li>• Maximum mounting height 8 ft.</li> <li>• Directional counting of vehicles.</li> <li>• Maximum effective speed 12 mph.</li> <li>• 24 VDC low voltage.</li> <li>• Output: plus-minus pulses and/or serial interface via RS-485.</li> <li>• Max. 24'/Delineation required for optimal cluster counting accuracy.</li> <li>• Max. 12'/Delineation required for optimal standard counting accuracy.</li> <li>• Dimensions: 74" L x 2.75" H x 2.5" W; and</li> <li>• Weight: 15.5 lbs.</li> </ul> <p><b>NOTE:</b></p> <ul style="list-style-type: none"> <li>• <i>Patent pending.</i></li> <li>• <i>Proximity of vehicles under sensor can skew accuracy.</i></li> <li>• <i>Spacing of sensors depends on garage floor layout and is customized per installation; and</i></li> <li>• <i>TCS is not responsible for accurate system counts if proper lane delineation, if required, is not implemented, and maintained by others.</i></li> </ul>	\$1,027.00
1	USDS-CP	<p><b>Communication Point Enclosures:</b>            All components for local network wireless clusters connected to USDS communication points (CP).</p> <ul style="list-style-type: none"> <li>• Ultrasonic directional sensor communication point enclosures provided including:               <ul style="list-style-type: none"> <li>○ Wireless communication equipment (i.e., modems, power supplies, etc.);</li> <li>○ Power supplies for USDS and/or signs; and</li> <li>○ Peripherals, etc.</li> </ul> </li> <li>• Equipment pre-configured in 14" x 12" x 6" NEMA 4 PVC indoor enclosures.</li> </ul>	\$1,021.00
1	RP	<p><b>Repeater Communication Point Enclosure:</b>            All components for local network wireless clusters connected to repeater communication points (RP) to ensure proper wireless communication.</p> <ul style="list-style-type: none"> <li>• Repeater point enclosure provided including:               <ul style="list-style-type: none"> <li>○ Wireless communication equipment (i.e., modems, power supplies, etc.)</li> <li>○ Equipment pre-configured in 14" x 12" x 6" NEMA 4 PVC indoor enclosures</li> </ul> </li> </ul>	\$930.00



QTY	PART#	DESCRIPTION	UNIT COST
1	DP	<b>Directional Delineation Posts:</b> <ul style="list-style-type: none"> <li>• Lane delineation equipment used to ensure proper vehicle counts.</li> <li>• Min. box of (25) units</li> <li>• Used to properly channel traffic under count sensor.</li> <li>• 36" standard post.</li> <li>• Includes two (2) reflector stripes.</li> <li>• Adhesive pads provided.</li> <li>• Installation by others.</li> <li>• Max. 24'/Delineation required for optimal cluster counting accuracy; and</li> <li>• Max. 12'/Delineation required for optimal standard counting accuracy.</li> </ul>	\$63.00
1	GW	<b>Gateway Enclosure:</b> All components for local network wireless clusters connected to wireless gateway (GW). <ul style="list-style-type: none"> <li>○ Wireless gateway enclosure provided including:               <ul style="list-style-type: none"> <li>▪ Wireless communication equipment (i.e., gateways, power supplies, etc.).</li> </ul> </li> <li>○ Equipment pre-configured in 14" x 12" x 6" NEMA 4 PVC indoor enclosure</li> </ul> <i>NOTE: Wireless gateway (GW) must be physically connected to the existing customer network or directly to the PGS server.</i>	\$1,452.00

### 1.1.3 Outdoor Lot Monitoring Equipment:

QTY	PART#	DESCRIPTION	UNIT COST
1	CAM VCC1	<b>Mistall Camera:</b> <ul style="list-style-type: none"> <li>• Panoramic 180°5 MP PoE camera or equivalent</li> <li>• To be installed on existing/new poles</li> </ul> <i>Note: The higher the mounting height the higher the counting accuracy.</i>	\$1,090.00
1	MNT-CAM1	<b>Camera Mount Pole</b> <ul style="list-style-type: none"> <li>• Camera mount bracket for mounting camera to existing pole</li> </ul>	\$174.00
1	AC-P	<b>AC Power Kit:</b> <ul style="list-style-type: none"> <li>• Electrical junction box, transformer, pole mount, cabling, connectors, and accessories</li> </ul>	\$414.00
1	MNT-SP	<b>Solar Power Kit:</b> <ul style="list-style-type: none"> <li>• Electrical junction box, battery, 50W solar panel, charge controller, pole mounts, cable, connectors, and accessories</li> </ul>	\$1,461.00
1	COM-CELL	<b>High Speed Cellular Communication Kit</b>	\$545.00

## 1.2 Space Availability Signage:

QTY	PART#	DESCRIPTION	UNIT COST
1	WFS/ 2x7.5	<p><b>Wayfinding Sign Type 1 (Sample Sign Design):</b></p> <ul style="list-style-type: none"> <li>• New wayfinding sign indicating space availability for (2) parking garages per new Master Plan sign design</li> <li>• To be installed on existing foundation/s using existing J-bolts or new foundations by others</li> <li>• Total of (2) space availability displays per sign cabinet:               <ul style="list-style-type: none"> <li>○ Number of spaces and OPEN in double stroke green LEDs with 7.5" LED character height; and</li> <li>○ FULL in single stroke 6" LED character height.</li> </ul> </li> <li>• White reflective vinyl lettering.</li> <li>• Includes single 8' clearance pole</li> </ul> <p><i>NOTE:</i></p> <ul style="list-style-type: none"> <li>• Sign price only for quoted sign dimensions, design and mounting. Changes to sign design, dimensions, mounting etc. will require a new quote.</li> <li>• Footers by others</li> </ul>	\$33,313.00
1	XBEE-SIGN	<p><b>Wireless Communication Equipment for Wayfinding Sign Type 1 Locations:</b></p> <ul style="list-style-type: none"> <li>• Includes (1) 120 VAC wireless modem, antenna, peripherals, etc. for Type 1 Wayfinding Sign location/s</li> </ul>	\$611.00
1	WFS/ 2x7.5/INST	<p><b>Delivery &amp; Installation of Wayfinding Sign Type 1</b></p> <ul style="list-style-type: none"> <li>• Includes delivery and installation of Type 1 Wayfinding Sign on existing/provided footings by others</li> </ul>	\$4,209.00



QTY	PART#	DESCRIPTION	UNIT COST
1	ES-1/ 3x7.5/ 16x64 VMS	<p><b>Entry Sign Type 1 (Sample Sign Design):</b></p> <ul style="list-style-type: none"> <li>• Entry Sign Type 1 indicating space availability for parking garage per new Master Plan sign design</li> <li>• To be installed on existing foundation/s using existing J-bolts</li> <li>• Total of (3) space availability displays per sign cabinet:               <ul style="list-style-type: none"> <li>○ Number of spaces and OPEN in double stroke green LEDs with 7.5" LED character height; and</li> <li>○ FULL in single stroke 6" LED character height.</li> </ul> </li> <li>• Total of (1) 16x64 AMBER VMS display per sign cabinet</li> <li>• White reflective vinyl lettering.</li> <li>• Includes double posts</li> </ul> <p><i>NOTE:</i></p> <ul style="list-style-type: none"> <li>• Sign price only for quoted sign dimensions, design, and mounting. Changes to sign design, dimensions, mounting etc. will require a new quote.</li> <li>• Footers by others</li> </ul>	\$28,449.00
1	XBEE-SIGN/VMS	<p><b>Wireless Communication Equipment for Entry Sign 1 Locations:</b></p> <ul style="list-style-type: none"> <li>• Includes (2) 120 VAC wireless modems, antenna, peripherals, etc. for Entry Sign 1 location/s</li> </ul>	\$1,031.00
1	ES-1/ INST	<p><b>Delivery &amp; Installation of Entry Sign Type 1</b></p> <ul style="list-style-type: none"> <li>• Includes delivery and installation of Entry Sign Type 1 on existing/provided footings by others</li> </ul>	\$3,102.00



QTY	PART#	DESCRIPTION	UNIT COST
1	ES-2/ 1x7.5/ 1x16x64 VMS	<p><b>Entry Sign Type 2 (Sample Sign Design):</b></p> <ul style="list-style-type: none"> <li>• Entry Sign Type 2 indicating space availability for parking garage per new Master Plan sign design</li> <li>• To be installed on existing foundation/s using existing J-bolts</li> <li>• Total of (1) space availability display per sign cabinet:               <ul style="list-style-type: none"> <li>○ Number of spaces and OPEN in double stroke green LEDs with 7.5" LED character height; and</li> <li>○ FULL in single stroke 6" LED character height.</li> </ul> </li> <li>• Total of (1) 16x64 AMBER VMS display per sign cabinet</li> <li>• White reflective vinyl lettering.</li> <li>• Includes double posts</li> </ul> <p><b>NOTE:</b></p> <ul style="list-style-type: none"> <li>• <i>Sign price only for quoted sign dimensions, design, and mounting. Changes to sign design, dimensions, mounting etc. will require a new quote.</i></li> <li>• <i>Footers by others</i></li> </ul>	\$19,646.00
1	XBEE- SIGN/VMS	<p><b>Wireless Communication Equipment for Entry Sign 2 Locations:</b></p> <ul style="list-style-type: none"> <li>• Includes (2) 120 VAC wireless modems, antenna, peripherals, etc. for Entry Sign 2 location/s</li> </ul>	\$1,031.00
1	ES-2/ INST	<p><b>Delivery &amp; Installation of Entry Sign Type 2</b></p> <ul style="list-style-type: none"> <li>• Includes delivery and installation of ES-2 entry sign 2 on existing/provided footings by others</li> </ul>	\$3,102.00





### 1.3 Software

#### 1.3.1 Software License per Additional Garage for Existing PGS Server:

QTY	PART#	DESCRIPTION	TOTAL COST
1	SL	<b>Indoor PGS Software License:</b> <ul style="list-style-type: none"> <li>• Software license to integrate the new PGS equipment into existing PGS server.</li> <li>• Per new garage/surface lot</li> </ul> <i>Note: Customer is responsible for network connection between garages.</i>	\$4,468.00

#### 1.3.2 Outdoor Lot Camera Monitoring Recurring Costs (Annually):

QTY	PART#	DESCRIPTION	ANNUAL COST
1	SIMUS	<b>SIM Card and Data Plan</b> <ul style="list-style-type: none"> <li>• Cost per cellular kit per year</li> <li>• Includes project specific SIM card and data plan for cellular communication.</li> </ul> <i>Note: Invoiced annually at the beginning of each year.</i>	\$553.00
1	SWSTD	<b>Outdoor Camera Monitoring Software License</b> <ul style="list-style-type: none"> <li>• Software license cost per camera per year</li> <li>• Includes software license for Mistall Insight monitoring dashboard</li> <li>• Hosted software solution for Mistall</li> </ul> <i>Note: Invoiced annually at the beginning of each year.</i>	\$425.00

### 1.4 Additional Provisions:

QTY	PART#	DESCRIPTION	UNIT COST
1	DES	<b>System Design:</b> <ul style="list-style-type: none"> <li>• Hourly rate for standard in-house system design for new projects; and</li> <li>• Includes documentation, drawings, and all related design work.</li> </ul>	\$208.00
1	PM	<b>Remote Project Management:</b> <ul style="list-style-type: none"> <li>• Hourly rate to perform all off-site coordination and remote project management to supply the new PGS system expansion/s.</li> </ul>	\$218.00
1	SOFT-D	<b>Software Development</b> <ul style="list-style-type: none"> <li>• Hourly rate for software development support</li> </ul>	\$239.00
1	RIS	<b>Remote Support:</b> <ul style="list-style-type: none"> <li>• Hourly rate to provide remote engineering support</li> </ul> <b>NOTE:</b> <ul style="list-style-type: none"> <li>• All additional services and supporting expenses will be billed at standard rates if delays are caused by the customer or a third party.</li> </ul>	\$208.00



QTY	PART#	DESCRIPTION	UNIT COST
		<ul style="list-style-type: none"> <li>Remote installation support must be scheduled at least 1 week in advance.</li> <li>Remote installation support to be provided during regular business hours Mo-Fri 8 am to 4 pm EST.</li> </ul>	
1	SITE-SUR	<b>Site Survey</b> <ul style="list-style-type: none"> <li>Site survey to review all existing sign locations to determine which cabinets/locations can be refaced and which locations require new sign cabinets as quoted included.</li> </ul>	\$4,081.00
1	SH	<b>Remote System Health Check:</b> <ul style="list-style-type: none"> <li>Inclusions:               <ul style="list-style-type: none"> <li>Weekly remote system health check for 6 months for system expansions to ensure proper system functionality</li> </ul> </li> </ul> <i>Note: Remote system access required.</i>	Incl.
1	2YW	<b>2-Year Warranty</b>	Incl.

### 1.5 Exclusions:

DESCRIPTION
<p><b>Exclusions:</b>  <b>The following is excluded in this proposal:</b></p> <ul style="list-style-type: none"> <li>Freight &amp; handling</li> <li>Travel related expenses</li> <li>Related civil work, including but not limited to:               <ul style="list-style-type: none"> <li>Electrical work includes conduit for communications &amp; power, power wiring, and final electrical connections.</li> <li>Required digging, trenching, coring, etc.; and</li> <li>Concrete, asphalt, and protective bollards.</li> </ul> </li> <li>Any type of penetrating survey/initiatives to any structure required to install PGS equipment, signage, conduit, etc.</li> <li>A/P connection/s to customer network.</li> <li>Wireless interference.</li> <li>Installation of the PGS components other than for availability signs as selected.</li> <li>Bonds, insurance, permits, engineering drawings, certifications, foundation design, foundation, delineation, etc.</li> <li>Traffic control; and</li> <li>Lost revenue.</li> </ul> <p><i>NOTE: All additional services and supporting expenses will be billed per standard rates.</i></p>