

CONTRACT RENEWAL LETTER

Date: March 26, 2026
Contract #: UCPJMU6880
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: Parking Guidance Systems LLC
1811 First Oaks Street, Suite 100
Richmond, TX 77406

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 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.

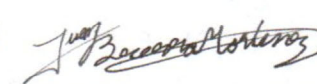
Parking Guidance Systems LLC

By: 

Derek Frantz
Name (print)
CEO

3/30/26
Title Date Signed

James Madison University

By: 

Juan Becerra Martinez,
Name (print)
Buyer Senior

Title Date Signed

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Contractor: Parking Guidance Systems LLC
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. Parking Guidance Systems, LLC will offer a two-year warranty on all single-space solutions and electronic signage.
2. Parking Guidance Systems, LLC will extend an additional 10% discount off of list price for equipment purchased under this contract.
3. The following pages, taken from the RFP and edited where negotiated, represent the agreed-upon pricing for this contract.

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

Parking Guidance Systems, LLC – Unit Pricing Sheet (2024)		
Classification	Description	MSRP
Sensors	Ultrasonic Mini Sensor (UMS)	\$145.87
Sensors	Upsolut Multi-Space Sensors	\$976.54
Sensors	INDECT Views: Fisheye (FODE) Single-Sided Camera	\$942.80
Sensors	INDECT Views: Fisheye (FODE) Double-Sided Camera	\$1,675.48
Sensors	INDECT Views: Mini-PTZ Camera	\$3,317.60
Sensors	INDECT Views: Panoramic (PANO) Camera	\$7,299.60
Sensors	INDECT Optic Microwave Sensor equipped with Traffic Counting (TRACO) Module	\$6,187.44
LED Indicators	Ultrasonic Mini Sensor: Internal RGB LED Indicator	\$27.46
LED Indicators	Ultrasonic Mini Sensor: External RGB LED Indicator	\$36.96
LED Indicators	Upsolut Multi-Space Sensor: Internal RGB LED Indicator	\$67.54
LED Indicators	Upsolut Multi-Space Sensor: External RGB LED Indicator	\$49.57
Parts	Upsolut Multi-Space Sensor: External RGB LED Indicator Terminal Board	\$73.56
Parts	Upsolut Multi-Space Sensor: Custom Mounts (Powder Coated)	\$183.43
Parts	Road Rocks (Delineation Set)	\$215.66
Parts	INDECT Views: FODE Pole Mount	\$796.46
Parts	INDECT Views: Wall Mount	\$295.68
Parts	INDECT Views: PTZ/PANO Pole Mount	\$343.23
Signage	ECO Internal Sign (3 Digit - 1 Arrow)	\$1,254.98
Signage	Profile Sign: 3-Digit - 1 Arrow	\$2,210.78
Signage	Profile Sign: 3-Digit - 1 Arrow - 1 ADA	\$3,043.51
Signage	Profile Sign: 4-Digit - 2 Arrow	\$3,004.39
Signage	Profile Sign: 4-Digit - 2 Arrow - 1 ADA	\$3,857.98
Signage	Profile Sign: 4-Digit - 2 Arrow - 2 ADA	\$4,690.70
Signage	Profile Sign: 5-Digit - 2 Arrow	\$3,268.84
Signage	Profile Sign: 5-Digit - 2 Arrow - 1 ADA	\$4,122.43
Signage	Profile Sign: 5-Digit - 2 Arrow - 2 ADA	\$4,955.16
Signage	Profile Sign: 6-Digit - 2 Arrow	\$3,533.28
Signage	Profile Sign: 6-Digit - 2 Arrow - 1 ADA	\$4,386.87
Signage	Profile Sign: 6-Digit - 3 Arrow	\$4,389.48
Signage	Monument Sign Casing (Estimate: Varies upon size)	Variable
Signage	LED Inserts (Monument Signs): 4-Digits, Open, FULL (5.11")	\$1,808.14
Signage	LED Inserts (Monument Signs): 4-Digits, Open, FULL (7.48")	\$2,374.33
Signage	LED Inserts (Monument Signs): 4-Digits, Open, FULL (10.48")	\$2,974.43
Signage	Entry Sign: 3-Digit - 1 Arrow (Equipped with Rain Cover, Lateral Vent, Drain)	\$3,864.11
Signage	Entry Sign: 3-Digit - 1 Arrow - 1 ADA (Equipped with Rain Cover, Lateral Vent, Drain)	\$4,696.84
Signage	Entry Sign: 4-Digit - 1 Arrow (Equipped with Rain Cover, Lateral Vent, Drain)	\$4,657.72
Signage	Entry Sign: 4-Digit - 1 Arrow - 1 ADA (Equipped with Rain Cover, Lateral Vent, Drain)	\$5,511.31
Signage	Pillar Sign Casing	\$5,719.56
Signage	Pillar Sign LED Insert	\$1,387.46
Signage	Matrix Profile Sign - P4 Pixel Rating (7.5" x 60")	\$4,567.12
Signage	Matrix Sign (20" x 20"): P4 Pixel Rating - Ground Pole-Mounted - Ceiling Mounted	\$8,113.11
Signage	Matrix Sign (20" x 40"): P4 Pixel Rating - Wall Mounted (Flush), Steel Frame	\$10,451.20
Signage	Matrix Sign (20" x 40"): P4 Pixel Rating - Wall Mounted (Flag Style), Steel Frame	\$12,998.12
Signage	Matrix Sign (20" x 60"): P4 Pixel Rating - Wall Mounted (Flush), Steel Frame	\$12,966.43
Signage	Matrix Sign (20" x 60"): P4 Pixel Rating - Wall Mounted (Flag Style), Steel Frame	\$15,545.04

SYSTEMS, LLC

Signage	Matrix Sign (40" x 40"): P4 Pixel Rating - Ground-Mounted, Steel Frame	\$15,481.66
Signage	Matrix Sign (40" x 60"): P4 Pixel Rating - Ground-Mounted, Steel Frame	\$23,027.36
Signage	Matrix Sign (60" x 60"): P4 Pixel Rating - Ground-Mounted, Steel Frame	\$30,573.04
Signage	Matrix Sign (60" x 80"): P4 Pixel Rating - Ground-Mounted, Steel Frame	\$38,118.73
Signage	Matrix Sign (80" x 80"): P4 Pixel Rating - Ground-Mounted, Steel Frame	\$43,149.19
Hardware	Matrix Sign Server	\$4,536.23
Hardware	U-Communication Module (UCOMO)	\$1,785.46
Hardware	Communication Module (COMO)	\$1,645.90
Hardware	Power Supply (POSU)	\$1,453.19
Hardware	Multi-Function Module (MUMO)	\$574.54
Hardware	Views Controller	\$3,319.90
Hardware	ICOM: Server	\$5,645.89
Hardware	ICOM: Upsolut I Server	\$9,960.72
Hardware	ICOM: Upsolut II Server	\$21,436.80
Hardware	ICOM: Upsolut III Server	\$26,426.40
Hardware	ICOM: Upsolut IV Server	\$37,699.20
Hardware	Views Server I	\$8,685.60
Hardware	Views Server II	\$13,120.80
Hardware	Views Server III	\$45,276.00
Hardware	Car Finder Kiosk	\$7,137.21
Software	ICOM Software/IVIS Graphical User Interface with Report Features - Per Space (UMS)	\$14.78
Software	ICOM Software/IVIS Graphical User Interface with Report Features - Per Space (Upsolut)	\$36.12
Software	ICOM Software/IVIS Graphical User Interface with Report Features - Per Space (Views)	\$22.18
Software	License Plate Recognition	\$14,860.70
Software	Car Finder Software	\$6,181.66
Signage	Matrix Sign Software: BrightSigns	\$4,009.80