



## CONTRACT RENEWAL LETTER

**Date:** April 23, 2025  
**Contract #:** UCPJMU6926  
**Service:** ERP Advisory Services  
**Renewal Period:** 7/23/2025 to 7/22/2026  
**Renewal #:** 1 of 4 One-Yr  
**Issued By:** James Madison University  
Doug Chester, Buyer Senior  
Ph: 540-568-4272  
Fx: 540-568-7935

**Contractor:** MGT Impact Solutions, LLC  
(which includes MGT Impact Solutions, LLC  
dba The Tambellini Group and  
Cicero, a division of MGT Impact Solutions, LLC)  
Attn: A. Trey Traviesa  
4320 W. Kennedy Blvd.  
Tampa, FL 33543

**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 for Enterprise Advisory Planning (ERP) Services specifically provided to James Madison University remains the same and is attached to this renewal. Additional projects off the contract will be priced to suit the specific project request.


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.

### **MGT Impact Solutions, LLC**

**By:**   
A. Trey Traviesa  
\_\_\_\_\_  
*Name (print)*  
Chief Executive Officer      5/6/2025  
\_\_\_\_\_  
*Title*      *Date Signed*

### **James Madison University**

**By:**   
Doug Chester, VCO, CUPO  
\_\_\_\_\_  
*Name (print)*  
Buyer Senior      4/28/25  
\_\_\_\_\_  
*Title*      *Date Signed*

**Contract #:** UCPJMU6926

**Contractor:** MGT Impact Solutions, LLC

(which includes MGT Impact Solutions, LLC dba  
The Tambellini Group and Cicero,

a division of MGT Impact Solutions, LLC) (“MGT”)

**Renewal Period:** 7/23/2025 – 7/22/2026

**Commodity:** ERP Advisory Services

1. Contractor’s pricing schedule for the Purchasing Agency is as follows:

Description	Duration	Fixed Fee
Phase 1: Assessment and Market Alignment	Sixteen (16) Weeks	\$247,500.00
Phase 2: Evaluation and Selection	Twenty (20) Weeks	\$329,800.00
Phase 3: Negotiation and Procurement	Eight (8) Weeks	
Solution Provider Negotiations: Fixed Fee		\$400,000.00
Implementation Partner Negotiation		\$150,000.00
<b>TOTAL COST</b>		<b>\$1,127,300.00</b>

2. No onsite work is included in the pricing schedule above. On-site work will be billed at an additional fixed fee of \$2,500.00, per day onsite, per MGT employee, inclusive of all travel. On-site work must be approved by the Purchasing Agency and mutually agreed upon at least 30 days in advance before travel arrangements are made.

3. The timeline for payment due dates are as follows:

Description	Duration	Fixed Fee	At Signing	30-days following signing	Issuance of Assessment report	30 days after the evaluation and selection starts	Issuance of final evaluation analysis by Tambellini	Contracts ready for signature
Phase 1: <b>Assessment and Market Alignment</b>	Sixteen (16) weeks	\$247,500	\$82,500	\$82,500	\$82,500			
Phase 2: <b>Evaluation and Selection</b>	Twenty (20) weeks	\$329,800	\$110,000			\$109,900	\$109,900	
Phase 3: <b>Negotiation and Procurement</b>	Eight (8) weeks							
<b>Solution Provider</b>								

<b>Negotiation</b>								
<b>Fixed Fee</b>		\$400,000	\$133,400				\$133,300	\$133,300
<b>Implementation Partner Negotiation</b>		\$150,000	\$50,000				\$50,000	\$50,000

4. MGT's fixed fee for the three-phase effort is outlined in table #3 above. The pricing assumes all phases of the engagement are awarded to MGT. The billing will follow the table above unless both MGT and JMU agree to and sign a change order and the change order reflects adjustments to the payment schedule.
  
5. The University will not utilize third-party legal services as detailed in the proposal. Once a vendor is engaged in negotiations for the award, eight (8) weeks is a reasonable time based on MGT's negotiation experience. Extending negotiations is not beneficial to the University.
  - a. If contract negotiations extend beyond ten (10) weeks, through no fault of MGT, additional fees may be due. Additional charges will not be invoiced unless the contract date is extended.
  - b. If the Institution cancels negotiations with the vendor(s) through no fault of MGT, MGT will invoice the Institution based on the percentage of work completed toward contract signature. The amount due shall be based on MGT's good faith estimate of the work completed based on previous similar negotiations.
  - c. If the Institution terminates negotiation services of MGT for any reason other than a breach of contract, the Institution will owe MGT fees associated with the negotiations as of the effective date of termination if a contract is signed with the selected vendor solution provider within 120 days of the termination.
  
6. The Purchasing Agency may notify MGT if it is dissatisfied with the services of a MGT Personnel for reasonable and lawful reasons; MGT shall try in good faith to promptly resolve such concerns. If the Purchasing Agency continues to be dissatisfied with such MGT Personnel, MGT will remove that MGT Personnel from the engagement and will assign different MGT Personnel of suitable ability and qualifications that meet all of the requirements of the applicable SOS to the Purchase Agency's effort as soon as possible. The contractor shall provide a suitable replacement in a timely manner.
  
7. The contractor must notify the Purchasing Agency of all personnel to be directly engaged with the Purchasing Agency during this project.
  
8. The Contractor must notify Purchasing Agency of any directly engaged personnel changes, in advance of it occurring.

9. Contractor shall not engage in direct communication or negotiations with prospective ERP vendors, unless directed by JMU Procurement Services, and shall work with JMU Procurement Services who will serve as the lead point of contact for such scheduling, negotiations, and contract compilation.
10. MGT personnel working on this project will be required to complete a JMU COI/NDA agreement prior to project commencement. This will be provided by the buyer who will lead the ERP search.
11. The contractor has disclosed all potential fees. Additional charges will not be accepted unless there is a change in the scope of services that is mutually agreed to in writing.