



CONTRACT RENEWAL LETTER

Date: April 2, 2019
Contract #: UCPJMU4608
Service: Lightning Detection System w/ Alerts
Renewal Period: May 6, 2019 to May 5, 2020
Renewal #: 3 of 9 One-Year
Issued By: James Madison University
LeeAnne Beatty Smith, Buyer Senior Ph: 540-568-7523
Contractor: Earth Networks, Inc.
Attn: Matt Spencer
12410 Milestone Center Dr., #300
Germantown, MD 20876 Ph: 301-250-4091
Contract Administrator: Everette Clemmer, Public Safety

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.

Earth Networks, Inc.
By: 
Matt Spencer

James Madison University
By: 
LeeAnne Beatty Smith, CPPB, VCA, CUPO

Name (print)
Account Manager 4-2-19
Title Date Signed

Name (print)
Buyer Senior 4/2/19
Title Date Signed



Contract #: UCPJMU4608

Contractor: Earth Networks, Inc.

Renewal Period: 05/06/19 - 05/05/20

Commodity: Lightning Detection System w/ Alerts

Outdoor Alerting Horns (OAH) (includes all costs of Contractor installation and set-up, including travel):

1-3 horns: \$8,740/per horn *

4-6 horns: \$8,303/per horn *

7+ horns: \$7,750/per horn *

*bulk discounts applied for horns installed during one visit

Standalone Strobes (includes Informer and Contractor installation and set-up, including travel): \$1,645/per strobe

Additional Strobes added to existing Informer (includes all costs of Contractor installation and set-up, including travel) : \$500

Annual Software License, Maintenance and Support Plan (includes Horn Alert Feeds, Horn Portal Page, Countdown Clock Widget, 15 concurrent RTStreamer Licenses, upgrades, and support): \$500/per installed horn

Annual Hardware Maintenance and Support Plan (includes all travel, labor, maintenance, and repair parts): \$1,800 per /installed horn

Training Services: Ongoing phone training provided at no cost

Optional Annual Meteorologist Services subscription:

\$12,500

Daily two (2) day forecast for local area; forecasts will be tailored to thresholds and needs of Purchasing Agency

Updates to the forecast if changes occur that would affect Purchasing Agency operations

24/7/365 meteorological phone and email support