



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

Name (print)

Account Manager

Title

4-2-19
Date Signed

James Madison University

By:

LeeAnne Beatty Smith, CPPB, VCA, CUPO

Name (print)

Buyer Senior

Title

4/2/19
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) <i>(includes all costs of Contractor installation and set-up, including travel):</i> |
| 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 <i>(includes Informer and Contractor installation and set-up, including travel):</i> \$1,645/per strobe |
|--|

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

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

| |
|--|
| Annual Hardware Maintenance and Support Plan <i>(includes all travel, labor, maintenance, and repair parts)</i> : \$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 |