



## CONTRACT RENEWAL LETTER

**Date:** January 29, 2021  
**Contract #:** UCPJMU4608  
**Service:** Lightning Detection System w/ Alerts  
**Renewal Period:** 5/6/2021 to 5/5/2022  
**Renewal #:** 5 of 9 One-Year  
**Issued By:** James Madison University  
 LeeAnne Beatty Smith, Buyer Senior Ph: 540-568-7523  
 Fx: 540-568-7935  
  
**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 for the Annual Meteorologist Services subscription will increase by 2.5% in accordance with the "other services" category of the CPI-W and all other pricing will remain the same. An updated price list 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*

DocuSigned by:

*Matt Spencer*

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1/29/2021

*Date Signed*

**James Madison University**

**By:**

LeeAnne Beatty Smith, CPPB, VCA, CUPO

*Name (print)*

Buyer Senior

*Title*

1/29/21

*Date Signed*



**Contract #:** UCPJMU4608

**Contractor:** Earth Networks, Inc.

**Renewal Period:** 05/06/2021 - 05/05/2022

**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:**

\$12,812.50

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