



CONTRACT RENEWAL LETTER

Date: March 05, 2021
Contract #: UCPJMU5507
Service: Vehicle Count Systems
Renewal Period: 5/8/2021 to 5/7/2022
Renewal #: 2 of 4 One-Year
Issued By: James Madison University
Michael Morrison, Buyer Senior Ph: 540-568-6181
Fx: 540-568-7935
Contractor: Q-Free TCS Inc.
55 Union Avenue
Sudbury, MA 01776
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 previous contract pricing schedule is hereby replaced with the pricing schedule 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.

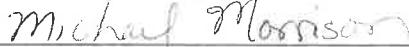
Return one executed renewal notice to my attention within ten days.

Q-Free TCS Inc.

By: 
Dave Rufford, Executive v.p.
Name (print)

EXECUTIVE VICE PRESIDENT 3/8/21
Title Date Signed

James Madison University

By: 
Michael Morrison, MS, VCCO, CUPO
Name (print)

Buyer Senior 3/5/2021
Title Date Signed



Contract #: UCPJMU5507

Renewal 2

Contractor: Q-Free TCS Inc.

Renewal Period: 05/08/2021 - 05/07/2022

Commodity: Vehicle Count Systems

Pricing Schedule	Discount/Rate
All Zones	See Attached Rate Sheet for products to be offered to the University
Charge Card Processing Fees: 0%	
No travel-related costs or travel time shall be charged.	

Q-FREE PRESENTS

VEHICLE COUNT SYSTEM PRICE LIST REV3

JAMES MADISON UNIVERSITY

Q-Free TCS, Inc.
65 Union Avenue
Sudbury, MA 01776
P. 978-443-2527
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A. System Hardware Breakdown

The proposal is the recommended system design based on a typical garage as currently installed at the James Madison University:

A.1 Vehicle Count System Equipment

A.1.1 Single Space Sensor System:

QTY	PART#	DESCRIPTION	UNIT COST
1	TUS-300	RGB Single Space Sensors: <ul style="list-style-type: none">• Smart design located at the end of each covered parking space for higher visibility;• Measuring vehicle occupancy through ultrasonic distance measurement;• Occupancy status indicating LEDs:<ul style="list-style-type: none">○ RGB color standard space units with i.e. green status for available space, red status for occupied space, and amber status for reserved or EV space and blue status for handicapped space, etc. provided○ Freely programmable RGB colors to fit customer requirements• IP 65 rating;• RS-485 multi-drop communications to area controller; and• Max. mounting height 3 m.	\$73.00
1	SS-CP	Communication Enclosures: <p>All components for local network wireless clusters connected to communication points (CP):</p> <ul style="list-style-type: none">• Single space communication point enclosure provided including:<ul style="list-style-type: none">○ Single space zone controllers:• Configured to manage inputs from all facility single space sensors;• Monitors single space sensors, maximum 96 single space sensors per area controller (3 bus lines);• Bus line maximum cable length 100 meters;• Total quantity depending on floor plan layouts;• Offline operation if communication to server fails;• Wireless communication chip & antenna;<ul style="list-style-type: none">○ Peripheral equipment (i.e. power supplies, etc.).• Equipment pre-configured in 18" x 16" x 8" NEMA 4 PVC indoor enclosure.	\$1,248.00



A.1.2 Ultrasonic Directional Sensors for Level/Zone Counting:


QTY	PART#	DESCRIPTION	UNIT COST
1	USDS	Ultrasonic Directional Sensors: <ul style="list-style-type: none">• Three (3) unit cluster configuration at wide garage/level entrances/exits and single unit standard configuration at standard width garage/level entrances/exits provided;• Built in central processing unit to control sensor logic;• Built in self-test diagnostics;• Maximum mounting height 8 ft;• Directional counting of vehicles;• Maximum effective speed 12 mph;• 24 VDC low voltage;• Output: plus-minus pulses and/or serial interface via RS-485;• Max. 24'/Delineation required for optimal cluster counting accuracy;• Max. 12'/Delineation required for optimal standard counting accuracy;• Dimensions: 74" L x 2.75" H x 2.5" W; and• Weight: 15.5 lbs. NOTE: <ul style="list-style-type: none">• <i>Patent pending;</i>• <i>Proximity of vehicles under sensor can skew accuracy;</i>• <i>Spacing of sensors depends on garage floor layout and is customized per installation; and</i>• <i>Q-Free is not responsible for accurate system counts if proper lane delineation, if required, is not implemented, and maintained by others.</i>	\$894.00
1	USDS-CP	Communication Point Enclosures: <p>All components for local network wireless clusters connected to USDS communication points (CP).</p> <ul style="list-style-type: none">• Ultrasonic directional sensor communication point enclosures provided including:<ul style="list-style-type: none">○ Wireless communication equipment (i.e. modems, power supplies, etc.);○ Power supplies for USDS and/or signs; and○ Peripherals, etc.• Equipment pre-configured in 14" x 12" x 6" NEMA 4 PVC indoor enclosures.	\$883.00




A.1.3 Additional Equipment:

QTY	PART#	DESCRIPTION	UNIT COST
1	RP	Repeater Communication Point Enclosure: All components for local network wireless clusters connected to repeater communication points (RP) to ensure proper wireless communication. <ul style="list-style-type: none">• Repeater point enclosure provided including:<ul style="list-style-type: none">○ Wireless communication equipment (i.e. modems, power supplies, etc.)• Equipment pre-configured in 14" x 12" x 6" NEMA 4 PVC indoor enclosures	\$803.00
1	DP	Directional Delineation Posts: <ul style="list-style-type: none">• Lane delineation equipment used to ensure proper vehicle counts;• Min. box of (25) units• Used to properly channel traffic under count sensor;• 36" standard post;• Includes two (2) reflector stripes;• Adhesive pads provided;• Installation by others;• Max. 24'/Delineation required for optimal cluster counting accuracy; and• Max. 12'/Delineation required for optimal standard counting accuracy. NOTE: <ul style="list-style-type: none">• <i>Final quantity of required units is subject to site evaluation due to traffic flow concerns</i>• <i>Q-Free does not accept any responsibility for replacement of delineators if damaged or destroyed due to traffic flow. The delineators are placed to ensure proper system performance and are not designed to sustain extensive abuse due to traffic flow or abuse.</i>	\$50.00
1	GW	Gateway Enclosure: All components for local network wireless clusters connected to wireless gateway (GW). <ul style="list-style-type: none">○ Wireless gateway enclosure provided including:<ul style="list-style-type: none">▪ Wireless communication equipment (i.e. gateways, power supplies, etc.).○ Equipment pre-configured in 14" x 12" x 6" NEMA 4 PVC indoor enclosure NOTE: <i>Wireless gateway (GW) must be physically connected to the existing customer network or directly to the PGS server.</i>	\$1,255.00

A.2 Space Availability Signs:

QTY	PART#	DESCRIPTION	UNIT COST
1	WFS/ 32x80 VMS	<p>Wayfinding Sign Type 1 (Sample Sign Design):</p>  <p><i>Sample Sign Design</i></p> <ul style="list-style-type: none"> • New wayfinding sign indicating space availability for (2) parking garages per new Master Plan sign design • To be installed on existing foundation/s using existing J-bolts or new foundations by others • Total of (2) VMS displays per sign cabinet: <ul style="list-style-type: none"> ○ Full color RGB ○ 32x80 pixels ○ Ability to display 2 rows of 4.2" text with up to 6 characters per row or 1 row of 7" text with up to 4 characters per row ○ Scrolling capabilities ○ 7.62mm pixel pitch • White reflective vinyl lettering; • Includes single 8' clearance pole <p>NOTE:</p> <ul style="list-style-type: none"> • Sign price only for quoted sign dimensions, design and mounting. Changes to sign design, dimensions, mounting etc. will require a new quote. • Footers by others 	\$27,641.00

QTY	PART#	DESCRIPTION	UNIT COST
1	WFS/ 32x80 VMS INST	Delivery & Installation of Wayfinding Sign Type 1 <ul style="list-style-type: none"> Includes delivery and installation of WFS32x80VMS wayfinding sign on existing/provided by others footings 	\$3,283.00
1	ES-1/ 3x32x80/ 16x40 VMS	Entry Sign Type 1 (Sample Sign Design):  <p><i>Sample Sign Design</i></p> <ul style="list-style-type: none"> Entry sign type 1 indicating space availability for parking garage per new Master Plan sign design To be installed on existing foundation/s using existing J-bolts Total of (3) 32x80 VMS displays per sign cabinet: <ul style="list-style-type: none"> Full color RGB 32x80 pixels Ability to display 2 rows of 4.2" text with up to 6 characters per row or 1 row of 7" text with up to 4 characters per row Scrolling capabilities 7.62mm pixel pitch Total of (1) 16x140 VMS displays per sign cabinet: <ul style="list-style-type: none"> Full color RGB 316x140 pixels Ability to display 1 rows of 5" text with up to 11 characters per row Scrolling capabilities 7.62mm pixel pitch White reflective vinyl lettering; Includes double posts <p>NOTE:</p>	\$21,236.00



QTY	PART#	DESCRIPTION	UNIT COST
		<ul style="list-style-type: none"> Sign price only for quoted sign dimensions, design and mounting. Changes to sign design, dimensions, mounting etc. will require a new quote. Footers by others 	
1	ES-1/ INST	Delivery & Installation of Entry Sign Type 1 <ul style="list-style-type: none"> Includes delivery and installation of ES-1/3x32x80/16x40VMS entry sign on existing/provided by others footings 	\$2,445.00
1	ES-2/ 32x80/ 16x40 VMS	Entry Sign Type 1 (Sample Sign Design): <div data-bbox="711 651 1049 991" data-label="Image"> </div> <p style="text-align: center;"><i>Sample Sign Design</i></p> <ul style="list-style-type: none"> Entry sign type 2 indicating space availability for parking garage per new Master Plan sign design To be installed on existing foundation/s using existing J-bolts Total of (1) 32x80 VMS display per sign cabinet: <ul style="list-style-type: none"> Full color RGB 32x80 pixels Ability to display 2 rows of 4.2" text with up to 6 characters per row or 1 row of 7" text with up to 4 characters per row Scrolling capabilities 7.62mm pixel pitch Total of (1) 16x140 VMS displays per sign cabinet: <ul style="list-style-type: none"> Full color RGB 316x140 pixels Ability to display 1 rows of 5" text with up to 11 characters per row Scrolling capabilities 7.62mm pixel pitch White reflective vinyl lettering; Includes double posts <p>NOTE:</p>	\$12,601.00



QTY	PART#	DESCRIPTION	UNIT COST
		<ul style="list-style-type: none">• Sign price only for quoted sign dimensions, design and mounting. Changes to sign design, dimensions, mounting etc. will require a new quote.• Footers by others	
1	ES-2/ INST	Delivery & Installation of Entry Sign Type 2 <ul style="list-style-type: none">• Includes delivery and installation of ES-2/32x80/16x40VMS entry sign on existing/provided by others footings	\$2,445.00
1	XBEE- SIGN	Wireless Communication Equipment for Sign Location/s: <ul style="list-style-type: none">• Includes 120 VAC wireless modem, antenna, peripherals, etc. for sign location/s	\$434.00

A.3 Software License per Additional Lot for Existing PGS Server:

QTY	PART#	DESCRIPTION	TOTAL COST
1	SL	Software License: <ul style="list-style-type: none">• Software license to integrate the new PGS equipment into existing PGS server.• Per new garage/surface lot <p><i>Note: Customer is responsible for network connection between garages.</i></p>	\$2,909.00



A.4 Additional Provisions:

QTY	PART#	DESCRIPTION	UNIT COST
1	DES	System Design: <ul style="list-style-type: none">Hourly rate for standard in-house system design; andIncludes documentation, drawings, and all related design work.	\$142.50
1	PM	Remote Project Management: <ul style="list-style-type: none">Hourly rate to perform all off-site coordination and remote project management to supply the PGS system.	\$152.70
1	RIS	Remote Installation Support: <ul style="list-style-type: none">Hourly rate to provide remote installation support NOTE: <ul style="list-style-type: none">All additional services and supporting expenses will be billed per standard rates if delays are caused by customer or a third party;Remote installation support must be scheduled at least 1 week in advance;Remote installation support to be provided during regular business hours Mo-Fri 8 am to 4 pm EST.	\$142.50
1	SITE-SUR	Site Survey <ul style="list-style-type: none">Site survey to review all existing sign locations to determine which cabinets/locations can be refaced and which locations require new sign cabinets as quoted	\$3,369.00
1	SH	Remote System Health Check <ul style="list-style-type: none">Inclusions:<ul style="list-style-type: none">Weekly remote system health-check for 6 months for system expansion/s to ensure proper system functionality NOTE: Remote log-in capability required	Incl.
1	FR	Standard Freight & Handling <ul style="list-style-type: none">Invoiced when/as provided	N/A
1	2YW	2-Year Warranty	Incl.



A.5 Exclusions:

DESCRIPTION
<p>Exclusions:</p> <p>The following is excluded in this proposal:</p> <ul style="list-style-type: none">• Related civil work, including but not limited to:<ul style="list-style-type: none">○ Electrical work including conduit for communications & power, power wiring, and final electrical connections;○ Required digging, trenching, coring, etc.; and○ Concrete, asphalt, and protective bollards.• Any type of penetrating survey/initiatives to any structure required to install PGS equipment, signage, conduit, etc.• SIM Card and/or GPRS data usage charges;• A/P connection/s to customer network;• Wireless interference;• Installation of the PGS components other than for availability signs as selected;• Bonds, insurance, permits, engineering drawings, certifications, foundation design, foundation, delineation, etc.;• Traffic control; and• Lost revenue. <p><i>NOTE: All additional services and supporting expenses will be billed per standard rates if delays are caused by customer or a third party.</i></p>