



## CONTRACT RENEWAL LETTER

**Date:** May 02, 2023  
**Contract #:** UCPJMU5505  
**Service:** Vehicle Count Systems  
**Renewal Period:** 5/8/2023 to 5/7/2024  
**Renewal #:** 4 of 4 One-Yr  
**Issued By:** James Madison University  
Michael Morrison, Buyer Senior  
Ph: 540-568-6181  
Fx: 540-568-7935  
  
**Contractor:** TKH Security LLC  
125 Commerce Court  
Cheshire, Connecticut 06410  
  
**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 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.

### **TKH Security LLC**

**By:**   
\_\_\_\_\_  
M. Peter Messman  
Name (print)

General Manager 5/2/2023  
\_\_\_\_\_  
Title Date Signed

### **James Madison University**

**By:**   
\_\_\_\_\_  
Michael Morrison, MS, VCCO, CURO  
Name (print)

Buyer Senior 5/2/2023  
\_\_\_\_\_  
Title Date Signed



**Contract #:** UCPJMU5505

**Renewal 4**

**Contractor:** TKH Security LLC

**Renewal Period:** 05/08/2023 - 05/07/2024

**Commodity:** Vehicle Count Systems

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

James Madison University - Hypothetical Pricing					
Part No.	Description	Quantity	List Price	Unit Price After Discount	Note
<b>Sensors</b>					
M4-100	M4 Sensor w/ one camera covering 1 space	1	\$800.00	\$330.00	
M4-100	M4 Sensor w/ one camera covering 2 adjacent spaces	1	\$800.00	\$330.00	
M4-200	M4 Sensor w/ two cameras covering 2 opposite spaces	1	\$700.00	\$385.00	
M4-200	M4 Sensor w/ two cameras covering 4 spaces	1	\$700.00	\$385.00	
OET-DSP-21-RSPA	Lobby Detector, 1 per lane required, RS485	1	\$1,045.00	\$574.75	
C3-DEL-TW-S21052-W	2.25" x 35" White Boomerang Reboundable Detachable w/2 - 3" Yellow Bands	1	\$105.00	\$57.75	
<b>Network &amp; Hardware</b>					
CAB-C300F-110	Fiber Cabinet - Class 2 - 110VAC	1	\$19,494.00	\$10,721.70	
IT-DELL-PE-R830	Server, rack mount	1	\$11,500.00	\$6,325.00	
IT-CISCO-CS300-24T-E	Distribution Switch - Catalyst 3000 24-Port Data Only, Network Essentials	1	\$14,048.00	\$7,725.95	
IT-APC-UPS-Z200-110	UPS - Rack Mount - 110VAC	1	\$2,400.00	\$1,320.00	
IT-TRIPP-SRW12US33	Server Rack - 12U	1	\$1,050.00	\$577.50	
CAB-L100-LC-110	Cabinet - Loop System - 110VAC	1	\$5,085.00	\$2,786.75	
IT-CISCO-892-FSP	Cisco 892 FSP Router	1	\$3,013.82	\$1,657.66	
CAB-APR400-110	Camera Cabinet - 110VAC	1	\$6,565.00	\$3,610.75	
SW-C-SERV1	Park Assist Business Intelligence Software Suite	1	\$12,000.00	\$6,600.00	
IT-CISCO-S300-NM-8X	9300 Series 8x 10G Network Module	1	\$5,888.40	\$3,238.62	
IT-MS-SQL-2K15-STD-LIC	SQL License	1	\$2,662.40	\$2,014.32	
IT-MS-WIN-2K15-STD-2C0RE-LIC	Windows User License	1	\$220.00	\$231.00	
<b>Cable</b>					
CSL-000-8	Pre-terminated data cable, green, 25/8 m	1	\$16.00	\$8.60	
CSL-000-8	Pre-terminated power cable, gray, 25/8 m	1	\$30.00	\$16.50	
<b>Channel &amp; Related</b>					
CS-CHNL-3	Channel system, channel, standard aluminum, 10' x 3.05 m, with 2 clips	1	\$30.00	\$16.50	
<b>Signage</b>					
SN-130-3A-SS-210	130mm, 4-digit OR 3-digit with Arrow, 7-segment, Multi-Color, IP54 Enclosure	1	\$1,250.00	\$687.50	
SN-200-4-SS-210	200mm, 4-digit, 7-segment, Multi-Color, IP54 Enclosure	1	\$2,080.00	\$1,144.00	
SE-MMS-200-1R	monument, 6 inserts, 200mm character height, single-faced, reflective vinyl lettering	1	\$18,150.00	\$9,982.50	
SN-130-ADS-SL-210	130mm, Disabled, Arrow, Blue, IP54 Enclosure	1	\$1,060.00	\$583.00	
SN-130-2ADS-SS-SL-210	130mm, Disabled, 2-digit, Arrow, 7-segment, Blue, IP54 Enclosure	1	\$1,375.00	\$756.25	
<b>Installation &amp; Initial Services</b>					
SRV-INSTALL	Park Assist Installation				Approximately \$115/space. This number includes basic signage and assumes non-union labor for installation. This pricing may vary depending on local installation costs, desired sign package and additional optional modules
SRV-PM	Park Assist Project Management			\$15,000.00	
SRV-CAD	CAD Design			\$4,000.00	
SRV-COM	Commissioning/Networking			\$20,000.00	
SRV-LOGISTIC	Logistics			\$20,000.00	

Optional Modules					
Part No.	Description	Quantity	List Price	Unit Price After Discount	Note
KS-R200-110	27" In. Find Your Car Kiosk - 110VAC	1	\$20,335.00	\$11,184.25	
PA-FIND-A	Park Finder	Yes	\$15,000.00	\$8,250.00	Includes perpetual license. Covers up to 2,000 spaces. There are additional charges for every 1,000 spaces after the initial 2,000
PA-ALERT-A	Park Alerts	Yes	\$15,000.00	\$8,250.00	Includes perpetual license. Covers up to 2,000 spaces. There are additional charges for every 1,000 spaces after the initial 2,000
PA-RATE-A	Park Select-Rate API	Yes	\$30,000.00	\$16,500.00	Includes perpetual license. Covers up to 2,000 spaces. There are additional charges for every 1,000 spaces after the initial 2,000
SURVEILLANCE	Surveillance	TBD	TBD pending number of video stream/licenses. This can only be determined once we have PDF or CAD files displaying bay striping for each level. Provided as perpetual license.		
PA-API	Access to Mobile API	Yes	\$15,000.00	\$8,250.00	Includes perpetual license. Covers up to 2,000 spaces. There are additional charges for every 1,000 spaces after the initial 2,000

\*\*\*Park Assist will hold pricing as long as model numbers are current at time of purchase\*\*\*

Part No	Description	New Par No.	Description
M4-100	M4 Sensor w/ one camera covering 1 space	M5-1000	Camera sensor, 5th gen, 4MP, PoE, single camera
M4-100	M4 Sensor w/ one camera covering 2 adjacent spaces	M5-1001	Camera sensor, 5th gen, 4MP, PoE, single camera
M4-200	M4 Sensor w/ two cameras covering 2 opposite spaces	M5-2000	Camera sensor, 5th gen, 4MP, PoE, dual camera
M4-200	M4 Sensor w/ two cameras covering 4 spaces	M5-2001	Camera sensor, 5th gen, 4MP, PoE, dual camera
CAB-C300F-110	Floor Cabinet - Class 2 - 110VAC	CAB-C600	Cabinet for M5 ecosystem, 6 ports 1Gb Passive PoE++, 2 ports 1Gb Active PoE+ 802.3at (90W total budget), 4 ports 1Gb SFP, global 85-264VAC 6A @120VAC / 3A @230VAC
SN-130-3A-SS-210	130mm, 4-digit OR 3-digit with Arrow, 7-segment, Multi-Color, IP54 Enclosure	VMS-NAV-1X2 v2	Digital variable messaging sign insert, full 16 x 64 LED matrix, 8mm pitch, high brightness for outdoor use, True RGB 16.7M colors, 128 x 512 mm active area
SN-200-4-SS-210	200mm, 4-digit, 7-segment, Multi-Color, IP54 Enclosure	VMS-NAV 2x3	Digital variable messaging sign insert, full 32 x 96 LED matrix, 8mm pitch, high brightness for outdoor use, True RGB 16.7M colors, 256 x 768 mm active area
SN-130-ADS-BL-210	130mm, Disabled, Arrow, Blue, IP54 Enclosure	VMS-NAV-1X2 v2	Digital variable messaging sign insert, full 16 x 64 LED matrix, 8mm pitch, high brightness for outdoor use, True RGB 16.7M colors, 128 x 512 mm active area
SN-130-2ADS-SS-BL-210	130mm, Disabled, 2-digit, Arrow, 7-segment, Blue, IP54 Enclosure	VMS-NAV-1X2 v2	Digital variable messaging sign insert, full 16 x 64 LED matrix, 8mm pitch, high brightness for outdoor use, True RGB 16.7M colors, 128 x 512 mm active area