



**CONTRACT RENEWAL LETTER**

**Date:** May 02, 2023  
**Contract #:** UCPJMU6095  
**Service:** Intrusion Equipment & Installation Services  
**Renewal Period:** 7/28/2023 to 7/27/2024  
**Renewal #:** 2 of 4 One-Yr  
**Issued By:** James Madison University  
Michael Morrison, Buyer Senior Ph: 540-568-6181  
Fx: 540-568-7935

**Contractor:** Axis Global Enterprises  
1439 N. Great Neck Road, Ste 100  
Virginia Beach, VA 23454

**Contract Administrator:** Brian Clements, Facilities Management

**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.

**Axis Global Enterprises** DocuSigned by:  
**By:** *Torrence Henry*  
Torrence Henry 6FFD40A5E88E427...

**James Madison University**  
**By:** *Michael Morrison*  
Michael Morrison, MS, VCCO, CUPO

*Name (print)*  
COO *5/8/2023*  
*Title Date Signed*

*Name (print)*  
Buyer Senior *5/2/2023*  
*Title Date Signed*



**Contract #:** UCPJMU6095

**Contractor:** Axis Global Enterprises

**Renewal Period:** 7/28/2023 - 7/27/2024

**Commodity:** Intrusion Equipment & Installation Services

**PRICING SCHEDULE:**

The following Labor, Other Fees, and Discounts sections represent the negotiated pricing for all represented items and should be reflected in all quotes and proposals for the University. No other fees or charges shall be acceptable.

**LABOR & MISC.**

	Pricing Schedule by Zone								
	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9
	<b>Regular Time Labor Rates (7:30 a.m. to 4:00 p.m. Monday – Friday)*</b>								
Project Supervisor Labor Rate \$/hour	\$110.00	\$110.00	\$110.00	\$110.00	\$110.00	\$110.00	\$110.00	\$120.00	\$120.00
Technician Labor Rate \$/hour	\$95.00	\$95.00	\$95.00	\$95.00	\$95.00	\$95.00	\$95.00	\$100.00	\$100.00
Helper Labor Rate \$/hour	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$90.00	\$90.00
Project Estimator Labor Rate \$/hour	\$105.00	\$105.00	\$105.00	\$105.00	\$105.00	\$105.00	\$105.00	\$120.00	\$120.00
	<b>Overtime/Emergency Labor Rates (Outside of Regular Time working hours)*</b>								
Project Supervisor Labor Rate \$/hour	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$140.00	\$140.00
Technician Labor Rate \$/hour	\$110.00	\$110.00	\$110.00	\$110.00	\$110.00	\$110.00	\$110.00	\$120.00	\$120.00
Helper Labor Rate \$/hour	\$95.00	\$95.00	\$95.00	\$95.00	\$95.00	\$95.00	\$95.00	\$110.00	\$110.00
Project Estimator Labor Rate \$/hour	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$140.00	\$140.00
	<b>Parts and Material Discount (% off MSRP)</b>								
Parts/Materials percent off MSRP	15%	20%	20%	15%	20%	18%	15%	15%	15%

\*Box Sales will have an additional 10% discount applied and be drop shipped from manufacturer.

Other Fees	
Credit Card Fees	N/A