



**CONTRACT RENEWAL LETTER**

**Date:** February 29, 2024  
**Contract #:** UCPJMU4608  
**Service:** Lightning Detection System w/ Alerts  
**Renewal Period:** 5/6/2024 to 5/5/2025  
**Renewal #:** 8 of 9 One-Yr  
**Issued By:** James Madison University  
 Doug Chester, Buyer Senior Ph: 540-568-4272  
 Fx: 540-568-7935

**Contractor:** Earth Networks, Inc.  
 Attn: Daniel W. O'Connell  
 12410 Milestone Center Dr., #300  
 Germantown, MD 20876 Ph: 240-447-4874

**Contract Administrator:** Christopher Miller, 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: Bill England  
~~Daniel W. O'Connell~~ Bill England  
 Name (print)  
~~CLO~~ Director of Sales March 26, 2024  
 Title Date Signed

**James Madison University**  
 By: Doug Chester  
 Doug Chester, VCO, CUPO  
 Name (print)  
 Buyer Senior 2/29/24  
 Title Date Signed



**Contract #:** UCPJMU4608  
**Contractor:** Earth Networks, Inc.  
**Renewal Period:** 05/06/2024 - 05/05/2025  
**Commodity:** Lightning Detection System w/ Alerts

<b>Outdoor Alerting Horns (OAH) (includes all costs of Contractor installation and set-up, including travel):</b>
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

<b>Standalone Strobes (includes Informer and Contractor installation and set-up, including travel):</b>
\$1,645/per strobe

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

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

<b>Annual Hardware Maintenance and Support Plan (includes all travel, labor, and maintenance):</b>
\$4,050 - 8 Sirens & 1 Weather Station

<b>Training Services:</b>
Ongoing phone training provided at no cost

<b>Optional Annual Meteorologist Services subscription:</b>
\$13,209.69
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