



**CONTRACT RENEWAL LETTER**

**Date:** April 30, 2024  
**Contract #:** UCPJMU6097  
**Service:** Intrusion Equipment & Installation Services  
**Renewal Period:** 7/28/2024 to 7/27/2025  
**Renewal #:** 3 of 4 One-Yr  
**Issued By:** James Madison University  
Michael Morrison, Buyer Senior Ph: 540-568-6181  
Fx: 540-568-7935

**Contractor:** First Witness Security  
Attn: Rodney Dixon  
PO Box 1448  
Harrisonburg , VA 22803 Ph: 540-442-0086

**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.

**First Witness Security**  
**By:**   
Rodney Dixon

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

*Name (print)*  
Owner 4-30-24  
*Title Date Signed*

*Name (print)*  
Buyer Senior 4/30/2024  
*Title Date Signed*



Contract #: UCPJMU6097  
 Contractor: First Witness Security  
 Renewal Period: 7/28/2024 - 7/27/2025  
 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	\$79.00	\$79.00	\$79.00	\$79.00	\$79.00	\$79.00	\$79.00	\$79.00	\$79.00
Technician Labor Rate \$/hour	\$69.00	\$69.00	\$69.00	\$69.00	\$69.00	\$69.00	\$69.00	\$69.00	\$69.00
Helper Labor Rate \$/hour	\$59.00	\$59.00	\$59.00	\$59.00	\$59.00	\$59.00	\$59.00	\$59.00	\$59.00
Project Estimator Labor Rate \$/hour	\$69.00	\$69.00	\$69.00	\$69.00	\$69.00	\$69.00	\$69.00	\$69.00	\$69.00
	<b>Overtime/Emergency Labor Rates (Outside of Regular Time working hours)*</b>								
Project Supervisor Labor Rate \$/hour	\$118.50	\$118.50	\$118.50	\$118.50	\$118.50	\$118.50	\$118.50	\$118.50	\$118.50
Technician Labor Rate \$/hour	\$103.50	\$103.50	\$103.50	\$103.50	\$103.50	\$103.50	\$103.50	\$103.50	\$103.50
Helper Labor Rate \$/hour	\$88.50	\$88.50	\$88.50	\$88.50	\$88.50	\$88.50	\$88.50	\$88.50	\$88.50
Project Estimator Labor Rate \$/hour	\$103.50	\$103.50	\$103.50	\$103.50	\$103.50	\$103.50	\$103.50	\$103.50	\$103.50
	<b>Parts and Material Discount (% off MSRP)</b>								
Parts/Materials percent off MSRP*	Manufacturer & Reseller dependent								

\*JMU (only) box sales will be at 25% discount – up to the first \$200,000.00 – in year one of the contract.  
 The option to continue this extended discount will be subject to review at each renewal.

<b>Other Fees</b>	
Credit Card Fees	3.5% Keyed 2.5 % Scanned