

CONTRACT RENEWAL LETTER

Date: December 11, 2020

Contract Number: RU16009

Service: Networked Video Capture System

Renewal Term: February 1, 2021 through January 31, 2022
Renewal 1 of 5

Issued by: Radford University
Kevin McDowell
540-831-5356, Email: dkmcdowel@radford.edu

Contractor: One Diversified, LLC

Contract Administrator: Jeff Aspelmeier

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.

As per attachment A of this renewal document Pages 3-10 of Original contract section V Financial Considerations will be replaced with the updated Hourly Rates and percentage (%) discounts.

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

<u>ONE DIVERSIFIED, LLC.</u>		<u>RADFORD UNIVERSITY</u>	
By: _____	Digitally signed by Chase V. Fisher	By: <u>Kevin McDowell</u>	DocuSigned by: Kevin McDowell
Name: _____	DN: C=US, E=CFisher@Diversifiedus.com, O="One Diversified, LLC. (dba Diversified)", OU=Program Management, CN=Chase V. Fisher	Name: _____	(Signature) KEVIN MCDOWELL
Title: <u>Chase V. Fisher</u>	Reason: I am approving this document	Title: _____	Sr. Contract officer
Date Signed: _____	Date: 2020.12.15 08:45:57-05'00'	Date Signed: _____	12/15/2020 9:13 AM EST



IMAGINATION ENGINEERED

Labor Category	Hourly Rate
Senior Engineering Specialist	\$144.00
Solutions Architect	\$162.00
Engineer	\$115.20
Field Engineer	\$94.80
Program Manager	\$140.40
Project Manager	\$104.40
Installation Supervisor	\$96.00
Lead Installation Tech	\$97.20
Installation Tech	\$82.80
Fabrication Tech	\$73.20
Programmer	\$120.00
Senior Programmer	\$180.00
CAD Operator	\$75.60
Project Coordinator	\$78.00

Chase V. Fisher
 Program Manager
 T 571.207.5982 | C 540.454.9318
 45960 Center Oak Plaza, Sterling, VA 20166
 CFisher@diversifiedus.com

Product Category	Minimum % Discount (Off MSRP)	Manufacturer Offerings
Audiovisual and Unified Collaboration Equipment		
Projectors	15% - 25%	<p>Premiere Manufacturer Listings – Audiovisual, Broadcast, and Unified Collaboration Systems:</p> <p>Cisco, Microsoft, Crestron, Extron, AMX, Atlas Soundolier, Barco, BiAmp, Bogen, Crown, Da-Lite, Denon, Planar, JBL, Lutron, Peavey, Polycom, Rauland-Borg, RDL, Sharp, Shure, ShoreTel, SnapAV, Soundsphere, Tandberg, Tannoy, Tripp-Lite, TOA, Vaddio, Vbrick, Valcom, Brightsign, Promethean, Pexip, Christie, Mersive, Dell, Epson, Samsung, LG, Evertz, NEC, QSC Audio, Listen Technologies, Digital Projection, Panasonic, Sony, TriplePlay, Grass Valley, NEC, Panasonic, Ross Video</p> <p>and much more (too many to list!)</p>
Monitors	15% - 25%	
Projection Screens	15% - 25%	
Transport Hardware/Software	15% - 25%	
Speakers	15% - 25%	
Microphones	15% - 25%	
Mounting Hardware	15% - 25%	
Mobile Cart Systems	15% - 25%	
Receivers	15% - 25%	
Audio Amplifiers	15% - 25%	
Audio Mixers	15% - 25%	
Electronic Whiteboards	15% - 25%	
Video Conference Equipment	15% - 25%	
Equipment Rack	15% - 25%	
Power Distribution Unit	15% - 25%	
Power Sequencer	15% - 25%	
Rackmount UPS	15% - 25%	
Touch/Control Panels	15% - 25%	
HDMI Adaptor Set	15% - 25%	
Table Enclosure	15% - 25%	
HD PTZ Cameras	15% - 25%	
Wireless Content Sharing	15% - 25%	
Electronic Security Equipment		

Surveillance Cameras	15% - 20%	Premier Manufacturers Listings – Security Systems: Lenel, Avigilon, AMAG, Verint, GeuterBruck, Exacq, S2, DMP, CBORD, Milestone, Pelco, Panasonic, AiPhone, Bosch, Axis, Identocard, DMP, Red Cloud, DXS, Doorking, Code Blue, Brivo, American Dynamics, Sentrol, Stentafon, VideoAlarm, Zenitel, UTC, Vicon, HID, Salient, Von Duprin, American FiberTek, CBORD, Inovonics, Magnasphere, Mobotix, Altronix, Commend USA, Altronix, Boon Edam
Access Control Systems	15% - 20%	
Intrusion Detection Systems	15% - 20%	
Electronic Security Peripheral Equipment (Motion Detectors, Door Access Control Electronics, Etc.)	15% - 20%	