



ARLINGTON COUNTY, VIRGINIA

AGREEMENT NO. 20-773-EP  
AMENDMENT NUMBER 2

This **Amendment Number 2** is made on the date of execution by the County and amends the **Standard Form Agreement No.20-773-EP** dated June 30, 2020 made between **Cvent, Inc.** 1765 Greensboro Station Place, Suite 700, Tysons Corner, Virginia 22102 (“Contractor”) and the **County Board of Arlington County, Virginia** (“County”).

The County and the Contractor agree to amend the Main Agreement as follows:

1. The CONTRACT TERM is hereby extended through **June 30, 2027**.
2. REPLACE COST PROPOSAL IN ITS ENTIRETY WITH THE ATTACHED COST PROPOSAL, which is incorporated into and made a part of this Amendment.

All other terms and conditions of the Main Agreement remain in effect.

WITNESS these signatures:

THE COUNTY BOARD OF ARLINGTON  
COUNTY, VIRGINIA

CVENT, INC.

AUTHORIZED  
SIGNATURE: *Sy Gezachew*

AUTHORIZED  
SIGNATURE: *Kristen Altman*

NAME: Sy Gezachew

NAME: Kristen Altman

TITLE: PROCUREMENT OFFICER

TITLE: Senior Account Manager

DATE: 6/25/2024

DATE: 6/24/2024



Customer: Arlington Convention &amp; Visitors Service

Cvent, Inc.

**Software, Enhanced RFP Services, Paid Advertising, Analytics, Fees and Usage Totals**
**YEAR 1: 7/1/2024 - 6/30/2025**

|                    |                      |
|--------------------|----------------------|
| <b>Total Price</b> | <b>USD 28,096.20</b> |
|--------------------|----------------------|

|                 |                 |
|-----------------|-----------------|
| <b>Discount</b> | <b>USD 0.00</b> |
|-----------------|-----------------|

|                                   |                      |
|-----------------------------------|----------------------|
| <b>Total Fees Payable in USD*</b> | <b>USD 28,096.20</b> |
|-----------------------------------|----------------------|

**YEAR 2: 7/1/2025 - 6/30/2026**

|                    |                      |
|--------------------|----------------------|
| <b>Total Price</b> | <b>USD 28,909.08</b> |
|--------------------|----------------------|

|                 |                  |
|-----------------|------------------|
| <b>Discount</b> | <b>USD -0.00</b> |
|-----------------|------------------|

|                                   |                      |
|-----------------------------------|----------------------|
| <b>Total Fees Payable in USD*</b> | <b>USD 28,909.08</b> |
|-----------------------------------|----------------------|

**YEAR 3: 7/1/2026 - 6/30/2027**

|                    |                      |
|--------------------|----------------------|
| <b>Total Price</b> | <b>USD 29,746.33</b> |
|--------------------|----------------------|

|                 |                 |
|-----------------|-----------------|
| <b>Discount</b> | <b>USD 0.00</b> |
|-----------------|-----------------|

|                                   |                      |
|-----------------------------------|----------------------|
| <b>Total Fees Payable in USD*</b> | <b>USD 29,746.33</b> |
|-----------------------------------|----------------------|

\*Proposal price does not include sales tax, any other applicable taxes, or contractual fees.

**YEAR 1: 7/1/2024 - 6/30/2025**

| Listing Advertisement(s), Software, Services and CONNECT   | Quantity | Service Term         | Fee           |
|--|----------|----------------------|---------------|
| CSN Advertising - 1 Diamond<br><i>Includes 1 Username.</i> | 1        | 7/1/2024 - 6/30/2025 | USD 14,647.37 |
| CSN Productivity Tools - RFP Username                      | 1        | 7/1/2024 - 6/30/2025 | USD 1,000.00  |

| Bundle Advertisement(s) & Microsite Packages                 | Quantity | Linked To        | Ad Location     | Service Term         |
|--|----------|------------------|-----------------|----------------------|
| CSN Productivity Tools - CVB Copy Feature                    | 1        | N/A              | DC - Washington | 7/1/2024 - 6/30/2025 |
| CSN Advertising- City Guide - Destination Ad                 | 1        | Supplier Profile | Washington, DC  | 7/1/2024 - 6/30/2025 |
| Bundle Advertisement(s) & Microsite Packages Net Total Price |          |                  | USD 12,448.83   |                      |

**YEAR 2: 7/1/2025 - 6/30/2026**

| Listing Advertisement(s), Software, Services and CONNECT | Quantity | Service Term         | Fee           |
|--|----------|----------------------|---------------|
| CSN Advertising - 1 Diamond                              | 1        | 7/1/2025 - 6/30/2026 | USD 15,086.79 |

|                                       |   |                      |              |
|---------------------------------------|---|----------------------|--------------|
| CSN Productivity Tools - RFP Username | 1 | 7/1/2025 - 6/30/2026 | USD 1,000.00 |
|---------------------------------------|---|----------------------|--------------|

| Bundle Advertisement(s) & Microsite Packages                 | Quantity | Linked To | Ad Location     | Service Term         |
|--|----------|-----------|-----------------|----------------------|
| CSN Productivity Tools - CVB Copy Feature                    | 1        | N/A       | DC - Washington | 7/1/2025 - 6/30/2026 |
| CSN Advertising- City Guide - Destination Ad                 | 1        | N/A       | Washington, DC  | 7/1/2025 - 6/30/2026 |
| Bundle Advertisement(s) & Microsite Packages Net Total Price |          |           | USD 12,822.29   |                      |

**YEAR 3: 7/1/2026 - 6/30/2027**

| Listing Advertisement(s), Software, Services and CONNECT | Quantity | Service Term         | Fee           |
|--|----------|----------------------|---------------|
| CSN Advertising - 1 Diamond                              | 1        | 7/1/2026 - 6/30/2027 | USD 15,539.39 |
| CSN Productivity Tools - RFP Username                    | 1        | 7/1/2026 - 6/30/2027 | USD 1,000.00  |

| Bundle Advertisement(s) & Microsite Packages                 | Quantity | Linked To        | Ad Location     | Service Term         |
|--|----------|------------------|-----------------|----------------------|
| CSN Productivity Tools - CVB Copy Feature                    | 1        | N/A              | DC - Washington | 7/1/2026 - 6/30/2027 |
| CSN Advertising- City Guide - Destination Ad                 | 1        | Supplier Profile | Washington, DC  | 7/1/2026 - 6/30/2027 |
| Bundle Advertisement(s) & Microsite Packages Net Total Price |          |                  | USD 13,206.94   |                      |