



ARLINGTON COUNTY, VIRGINIA

**AGREEMENT NO. 20-753-EP
AMENDMENT NUMBER 5**

This Amendment Number 5 is made on the date of execution by the County and amends Agreement Number 20-753-EP ("Main Agreement") dated February 14, 2020 between Image Trend, Inc. ("Contractor") and the County Board of Arlington County, Virginia ("County").

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

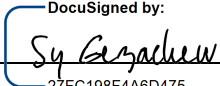
- 1. REMOVE CLAUSE #46 COVID-19 VACCINATION POLICY FOR CONTRACTORS IN ITS ENTIRETY.**
- 2. PURSUANT TO CLAUSE 4: CONTRACT TERM, THIS AGREEMENT IS HEREBY RENEWED FROM JANUARY 2, 2024 TO JANUARY 1, 2025. This is the 3rd Option Year.**

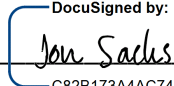
All other terms and conditions of the Main Agreement remain in effect.

WITNESS these signatures:

THE COUNTY BOARD OF ARLINGTON
COUNTY, VIRGINIA

IMAGE TREND, INC.

AUTHORIZED SIGNATURE: 
DocuSigned by: 27FC198F4A6D475...
 NAME: Sy Gezachew
 TITLE: PROCUREMENT OFFICER
 DATE: 11/28/2023

AUTHORIZED SIGNATURE: 
DocuSigned by: C82B173A4AC74A0...
 NAME: Jon Sachs
 TITLE: CFO
 DATE: 11/28/2023

AGREEMENT NO. 20-753-EP
EXHIBIT B – PRICING

YEAR 1

Description	Type	Qty	Price	Total
Elite™ Rescue - License	One Time	1	\$20,000.00	\$20,000.00
Elite™ Rescue Setup	One Time	1	\$12,000.00	\$12,000.00
Elite™ Field - License	One Time	1	\$28,000.00	\$28,000.00
Statewide Elite™ Field Credit - License	One Time	1	\$(28,000.00)	\$(28,000.00)
Data Mart™ License Continuous Delivery - 2 sources	One Time	1	\$30,000.00	\$30,000.00
Onsite Training Session	One Time	3	\$1,000.00	\$3,000.00
Travel – 1 Person/3 Days Onsite	One Time	1	\$1,500.00	\$1,500.00
Webinar Training Session – 4 Hours @ \$125 per hour	One Time	4	\$125.00	\$500.00
Direct Messaging Connection Fee - Per Connection	One Time	7	\$200.00	\$1,400.00
Elite™ Rescue Hosting	Recurring – EMS	1	\$7,000.00	\$7,000.00
Elite™ Rescue Support	Recurring – EMS	1	\$8,000.00	\$8,000.00
Elite™ Field Support	Recurring – EMS	1	\$2,800.00	\$2,800.00
Statewide Elite™ Field Support Credit	Recurring – EMS	1	\$(2,800.00)	\$(2,800.00)
CAD Distribution CAD Vendor: TriTech	Recurring – EMS	1	\$2,500.00	\$2,500.00
TeleStaff Distribution	Recurring – EMS	1	\$7,500.00	\$7,500.00
Data Mart™ License Continuous Delivery Support	Recurring – EMS	1	\$3,750.00	\$3,750.00
Billing Integration with McKesson	Recurring – EMS	1	Included	Included
GER Integration - NVERS Patient Tracking -- Annual	Recurring – EMS	1	\$2,100.00	\$2,100.00
Elite Viewer (Hospital Dashboard)	Recurring – EMS	1	Included	Included
Physio Control – Lifepack 15 Integrations	Recurring – EMS	1	Included	Included
Health Information Hub™ Volume Tier	Recurring – EMS		\$3,000.00	\$3,000.00
Standard Direct Messaging - EM Agency	Recurring – EMS	7	\$480.00	\$3,360.00
Continuum®	Recurring – EMS	1	\$1,500.00	\$1,500.00
Continuum® EMS Content Package	Recurring – EMS	1	\$7,500.00	\$7,500.00
Performance Insights	Recurring – EMS	1	\$3,500.00	\$3,500.00
Elite™ Rescue Hosting	Recurring – Fire	1	\$7,000.00	\$7,000.00
Elite™ Rescue Support	Recurring – Fire	1	\$8,000.00	\$8,000.00
Elite™ Field Support	Recurring – Fire	1	\$2,800.00	\$2,800.00
Statewide Elite™ Field Support Credit	Recurring – Fire	1	\$(2,800.00)	\$(2,800.00)
CAD Distribution	Recurring – Fire	1	\$2,500.00	\$2,500.00
TeleStaff Distribution	Recurring – Fire	1	\$7,500.00	\$7,500.00
Data Mart™ License Continuous Delivery Support	Recurring – Fire	1	\$3,750.00	\$3,750.00
Continuum®	Recurring – Fire	1	\$1,500.00	\$1,500.00
Continuum® Fire Content Package	Recurring – Fire	1	\$7,500.00	\$7,500.00
Performance Insights	Recurring – Fire	1	\$3,500.00	\$3,500.00

TOTAL YEAR 1: \$159,360.00

Fully loaded hourly rate for additional customization as described in Amendment 1: \$175/hr

YEAR 2

Description	Type	Qty	Price	Total
Elite™ Rescue Hosting	Recurring – EMS	1	\$7,210.00	\$7,210.00
Elite™ Rescue Support	Recurring – EMS	1	\$8,240.00	\$8,240.00
Elite™ Field Support	Recurring – EMS	1	\$2,800.00	\$2,800.00
Statewide Elite™ Field Support Credit	Recurring – EMS	1	(\$2,800.00)	(\$2,800.00)
CAD Distribution - CAD Vendor: TriTech	Recurring – EMS	1	\$2,575.00	\$2,575.00
TeleStaff Distribution	Recurring – EMS	1	\$7,725.00	\$7,725.00
Data Mart™ License Continuous Delivery Support	Recurring – EMS	1	\$3,862.50	\$3,862.50
Billing Integration with McKesson	Recurring – EMS	1	Included	Included
GER Integration - NVERS Patient Tracking -- Annual Support	Recurring – EMS	1	\$2,163.00	\$2,163.00
Elite Viewer (Hospital Dashboard)	Recurring – EMS	1	Included	Included
Physio Control – Lifepack 15 Integrations	Recurring – EMS	1	Included	Included
Health Information Hub™ Volume Tier	Recurring – EMS		\$3,090.00	\$3,090.00
Standard Direct Messaging - EM Agency	Recurring – EMS	7	\$3,460.80	\$3,460.80
Continuum®	Recurring – EMS	1	\$1,545.00	\$1,545.00
Continuum® EMS Content Package	Recurring – EMS	1	\$7,725.00	\$7,725.00
Performance Insights	Recurring – EMS	1	\$3,605.00	\$3,605.00
Elite™ Rescue Hosting	Recurring – Fire	1	\$7,210.00	\$7,210.00
Elite™ Rescue Support	Recurring – Fire	1	\$8,240.00	\$8,240.00
Elite™ Field Support	Recurring – Fire	1	\$2,800.00	\$2,800.00
Statewide Elite™ Field Support Credit	Recurring – Fire	1	(\$2,800.00)	(\$2,800.00)
CAD Distribution - CAD Vendor: TriTech	Recurring – Fire	1	\$2,575.00	\$2,575.00
TeleStaff Distribution	Recurring – Fire	1	\$7,725.00	\$7,725.00
Data Mart™ License Continuous Delivery Support	Recurring – Fire	1	\$3,862.50	\$3,862.50
Continuum®	Recurring – Fire	1	\$1,545.00	\$1,545.00
Continuum® Fire Content Package	Recurring – Fire	1	\$7,725.00	\$7,725.00
Performance Insights	Recurring – Fire	1	\$3,605.00	\$3,605.00

TOTAL YEAR 2: \$93,688.80

YEAR 3

Description	Type	Qty	Price	Total
Elite™ Rescue Hosting	Recurring – EMS	1	\$7,210.00	\$7,426.30
Elite™ Rescue Support	Recurring – EMS	1	\$8,240.00	\$8,487.20
Elite™ Field Support	Recurring – EMS	1	\$2,800.00	\$2,800.00
Statewide Elite™ Field Support Credit	Recurring – EMS	1	(\$2,800.00)	(\$2,800.00)
CAD Distribution - CAD Vendor: TriTech	Recurring – EMS	1	\$2,575.00	\$2,652.25
TeleStaff Distribution	Recurring – EMS	1	\$7,725.00	\$7,956.75
Data Mart™ License Continuous Delivery Support	Recurring – EMS	1	\$3,862.50	\$3,978.38
Billing Integration with McKesson	Recurring – EMS	1	Included	Included
GER Integration - NVERS Patient Tracking -- Annual Support	Recurring – EMS	1	\$2,163.00	\$2,227.89
Elite Viewer (Hospital Dashboard)	Recurring – EMS	1	Included	Included
Physio Control – Lifepack 15 Integrations	Recurring – EMS	1	Included	Included
Health Information Hub™ Volume Tier	Recurring – EMS		\$3,090.00	\$3,182.70
Standard Direct Messaging - EM Agency	Recurring – EMS	7	\$3,460.80	\$3,564.62
Continuum®	Recurring – EMS	1	\$1,545.00	\$1,591.35
Continuum® EMS Content Package	Recurring – EMS	1	\$7,725.00	\$7,956.75
Performance Insights	Recurring – EMS	1	\$3,605.00	\$3,713.15
Elite™ Rescue Hosting	Recurring – Fire	1	\$7,210.00	\$7,426.30
Elite™ Rescue Support	Recurring – Fire	1	\$8,240.00	\$8,487.20
Elite™ Field Support	Recurring – Fire	1	\$2,800.00	\$2,800.00
Statewide Elite™ Field Support Credit	Recurring – Fire	1	(\$2,800.00)	(\$2,800.00)
CAD Distribution - CAD Vendor: TriTech	Recurring – Fire	1	\$2,575.00	\$2,652.25
TeleStaff Distribution	Recurring – Fire	1	\$7,725.00	\$7,956.75
Data Mart™ License Continuous Delivery Support	Recurring – Fire	1	\$3,862.50	\$3,978.38
Continuum®	Recurring – Fire	1	\$1,545.00	\$1,591.35
Continuum® Fire Content Package	Recurring – Fire	1	\$7,725.00	\$7,956.75
Performance Insights	Recurring – Fire	1	\$3,605.00	\$3,713.15

TOTAL YEAR 3: \$96,499.46

YEAR 4

Description	Type	Qty	Price	Total
Elite™ Rescue Hosting	Recurring – EMS	1	\$7,210.00	\$7,649.09
Elite™ Rescue Support	Recurring – EMS	1	\$8,240.00	\$8,741.82
Elite™ Field Support	Recurring – EMS	1	\$2,800.00	\$2,800.00
Statewide Elite™ Field Support Credit	Recurring – EMS	1	(\$2,800.00)	(\$2,800.00)
CAD Distribution - CAD Vendor: TriTech	Recurring – EMS	1	\$2,575.00	\$2,731.82
TeleStaff Distribution	Recurring – EMS	1	\$7,725.00	\$8,195.45
Data Mart™ License Continuous Delivery Support	Recurring – EMS	1	\$3,862.50	\$4,097.73
Billing Integration with McKesson	Recurring – EMS	1	Included	Included
GER Integration - NVERS Patient Tracking -- Annual Support	Recurring – EMS	1	\$2,163.00	\$2,294.73
Elite Viewer (Hospital Dashboard)	Recurring – EMS	1	Included	Included
Physio Control – Lifepack 15 Integrations	Recurring – EMS	1	Included	Included
Health Information Hub™ Volume Tier	Recurring – EMS		\$3,090.00	\$3,278.18
Standard Direct Messaging - EM Agency	Recurring – EMS	7	\$3,460.80	\$3,671.56
Continuum®	Recurring – EMS	1	\$1,545.00	\$1,639.09
Continuum® EMS Content Package	Recurring – EMS	1	\$7,725.00	\$8,195.45
Performance Insights	Recurring – EMS	1	\$3,605.00	\$3,824.54
Elite™ Rescue Hosting	Recurring – Fire	1	\$7,210.00	\$7,649.09
Elite™ Rescue Support	Recurring – Fire	1	\$8,240.00	\$8,741.82
Elite™ Field Support	Recurring – Fire	1	\$2,800.00	\$2,800.00
Statewide Elite™ Field Support Credit	Recurring – Fire	1	(\$2,800.00)	(\$2,800.00)
CAD Distribution - CAD Vendor: TriTech	Recurring – Fire	1	\$2,575.00	\$2,731.82
TeleStaff Distribution	Recurring – Fire	1	\$7,725.00	\$8,195.45
Data Mart™ License Continuous Delivery Support	Recurring – Fire	1	\$3,862.50	\$4,097.73
Continuum®	Recurring – Fire	1	\$1,545.00	\$1,639.09
Continuum® Fire Content Package	Recurring – Fire	1	\$7,725.00	\$8,195.45
Performance Insights	Recurring – Fire	1	\$3,605.00	\$3,824.54

TOTAL YEAR 4: \$99,394.45

YEAR 5

Description	Type	Qty	Price	Total
Elite™ Rescue Hosting	Recurring – EMS	1	\$7,210.00	\$7,878.56
Elite™ Rescue Support	Recurring – EMS	1	\$8,240.00	\$9,004.07
Elite™ Field Support	Recurring – EMS	1	\$2,800.00	\$2,800.00
Statewide Elite™ Field Support Credit	Recurring – EMS	1	(\$2,800.00)	(\$2,800.00)
CAD Distribution - CAD Vendor: TriTech	Recurring – EMS	1	\$2,575.00	\$2,813.77
TeleStaff Distribution	Recurring – EMS	1	\$7,725.00	\$8,441.31
Data Mart™ License Continuous Delivery Support	Recurring – EMS	1	\$3,862.50	\$4,220.66
Billing Integration with McKesson	Recurring – EMS	1	Included	Included
GER Integration - NVERS Patient Tracking -- Annual Support	Recurring – EMS	1	\$2,163.00	\$2,363.57
Elite Viewer (Hospital Dashboard)	Recurring – EMS	1	Included	Included
Physio Control – Lifepack 15 Integrations	Recurring – EMS	1	Included	Included
Health Information Hub™ Volume Tier	Recurring – EMS		\$3,090.00	\$3,376.53
Standard Direct Messaging - EM Agency	Recurring – EMS	7	\$3,460.80	\$3,781.71
Continuum®	Recurring – EMS	1	\$1,545.00	\$1,688.26
Continuum® EMS Content Package	Recurring – EMS	1	\$7,725.00	\$8,441.31
Performance Insights	Recurring – EMS	1	\$3,605.00	\$3,939.28
Elite™ Rescue Hosting	Recurring – Fire	1	\$7,210.00	\$7,878.56
Elite™ Rescue Support	Recurring – Fire	1	\$8,240.00	\$9,004.07
Elite™ Field Support	Recurring – Fire	1	\$2,800.00	\$2,800.00
Statewide Elite™ Field Support Credit	Recurring – Fire	1	(\$2,800.00)	(\$2,800.00)
CAD Distribution - CAD Vendor: TriTech	Recurring – Fire	1	\$2,575.00	\$2,813.77
TeleStaff Distribution	Recurring – Fire	1	\$7,725.00	\$8,441.31
Data Mart™ License Continuous Delivery Support	Recurring – Fire	1	\$3,862.50	\$4,220.66
Continuum®	Recurring – Fire	1	\$1,545.00	\$1,688.26
Continuum® Fire Content Package	Recurring – Fire	1	\$7,725.00	\$8,441.31
Performance Insights	Recurring – Fire	1	\$3,605.00	\$3,939.28

TOTAL YEAR 5: \$102,376.28