

**ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT
2100 CLARENDON BOULEVARD, SUITE 500
ARLINGTON, VIRGINIA 22201**

CONTRACT AMENDMENT

TO: CVENT, INC.	ORIGINAL DATE ISSUED:	<u>6/30/2020</u>
1765 GREENSBORO STATION PLACE,	CONTRACT NO: CONTRACT	<u>20-773-EP</u>
SUITE 700	TITLE:	<u>CVENT ADVERTISING</u>
TYSONS CORNER, VA 22102		<u>SERVICES</u>

**THIS IS A NOTICE OF CONTRACT AMENDMENT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE
VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.**

The contract documents consist of the terms and conditions of AGREEMENT No. 20-773-EP including any attachments or amendments thereto.

EFFECTIVE DATE: APRIL 14, 2021

EXPIRES: JUNE 30, 2024

RENEWALS: N

COMMODITY CODE(S): 9150100

LIVING WAGE: N

ATTACHMENTS:

AGREEMENT No. 20-773-EP

EMPLOYEES NOT TO BENEFIT:

NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.

VENDOR CONTACT: PEYTON ECKHARDT **VENDOR TEL. NO.:** (571) 830-2044

EMAIL ADDRESS: PECKHARDT@CVENT.COM

COUNTY CONTACT: SCOTT BAKER (ACVS, AED) **COUNTY TEL. NO.:** (703) 228-0877

COUNTY CONTACT EMAIL: SBAKER@ARLINGTONVA.US

PURCHASING DIVISION AUTHORIZATION

VANESSA MOOREHEAD

Title: PROCUREMENT OFFICER

Date 4/26/2021

**ARLINGTON COUNTY, VIRGINIA
AGREEMENT No. 20-773-EP**

AMENDMENT NUMBER 1

This Amendment Number 1 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 amend the Agreement as follows:

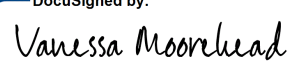
- The Contract Term is extended through **June 30, 2024**.
- The Contract Amount is amended from \$12,192.00 to **\$26,307.00** to cover the extended years. (Exhibit A attached)

Terms and Conditions

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

WITNESS these signatures:

THE COUNTY BOARD OF ARLINGTON
COUNTY, VIRGINIA

AUTHORIZED
SIGNATURE: 
DocuSigned by:
392AD72EA7BC414...

NAME: VANESSA MOOREHEAD
TITLE: PROCUREMENT OFFICER

DATE: 4/26/2021

AUTHORIZED
SIGNATURE: 
DocuSigned by:
46D978D54433438...

NAME: PEYTON ECKHARDT
TITLE: Account Executive, Hospitality Cloud

DATE: 4/23/2021

**Customer: Arlington Convention & Visitors Service****Cvent, Inc.**

Billing Address:
1100 North Glede Road Suite 1500
Arlington, VA 22201

1765 Greensboro Station Place, 7th Floor
Tysons Corner, VA 22102
Billing Dept. Phone: 703.226.3522
Billing Dept. Email: Receivables@cvent.com

Software, Enhanced RFP Services, Paid Advertising, Analytics, Fees and Usage Totals**YEAR 1: 7/1/2021 - 6/30/2022**

Total Price	USD 39,033.00
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Discount	USD 14,709.00
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Total Fees Payable in USD*	USD 24,324.00
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YEAR 2: 7/1/2022 - 6/30/2023

Total Price	USD 33,756.04
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Discount	USD 8,702.04
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Total Fees Payable in USD*	USD 25,054.00
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YEAR 3: 7/1/2023 - 6/30/2024

Total Price	USD 35,336.13
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Discount	USD 9,029.13
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Total Fees Payable in USD*	USD 26,307.00
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YEAR 1: 7/1/2021 - 6/30/2022

Listing Advertisement(s), Software, Services and CONNECT	Quantity	Service Term	Fee
1 Diamond <i>Includes 1 Username</i>	1	7/1/2021 - 6/30/2022	USD 12,192.00
Supplier Feature-RFP Username-1 Diamond	1	7/1/2021 - 6/30/2022	USD 0.00
Customer Concession	1	7/1/2021 - 6/30/2022	USD -5,055.00

Bundle Advertisement(s) & Microsite Packages	Quantity	Linked To	Ad Location	Service Term
DG-Banner Ad City Profile	1	Supplier Profile	Washington, DC	7/1/2021 - 6/30/2022
CVB Copy Feature	1	N/A	DC - Washington	7/1/2021 - 6/30/2022
DG-Banner Ad City Profile <i>Complimentary ad placement in Year 1</i>	1	Supplier Profile	Baltimore, MD	7/1/2021 - 6/30/2022

Bundle Advertisement(s) & Microsite Packages Net Total Price	USD 17,187.00
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YEAR 2: 7/1/2022 - 6/30/2023

Listing Advertisement(s), Software, Services and CONNECT	Quantity	Service Term	Fee
1 Diamond <i>Includes 1 Username</i>	1	7/1/2022 - 6/30/2023	USD 13,167.36
Supplier Feature-RFP Username-1 Diamond	1	7/1/2022 - 6/30/2023	USD 0.00

Bundle Advertisement(s) & Microsite Packages	Quantity	Linked To	Ad Location	Service Term
DG-Banner Ad City Profile	1	Supplier Profile	Washington, DC	7/1/2022 - 6/30/2023
CVB Copy Feature	1	N/A	DC - Washington	7/1/2022 - 6/30/2023
Bundle Advertisement(s) & Microsite Packages Net Total Price				USD 11,886.64

YEAR 3: 7/1/2023 - 6/30/2024

Listing Advertisement(s), Software, Services and CONNECT	Quantity	Service Term	Fee
1 Diamond <i>Includes 1 Username</i>	1	7/1/2023 - 6/30/2024	USD 14,220.75
Supplier Feature-RFP Username-1 Diamond	1	7/1/2023 - 6/30/2024	USD 0.00

Bundle Advertisement(s) & Microsite Packages	Quantity	Linked To	Ad Location	Service Term
DG-Banner Ad City Profile	1	Supplier Profile	Washington, DC	7/1/2023 - 6/30/2024
CVB Copy Feature	1	N/A	DC - Washington	7/1/2023 - 6/30/2024
Bundle Advertisement(s) & Microsite Packages Net Total Price				USD 12,086.25

Contract Term

The term is 7/1/2021 to 6/30/2024.

Services

Cvent products and services are subject to that certain Terms of Use for the Cvent Hospitality Cloud executed by the Parties on or about January 07, 2020.

Payment Terms

Annual Upfront by Invoice; Payment due Net 30 from Invoice Date.

Tax/VAT/GST/ABN ID #:

Purchase Order #:

Price does not include sales tax or any other applicable taxes.

Pricing Valid Through: 5/14/2021

Additional Terms

Cvent will provide Supplier online training about how Supplier may maximize the value of its Half-Diamond and 1-Diamond ad purchases, as further set forth at - <https://web.cvent.com/event/6cf81264-18d1-4c82-9cce-99c046bb0006/summary>. Supplier acknowledges and agrees that the training session and all content, materials, ideas, strategies, business plans, processes, opportunities, know-how, and any other information presented during that training, whether oral, written, or in any other

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media (collectively, "Training Materials"), constitute Cvent's intellectual property, and are proprietary and confidential to Cvent. Notwithstanding anything to the contrary in this or any other agreement between the parties, Cvent agrees to license Supplier's use of the Training Material subject to the Terms of Use, and except for the foregoing limited license, Cvent hereby retains all right, title, and interest to such Training Materials.

By opting into diamond waitlist below, Supplier agrees that during the initial twelve months of this Agreement it is being placed on a waiting list for its metropolitan area for Diamond Ad placements. In the event a three or four Diamond Ad placement becomes available in the Supplier's metropolitan area during such twelve month period and Supplier is then in good standing of this Agreement, Cvent reserves the right at its sole discretion to upgrade Supplier to either a three or four Diamond Ad placement upon notice from Cvent. In the event of such upgrade, Supplier shall subscribe to such upgraded level for a minimum of twenty-four (24) months and the Term of this Agreement shall be automatically extended for such period for the upgraded Diamond Ad placement only. Supplier agrees to pay the Cvent rates for the first twelve months of the term of the three Diamond at [CURRENCY & 3 DIAMOND LIST PRICE AMOUNT] or the four Diamond at [CURRENCY & 4 DIAMOND LIST PRICE AMOUNT] as applicable; with subsequent twelve months term subject to an 8% increase for either the three or four Diamond from the immediately preceding twelve month period (notwithstanding any different rates then in effect with the franchisor or management company of Supplier's property, if any). Such fees for the upgraded Diamond Ad placement annually are due in advance within thirty (30) days of the date of the invoice from Cvent, provided Cvent shall apply a credit to such fees for the first twelve months in the amount of the fees prepaid for the Diamond Ad placement purchased hereunder prior to the upgrade prorated based on the remaining term of the then current twelve month period. If the Term of this Agreement is for twenty-four months or longer, then Supplier shall have a right to renew its placement on the waiting list for another twelve month period provided it provides written notice of such renewal to Cvent no later than ninety (90) days prior to the expiration of the initial twelve month period for the waiting list. Supplier acknowledges and agrees that this Order Form does not guarantee that its Diamond Ad placement will be upgraded during the Term and notwithstanding anything set forth herein, may not be upgraded at all.

Diamond Waitlist Opt-In Signature

By checking this box and providing your initials signature, you are opting into the diamond waitlist terms as outlined herein.

Billing Contact Details:	Billing Address:	Service Address:
Name: Scott Baker	Street: 1100 North Glede Road Suite 1500	Street: 1100 N. Glebe Road Suite 1500
Title: Marketing Manager	City: Arlington	City: Arlington
Email: sbaker@arlingtonva.us	State: VA	State: VA
Phone: +17032280877	Zip Code: 22201	Zip Code: 22201
	Country: US	Country: US

Cvent Signatory

Name: Peyton Eckhardt

Title: Account Executive, Hospitality Cloud

Email: PECKHARDT@cvent.com

Phone: +1 571-830-2044

Signature: 
46D978D54433438...

Date Signed: 4/23/2021

Customer Signatory*Signatory represents that s/he is the authorized to bind the Supplier entity listed above.*

Name: Vanessa Moorehead

Title: Procurement Officer

Email: vmoorehead@arlingtonva.us

Phone:

Signature: 
392AD72EA7BC414...

Date Signed: 4/26/2021