

**ARLINGTON COUNTY, VIRGINIA
AGREEMENT NO. 16-345-RFP**

AMENDMENT NUMBER 3

This Amendment Number 3 ("Amendment") is made on the date of execution of the Amendment by the County, and amends Agreement Number 16-345-RFP (hereinafter referred to as "Exhibit A"), between Motivate International, Inc., 220 36th St, Suite 3A, Brooklyn, NY 11232 ("Contractor") and the County Board of Arlington County, Virginia ("County").

Whereas the County and the Contractor desire to amend Exhibit B, in consideration of the promises and other good and valuable consideration specified in this Amendment, amend Exhibit B as follows:

- Increased pricing for all unit process by 2.6% in accordance with the "Contract Price Adjustment" provision of the main Agreement. New pricing listed in the attached revised Exhibit B is effective July 1, 2018.

WITNESS THESE SIGNATURES:

THE COUNTY BOARD OF ARLINGTON
COUNTY, VIRGINIA

MOTIVATE INTERNATIONAL, INC.

SIGNED

BY:



Igor Scherbakov for
PRINT NAME MARIA MEREDITH
AND TITLE: ACTING PURCHASING AGENT

DATE: 6/27/2018

SIGNED

BY:



PRINT NAME

AND TITLE:



DATE: 6/26/18

Motivate Cost Increase Proposal

Item	Current Contract Price		Increase 2.60%
Per Dock Per Month (2 hour rebalancing SLA, with software fees)	\$	98.86	\$ 101.43
Per Dock Per Month (2 hour rebalancing SLA, without software fees)	\$	94.14	\$ 96.59
Per Dock Per Month (3 hour rebalancing SLA, with software fees)	\$	96.17	\$ 98.67
Per Dock Per Month (3 hour rebalancing SLA, without software fees)	\$	92.04	\$ 94.43
<i>50% discount for each dock above 23 at a station</i>			
Installation/Relocation (up to 27 docks)	\$	3,200.00	\$ 3,283.20
Installation/Relocation (28 or more docks)	\$	3,800.00	\$ 3,898.80
Plate Install/Relocation by Crane (on day with other installs, up to 19 docks)	\$	1,400.00	\$ 1,436.40
Plate Install/Relocation by Crane (on day without other installs, up to 19 docks)	\$	1,600.00	\$ 1,641.60
Plate Install/Relocation by Crane (on day with other installs, 20+ docks)	\$	2,100.00	\$ 2,154.60
Plate Install/Relocation by Crane (on day without other installs, 20+ docks)	\$	2,300.00	\$ 2,359.80
Station/Plate Relocation by Pallet Jack (up to 27 docks)	\$	600.00	\$ 615.60
Station/Plate Relocation by Pallet Jack (28+ docks)	\$	750.00	\$ 769.50
Plate Install/Relocation by Pallet Jack (on day with other installs)	\$	400.00	\$ 410.40
Plate Install/Relocation by Pallet Jack (on day without other installs)	\$	600.00	\$ 615.60
Bike Corrals (1-4 hours with station relocation)	\$	3,057.00	\$ 3,136.48
Bike Corrals (1-4 hours without station relocation)	\$	1,019.00	\$ 1,045.49
Bike Corrals (5-8 hours with station relocation)	\$	4,076.00	\$ 4,181.98
Bike Corrals (5-8 hours without station relocation)	\$	2,038.00	\$ 2,090.99
Hourly Rate: Field/Labor Tasks	\$	45.86	\$ 47.05
Hourly Rate: Administrative/Office Tasks	\$	65.00	\$ 66.69