



**ARLINGTON COUNTY, VIRGINIA
AGREEMENT NO. 22-DES-RFP-611
AMENDMENT NUMBER 4**

This Amendment Number 4 is made on 2/20/2024 and amends Agreement Number 22-DES-RFP-611 ("Main Agreement") dated September 19, 2022, between Eleven-x US Incorporated ("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 the Revised Exhibit B-Contract Pricing** in its entirety and replace it with the attached Revised Exhibit B-Contract Pricing, dated 2/20/2024, to revise the unit cost and hours of the Application Software Subscription and Digital Signage Module for Annual Maintenance Cost for two years from \$446,220.00 to **\$414,000.00**, a decrease of \$32,220.00 from "Develop, Install and Maintain ITS Software Costs Summary". This Amendment No. 4 also reallocates the \$32,220.00 to "Provide, Install and Maintain ITS Hardware Costs Summary, C. Contingency. The Develop, Install, and Maintain ITS Software Costs Summary has been changed from \$1,281,603.00 to **\$1,249,983.00**. The contingency on the entire project is changed from \$457,944.52 to **\$490,164.52. NO CHANGE TO THE CONTRACT AMOUNT.**

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

WITNESS these signatures:

THE COUNTY BOARD OF ARLINGTON
COUNTY, VIRGINIA

ELEVEN-X US INCORPORATED

AUTHORIZED SIGNATURE: DocuSigned by:
Dr. Sharon J. Lewis

AUTHORIZED SIGNATURE: DocuSigned by:
Ryan Hickey

NAME: Dr. Sharon T. Lewis

NAME: Ryan Hickey

TITLE: Purchasing Agent

TITLE: COO

DATE: 2/20/2024

DATE: 2/17/2024

REVISED EXHIBIT B
Dated 2/20/2024
CONTRACT PRICING

Project Management, Internal Communications, and Coordination Costs Summary				
Cost Item Number	Cost Item Description (e.g. staff, etc.)	Unit Cost (e.g. rate, etc.)	Units (e.g. hours, etc.)	Total Cost
A	Group of Items Name			
1	GT Deputy PM (assumes 2 days/week for 1 year)	\$ 315.00	832.00	\$ 262,080.00
2	eleven-x (2 hours/week for 1 year)	\$ 200.00	104.00	\$ 20,800.00
3	RHI (spread across project)	\$ 200.00	150.00	\$ 30,000.00
4	Smarking (kickoff/planning)	\$ 287.00	18.00	\$ 5,166.00
5	IBI (blended rate for local PM and system folks)	\$ 190.00	54.00	\$ 10,260.00
6	Zack Urban	\$ 230.00	24.00	\$ 5,520.00
7		\$ -	-	\$ -
		subtotals		\$ 333,826.00
TOTAL	Please ensure the total cost proposal for this task is reflected in the orange box in Column F (add manually).			\$ 333,826.00

Cost Item Number	Cost Item Description (e.g. staff, etc.)	Unit Cost (e.g. rate, etc.)	Units (e.g. hours, etc.)	Total Cost
A	Engagement Implementation (RHI)			
1	Phase 1 - System DesignCommunity Outreach and Engagement (first six months)	\$ 47,748.00	1.00	\$ 47,748.00
2	Phase 2 - System Installation Outreach and Engagement (second six months)	\$ 40,526.00	1.00	\$ 40,526.00
3	Phase 3 - System Year 2 Outreach and Engagement	\$ 40,526.00	1.00	\$ 40,526.00
4	Phase 4 - System Year 3 Outreach and Engagement	\$ 40,526.00	1.00	\$ 40,526.00
5	Expenses (engagement phases) - Printing, Travel, translation services, pop-up engagement event cost, engagement partner (NeoNiche) project field work, or other expenses	\$ 28,750.00	4.00	\$ 115,000.00
		subtotals		\$ 284,326.00
B	Engagement Implementation (non-RHI)			
1	Zack Urban	\$ 230.00	39.00	\$ 8,970.00
2	IBI (blended rate for local PM and system folks)	\$ 190.00	41.00	\$ 7,790.00
3	eleven-x	\$ 200.00	25.00	\$ 5,000.00
		subtotals		\$ 21,760.00
TOTAL	Please ensure the total cost proposal for this task is reflected in the orange box in Column F (add manually).			\$ 306,086.00

System Planning and Design Costs Summary				
Cost Item Number	Cost Item Description (e.g. staff, etc.)	Unit Cost (e.g. rate, etc.)	Units (e.g. hours, etc.)	Total Cost
A	Group of Items Name			
1	eleven-x and subs	\$ 122,984.00	1.00	\$ 122,984.00
			subtotals	\$ 122,984.00
B	Group of Items Name			
			subtotals	\$ -
TOTAL	Please ensure the total cost proposal for this task is reflected in the orange box in Column F (add manually).			\$ 122,984.00

Develop, Install and Maintain ITS Hardware Costs Summary					
Cost Item Number	Cost Item Description (e.g. staff, etc.)	Unit Cost (e.g. rate, etc.)	Units (e.g. hours, items, etc.)	Total Cost	Annual Maintenance Cost, if applicable
A	Equipment				
1	SPS-X in-ground parking sensors	\$ 99.00	4,958.00	\$ 490,842.00	\$ -
2	Extended 10-year Warranty for SPS-X sesnors	\$ 34.00	4,958.00	\$ 168,572.00	\$ -
3	LoRaWAN Gateways	\$ 1,185.00	30.00	\$ 35,550.00	\$ -
4	Digital Signage	\$ 15,755.00	10.00	\$ 157,550.00	\$ -
5		\$ -	-	\$ -	\$ -
6		\$ -	-	\$ -	\$ -
7		\$ -	-	\$ -	\$ -
			subtotals	\$ 852,514.00	\$ -
B	Installation				
1	Sensor installation	\$ 138.00	4,958.00	\$ 684,204.00	\$ -
2	Line painting	\$ 23.28	4,091.00	\$ 95,238.48	\$ -
3	Gateway installation	\$ 6,383.00	30.00	\$ 191,490.00	\$ -
4	Sticker/decal installation (unit cost is oer price change) for every 3-month for 2-year period	\$ 7,000.00	8.00	\$ 56,000.00	\$ -
			subtotals	\$ 1,026,932.48	\$ -
C	Contingency for the entire project				
1	Contingency on the entire project	\$ 490,164.52	\$ 1.00	\$ 490,164.52	\$ -
			subtotals	\$ 490,164.52	\$ -
				\$1,879,446.48	
TOTAL	Please ensure the total cost proposal for this task is reflected in the orange box in Column F (add			\$ 2,369,611.00	

Develop, Install and Maintain ITS Software Costs Summary

Cost Item Number	Cost Item Description (e.g. staff, etc.)	Unit Cost (e.g. rate, etc.)	Units (e.g. hours, items, etc.)	Total Cost	Annual Maintenance Cost, if applicable
A	<i>eleven-x Software</i>				
1	Setup, integrations, support, training, etc	\$ 200.00	840.00	\$ 168,000.00	\$ -
2	Managed IoT Network Service (per gateway annual fee)	\$ 1,380.00	30.00	\$ -	\$ 41,400.00
3	Digital Signage Connectivity (per sign annual fee)	\$ 1,800.00	10.00	\$ -	\$ 18,000.00
4	Application Software Subscription (0-4,400 Sensors)	\$ 132,000.00	1.00		\$ 132,000.00
5	Application Software Subscription (each additional 200 sensors)	\$ 6,000.00	1.00	\$ -	\$ 6,000.00
6	Digital Signage Module (0-4,400 Sensors)	\$ 66,000.00	1.00	\$ -	\$ 66,000.00
7	Digital Signage Module (each additional 200 sensors)	\$ 3,000.00	1.00	\$ -	\$ 3,000.00
8	Eleven-x and CurblQ dashboard consolidation	\$ 200.00	240.00	\$ 48,000.00	
9	Enforcement Module (no Cost to the County for 2-years after Go-Live)	\$ -	-	\$ -	\$ -
10	Navigation App (no Cost to the County for 2-years after Go-Live)	\$ -	-	\$ -	\$ -
			subtotals	\$ 216,000.00	\$ 266,400.00
B	<i>Smarking Software</i>				
1	Setup and integration of IPS, Flowbird/Cale, ParkMobile, and eleven-x occupancy data	\$ 1.00	58,842.00	\$ 58,842.00	\$ -
2	Software Subscription for all parking stalls and payment methods (annual fee)	\$ 1.00	120,805.00	\$ -	\$ 120,805.00
			subtotals	\$ 58,842.00	\$ 120,805.00
C	<i>IBI Software</i>				
1	CurblQ setup and integrations	\$ 1.00	26,881.00	\$ 26,881.00	\$ -
2	CurblQ Software Subscription (annual fee)	\$ 1.00	78,000.00	\$ -	\$ 78,000.00
3	CurblQ and eleven-x dashboard consolidation	\$ 1.00	17,250.00	\$ 17,250.00	
			subtotals	\$ 44,131.00	\$ 78,000.00
				\$ 318,973.00	\$ 465,205.00

TOTAL Please ensure the total cost proposal for this task is reflected in the orange box in Column F (add manually). **\$1,249,383.00**

Public-Facing Parking Guidance Application Costs Summary

Cost Item Number	Cost Item Description (e.g. staff, etc.)	Unit Cost (e.g. rate, etc.)	Units (e.g. hours, items, etc.)	Total Cost	Annual Software Costs Associated with Calibration Years 2 and 3
A	<i>Group of Items Name</i>				
1	Public facing dashboard setup and integrations	17,250.00	1.00	\$ 17,250.00	\$ -
2	Public Facing Website Software Subscription (annual fee)	15,015.00	1.00	\$ -	\$ 15,015.00
			subtotals	\$ 17,250.00	\$ 15,015.00
TOTAL	Please ensure the total cost proposal for this task is reflected in the orange box in Column F (add manually).			\$ 47,280.00	

Transition Planning Costs Summary				
Cost Item Number	Cost Item Description (e.g. staff, etc.)	Unit Cost (e.g. rate, etc.)	Units (e.g. hours, etc.)	Total Cost
A	Group of Items Name			
1	eleven-x and subs - training, documentation, etc.	\$ 80,114.00	1.00	\$ 80,114.00
TOTAL				Please ensure the total cost proposal for this task is reflected in the orange box in Column F (add manually). \$ 80,114.00

Ongoing Maintenance and Operations Costs Summary				
System Lifecycle	# years	(Please indicate here the total number of years the system/technology will be functional. If individual components have different lifecycles, please provide notes to that effect with each assumed annual maintenance cost line.)		
Cost Item Number	Cost Item Description (e.g. staff, etc.)	Annual Unit Cost (e.g. rate, etc.)	Units (e.g. hours, etc.)	Annual Maintenance Cost
A	eleven-x services			
1	Managed IoT Network Service (annual fee) 10 years	\$ 1,380.00	30.00	\$ 41,400.00
2	Digital Signage Connectivity (annual fee) 10 years	\$ 1,800.00	10.00	\$ 18,000.00
3	Application Software Subscription (annual) 10 years	\$ 30.00	4,958.00	\$ 148,740.00
4	Digital Signage Module (annual) 10 years	\$ 15.00	4,958.00	\$ 74,370.00
5	Enforcement Module (annual) 10 years (first 2 years after go live @ no charge to the County)	\$ 24.00		\$ -
6	Smarking Software Subscription (project fee) 10 years	\$ 1.00	120,805.00	\$ 120,805.00
7	IBI CurbiQ Software Subscription (project fee) 10 years	\$ 1.00	78,000.00	\$ 78,000.00
8	IBI public Facing Website Software Subscription (project fee) 10 years	\$ 1.00	15,015.00	\$ 15,015.00
9	Navigation App (per sensor fee) 10 years (first 2 years after go love @ no charge to the County)			
		subtotals		\$ 496,330.00
B	Replacemnt and System Expansion			
1	Sensor, Warranty, Installation and Line Painting, Per 1 Parking Stall	\$ 1,662.00	1.00	
2	Sensor, Warranty, Installation and Line Painting, Per 10 Parking Stalls	\$ 529.75	10.00	
3	Sensor, Warranty, Installation and Line Painting, Per 100 Parking Stalls	\$ 285.38	100.00	
4	Sensor, Warranty, Installation and Line Painting, Per 1000 Parking Stalls	\$ 277.61	1,000.00	
5	eleven-x Software Subscription, Digital Signage and Enforcement Modules, per additional (1000) Stalls	\$ 69,000.00	1.00	
6	Smarking Software Subscription per additional (1000) Stalls	\$ 24,360.00	1.00	
7	IBI CurbiQ Software Subscription and Public Facing Website Subscription Per Additional (1000) Stalls	\$ 17,250.00	1.00	
8	Sensor replacement costs of 25% of the install base (assumption without knowng repaving plans)	\$ 279.00	1,240.00	\$ 345,960.00
9	Sticker/decal instalaltion (unit cost per price change or application)	\$ 7,000.00	4.00	\$ 28,000.00
		subtotals		\$ 373,960.00
Please provide an annual total				
			Annual Total	\$ 870,290.00

Payment Schedule

Payment Number	Description	Payment Milestones	Total
1	Project Year 1: One-time advance payment	Project Start; paid with first invoice	\$500,000
1-12	Project Year 1: Monthly payments for work completed in previous month	By the tenth day of each month, the Contractor will submit to the Project Officer an invoice formatted as described in the payment clause of the contract (7. Payment)	Approximately \$3.0 M spread over 12 months

Payment Number	Description	Payment Milestones	Total
13	Annual recurring subscription starts, Project Year 2: Data Collection and Model Calibration Includes Public Engagement	Pilot Operations Begins for data collection and model calibration	\$565,606
14	Annual recurring subscription, Project Year 3: Data Collection, Model Calibration, and Project Delivery Includes Public Engagement	1st Anniversary of Pilot Operations Begins	\$565,606
15	Annual recurring subscription, O&M Year 1	Transition System to the County	\$496,330
16	Annual recurring subscription, O&M Year 2	1st Anniversary of Transition System to the County	\$496,330
17	Annual recurring subscription, O&M Year 3	2nd Anniversary of Transition System to the County	\$496,330
18	Annual recurring subscription, O&M Year 4	3rd Anniversary of Transition System to the County	\$496,330