



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

NOTICE OF RENEWAL

TO: VFA, INC. 99 BEDFORD STREET BOSTON, MA 02111	ORIGINAL DATE ISSUED: NOVEMBER 16, 2022 CONTRACT NO: 22-DES-R-733 CONTRACT TITLE: FACILITIES AND ASSET MANAGEMENT INFORMATION SYSTEM
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THIS IS A NOTICE OF RENEWAL 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. 22-DES-R-733 including any attachments or amendments thereto.

EFFECTIVE DATE: MAY 1, 2023

EXPIRES: APRIL 30, 2024

RENEWALS: TWO (2) 12 MONTHS RENEWAL REMAINING FROM MAY 1, 2024 TO APRIL 30, 2026

COMMODITY CODE(S): 90775

EMPLOYEES NOT TO BENEFIT:

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

VENDOR CONTACT: Joseph Xavier **VENDOR TEL. NO.:** (617) 772-8188

EMAIL ADDRESS: J.XAVIER@GORDIAN.COM

COUNTY CONTACT: BRAD BAER (DES AND FD&C) **COUNTY TEL. NO.:** (703) 228-7940

COUNTY CONTACT EMAIL: BBAER@ARLINGTONVA.US

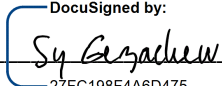
CONTRACT AUTHORIZATION

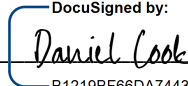
THE COUNTY BOARD OF ARLINGTON
COUNTY, VIRGINIA

VFA, INC.

PRINT: Sy Gezachew

PRINT: Daniel Cook

SIGNATURE: 
DocuSigned by:
27FC198F4A6D475...

SIGNATURE: 
DocuSigned by:
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TITLE: PROCUREMENT OFFICER

TITLE: VP/GM

DATE: 3/2/2023

DATE: 3/2/2023

Tab 7 – Pricing

For non-education customers, after selecting the appropriate Module Package in Tab 5, pricing will be based on total square footage of managed building space. The Annual Subscription fees noted below are based on 1M square feet of assets under management.

FAMIS 360 MAINTENANCE BUNDLE (Non-Education)	LIST PRICE	PRICING METRIC¹	NCPA DISCOUNT	NCPA SELL PRICE²
<i>FM-Lite</i>	\$15,000	Square foot	13%	\$13,050
<i>FM-Office</i>	\$17,000	Square foot	13%	\$14,790
<i>FM-Finance</i>	\$25,000	Square foot	13%	\$21,750
<i>FM-Premium</i>	\$28,900	Square foot	13%	\$25,143
<i>Space Management (standalone)</i>	\$30,000	Square foot	13%	\$26,100

For Education customers, after selecting the appropriate Module Package in Tab 5, pricing will be based on the type of school and number of students as reported in the National Center for Educational Statistics (nces.gov).

FAMIS 360 MAINTENANCE BUNDLE (Education)³	FM-Lite (NCPA price per student)	FM-Office (NCPA price per student)	FM-Finance (NCPA price per student)	FM-Premium (NCPA price per student)	Space Mgmt (standalone) (NCPA price per student)
<i>Associates / K-12</i>	\$1.305	\$2.3751	\$2.61	\$3.393	\$2.175
<i>Public Masters / Bachelors</i>	\$1.74	\$3.1668	\$3.48	\$4.524	\$2.61
<i>Public Doctoral / Research</i>	\$2.175	\$3.9585	\$4.35	\$5.655	\$2.8275
<i>Private Masters / Bachelors</i>	\$2.61	\$4.785	\$5.22	\$6.96	\$3.045
<i>Private Doctoral / Research</i>	\$3.915	\$6.3249	\$6.96	\$9.048	\$4.785

¹ Pricing metric will include items such as square footage. Each, square foot, quantity, etc.

² The Annual Subscription floor price for any FAMIS 360 customer is \$5,000.

³ Additional discount scale available for student count greater than 9,000

The Annual Subscription fees noted below are based on 1M square feet of assets under management.

VFA PRODUCT	LIST PRICE	PRICING METRIC	NCPA DISCOUNT	NCPA SELL PRICE
<i>Capital Planning</i>		Square foot	13%	
<i>VFA.facility⁴</i>	\$10,000	Square foot	13%	\$8,700
<i>VFA.auditor</i>	\$5,000	Square foot	13%	\$4,350
<i>Report Author</i>	\$2,500	Per user	13%	\$2,175

NOTES:

For all entities eligible to purchase under this Agreement, Accruent provides the ability to license the software based upon the square footage of the buildings and structures that are managed. This approach, unless listed otherwise, provides unlimited user access to products/modules referenced herein.

The Cloud-based products/modules are provided as a Software as a Service (SaaS) model. Pricing is provided on a Square Foot basis by product/module at the costs above for unlimited users/site licensing unless otherwise noted.

Annual Support, updates, upgrades, and all system management (hosting) is provided as part of the Software as a Service annual fee.

Maximum increase in subscription fees for subsequent years is capped at 7% with a 5-year non-cancelable renewal commitment.

SERVICES	LIST LABOR RATE	PRICING METRIC ⁵	NCPA DISCOUNT	NCPA SELL PRICE
<i>Software Implementation</i>		Per hour	13%	
<i>Professional Services PM (FAMIS)</i>	\$235	Per hour	13%	\$205
<i>Hosting</i>	Included			
<i>Ongoing Support / Maintenance</i>	Included			
<i>Professional Services</i>		Per hour	10%	
<i>VFA PS - Benchmarking</i>	\$13,000	Per Session	10%	\$11,700
<i>VFA PS - Capital Budgeting Prioritization Workshop - Standard</i>	\$22,000	Per Session	10%	\$19,800

⁴ Annual software subscription price for VFA.facility starts at \$7,500 regardless of square feet. Higher discounts available for larger square footage of managed space.

⁵ Pricing metric will include items such as square footage. Each, square foot, quantity, etc.

VFA PS - Capital Planning Program Development Workshop - Standard	\$22,000	Per Session	10%	\$19,800
VFA PS - Data Maintenance (Hourly Rate)	\$250	Per Hour	10%	\$225
VFA PS - Flexible Professional Service Hours - Fixed Fee (Hourly Rate)	\$250	Per Hour	10%	\$225
VFA PS - Navigator Program - Standard	\$37,000	Per Session	10%	\$33,300
VFA TR - VFA.facility Advanced Data Development - 2 Day Client Hosted	\$12,500	Per Session	10%	\$11,250
VFA TR - VFA.facility Advanced Data Maintenance - 2 Day Client Hosted	\$12,500	Per Session	10%	\$11,250
VFA TR - VFA.facility Core + Advanced Data Development - 3 Day Client Hosted	\$17,500	Per Session	10%	\$15,750
VFA TR - VFA.facility Core + Advanced Data Maintenance - 3 Day Client Hosted	\$17,500	Per Session	10%	\$15,750
VFA TR - VFA.facility Core Training - 2 Day Client Hosted	\$10,000	Per Session	10%	\$9,000
VFA TR - VFA.facility Manager Overview-Refresher Training - Web-based (6 HR)	\$4,000	Per Session	10%	\$3,600
Facility Condition Assessment ⁶		Per hour	15%	
Project Director	\$235	Per hour	15%	\$200
Project Manager	\$163	Per hour	15%	\$139
Facilities Condition Assessor	\$136	Per hour	15%	\$116
QA/QC	\$136	Per hour	15%	\$116
Project Assistant	\$86	Per hour	15%	\$73
Patch, Upgrade, & Update Deployment	Included			
Disaster Recovery	Included			

NOT TO EXCEED PRICING

NCPA requests pricing be submitted as “not to exceed pricing” for any participating entity.

The awarded vendor can adjust submitted pricing lower but cannot exceed original pricing submitted for solicitation.

NCPA requests that vendor honor lower pricing for similar size and scope purchases to other members.

⁶ The FCA fees noted are based on 1M square feet of assets under management.



Region XIV Education Service Center

1850 Highway 351
Abilene, TX 79601-4750
325-675-8600
FAX 325-675-8659

Tuesday, February 7th, 2023

**VFA, Inc.
ATTN: Louis Patin
90 Patewood Dr, Building 2, Ste. 350
Greenville, SC 29615**

Re: Annual Renewal of NCPA contract #02-110

Dear Louis:

Region XIV Education Service Center is happy to announce that VFA, Inc. has been awarded an annual contract renewal for Facilities and Asset Management Information Systems based on the proposal submitted to Region XIV ESC.

The contract will expire on April 30th, 2024, completing the third year of a possible five-year term. If your company is not in agreement, please contact me immediately.

If you have any questions or concerns, feel free to contact me at 325-675-8600.

Sincerely,

A handwritten signature in black ink, appearing to read "Shane Fields", is written over a light blue horizontal line.

**Shane Fields
Region XIV, Executive Director**