

COPY

CONTRACT AMENDMENT #2 AND RENEWAL #1
Emergency Vehicle Equipment (Upfitting)
Contract #PW18-10/MM

Reference is made to the Contract entered into between the CITY OF CAPE CORAL (CITY) and Lightning Wireless Solutions, Inc., (Contractor) which has option to renew for two (2) additional 1-year periods for the purchase and installation of new Emergency Vehicle Equipment Upfitting

By mutual agreement between the Contracting Parties, this Contract is hereby extended for an **additional 1-year period effective February 2, 2020 through February 3, 2021** at the unit prices stated on Exhibit A.

By mutual agreement between the Contracting Parties, this Contract is hereby amended to add:

Pursuant to FL Statute §166.241, the City's performance and obligation to pay under this Contract is contingent upon an annual appropriation by the City Council. This Contract is not a commitment of future appropriations. Authorization for continuation and completion of work and any associated payments may be rescinded, with proper notice, at the discretion of the City if the City Council reduces or eliminates appropriations

Pursuant to Florida Statute §287 058 (1) (c), this contract may be unilaterally cancelled by the City if the Contractor refuses to allow public access to all documents, papers, letters, or other material made or received by the Contractor in conjunction with this contract, unless the records are exempt from disclosure All terms, conditions, and Specifications of the aforementioned Contract and the CONTRACTOR's offer are incorporated herein by reference and remain in full force and effect for this contract renewal

IN WITNESS WHEREOF, the parties hereto have executed, or caused to be executed by their duly authorized representatives this Contract Renewal #1 in one counterpart which shall be deemed original.

FOR: THE CITY OF CAPE CORAL:

FOR: LIGHTNING WIRELESS SOLUTIONS, INC.

Signature: *John Szerlag*

Signature: *[Signature]*

Printed Name: John Szerlag

Printed Name: Michael Segal

Title: City Manager

Title: Vice president

Date: 11/22/19

Date: 11/21/19

(SEAL)
ATTEST

Kimberly Bruns

Kimberly Bruns, CMC

City Clerk

LEGAL REVIEW

[Signature]
Gloria Menendez, City Attorney

Date: 11/20/2019

EXHIBIT A
Renewal #1: CON-PW18-10/MM

 City of Cape Coral Emergency Vehicle Equipment (Upfitting) - RFP-PW18-10/MM					
Lightning Wireless Solutions, Inc				Initial 2 year Contract	NO CHANGES
Percentages Off MSRP and Labor Pricing					Renewal #1
Item #	Description	U/M	% off List	% off List	% off List
1	Able-2 Products, www.able2products.com	each	%	35%	35%
2	American Aluminum Accessories, www.ezrideronline.com	each	%	10%	10%
3	Bid Sky Racks, www.bigskyracks.com	each	%	16%	16%
4	BLI International, www.prioritystart.com	each	%	2%	2%
5	Brookin Industries, www.brookingindustries.com	each	%	25%	25%
6	CDWG, www.cdwg.com	each	%	5%	5%
7	Code 3 Public Safety Equipment, www.code3pse.com	each	%	40%	40%
8	Federal Signal, www.fedsig.com	each	%	30%	30%
9	Gamber-Johnson, www.gamberjohnson.com	each	%	35%	35%
10	Go-Rhino, www.gorhino.com	each	%	22%	22%
11	Havis-Sheilds Mfg, www.havis.com	each	%	30%	30%
12	HG2 Emergency Light, hg2lighting.com	each	%	5%	5%
13	Jotto Desk Vehicle Mounting Solutions, www.everythingbutlights.com	each	%	33%	33%
14	L3 Mobile Vision, www.mobile-vision.com	each	%	5%	5%
15	Laguna 3p, www.laguana3p.com	each	%	12%	12%
16	LUND Products, www.lundinternational.com	each	%	10%	10%
17	Motorola, www.motorola.com	each	%	20%	20%
18	MN Star Technologies, www.mnstar.com	each	%	35%	35%
19	NOVA Electronics, www.strobe.com	each	%	40%	40%
20	Plate Scan, www.platescan.com	each	%	0%	0%

EXHIBIT A
Renewal #1: CON-PW18-10/MM

					
City of Cape Coral					
Emergency Vehicle Equipment (Upfitting) - RFP-PW18-10/MM					
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Percentages Off MSRP and Labor Pricing					Renewal #1
Item #	Description	U/M	% off List	% off List	% off List
21	Pro-Gard Products, www.progard.com	each	%	15%	15%
22	Radiotronics www.Acek9.com	each	%	2%	2%
23	RAM Mounts, www.rammount.com	each	%	15%	15%
24	Setina Manufacturing, www.setina.com	each	%	10%	10%
25	Sierrawireless, www.sierrawireless.com	each	%	5%	5%
26	Signal Technology Enterprises, www.signaltechnology.net	each	%	0%	0%
27	Sound-off Signal, www.soundoffsignal.com	each	%	35%	35%
28	SpaceKap, www.spacekap.com	each	%	2%	2%
29	Stalker, www.stalkerradar.com	each	%	2%	2%
30	Star Headlight & Lantern, www.star1889.com	each	%	35%	35%
31	Setina Manufacturing, www.setina.com	each	%	10%	10%
32	Tremco, www.tremcopoliceproducts.com	each	%	10%	10%
33	Troy Industries, www.troyproducts.com	each	%	30%	30%
34	Truck Vault Secure Storage Solutions, www.truckvault.com	each	%	5%	5%
35	TUFLOC, www.tufloc.com	each	%	15%	15%
36	Unity Manufacturing, www.unityusa.com	each	%	5%	5%
37	WANCO, www.wanco.com	each	%	5%	5%
38	Watch Guard Digital in Car Video, www.watchguardvideo.com	each	%	5%	5%
39	Whelen, www.whelen.com	each	%	30%	30%
40	Bidder's Catalogs not listed	each	%	%	%
	List related Catalogs offered not listed above (use additional sheet if needed)				

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City of Cape Coral					
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Percentages Off MSRP and Labor Pricing					Renewal #1
Item #	Description	U/M	% off List	% off List	% off List
40a	see below	each	%	%	
40b	see below	each	%	%	
40c	see below	each	%	%	
40d	see below	each	%	%	
40e	see below	each	%	%	

EXHIBIT A
Renewal #1: CON-PW18-10/MM



City of Cape Coral

Emergency Vehicle Equipment (Upfitting) - RFP-PW18-10/MM

Lightning Wireless Solutions, Inc

Initial 2 year
Contract

NO
CHANGES

Renewal
#1

Percentages Off MSRP and Labor Pricing

Item #	Description	U/M	% off List	% off List	% off List
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			Rate	Initial 2 year Contract	Renewal #1
41	Labor Rate to install items from catalogs	hourly	\$	\$ 65.00	\$ 65.00
42	Window tinting with labor for sedans	each	\$	\$ 130.00	\$ 130.00
43	Window tinting with labor for Sports Utility Vehicles	each	\$	\$ 150.00	\$ 150.00
44	Window tinting with labor for Pickup with standard cab	each	\$	\$ 100.00	\$ 100.00
45	Window tinting with labor for Pickup with extended cab	each	\$	\$ 130.00	\$ 130.00
46	Window tinting with labor for Pickup with Crew Cab	each	\$	\$ 130.00	\$ 130.00

			Rate	Initial 2 year Contract	Renewal #1
47	Paint doors and top of SUV	each	\$	\$ 950.00	\$ 950.00
48	Paint doors and top of sedan	each	\$	\$ 850.00	\$ 850.00
49	Paint doors and top of 2 door truck	each	\$	\$ 550.00	\$ 550.00
50	Paint doors and top of 4 door truck	each	\$	\$ 950.00	\$ 950.00

Item #	Description	U/M
40a	1st in Emergency Products	each
40b	AEP (Acari)	each
40c	Blue Line Safety Products	each
40d	Custom Cages	each
40e	Digital Alley	each
40f	Ecco	each
40g	Eclipse Rackmount	each
40h	Go Light	each
40i	Kussmaul Electronics	each
40j	L# Mobile Vision	each
40k	Lguna 3p	each
40l	Lund Industries	each
40m	Santa Cruz Gunlocks	each
40n	Streamlight	each
40o	The NoCo Company	each
40p	Tuffy Security Products	each
40q	Westin Automotive	each

Initial 2 year Contract	Renewal #1
3%	3%
5%	5%
30%	30%
20%	20%
2%	2%
20%	20%
5%	5%
25%	25%
10%	10%
5%	5%
12%	12%
15%	15%
25%	25%
40%	40%
10%	10%
5%	5%
25%	25%