

State of Washington  
Contracts & Procurement Division  
Department of Enterprise Services  
P.O. Box 41411  
Olympia, WA 98504-1411

Applied Concepts, Inc.  
855 E Collins Blvd  
Richardson, TX 75081

**FIRST AMENDMENT**  
**TO**  
**COOPERATIVE PURCHASING MASTER AGREEMENT NO. 00218**  
**POLICE RADAR/LIDAR SPEED ENFORCEMENT & SPEED ADVISORY SYSTEMS, PARTS, AND ACCESSORIES**

This First Amendment ("Amendment") to Cooperative Purchasing Master Agreement No. 00218 is made and entered into by and between the State of Washington acting by and through the Department of Enterprise Services, a Washington State governmental agency ("State") and Applied Concepts, Inc., a Texas Corporation ("Contractor") and is dated as of February 3, 2020.

**RECITALS**

- A. State and Contractor (collectively the "Parties") entered into that certain Cooperative Purchasing Master Agreement No. 00218 for Police Radar/Lidar Speed Enforcement & Speed Advisory Systems, Parts, and Accessories dated effective as of February 20, 2019 ("Contract").
- B. The amendment set forth herein is within the scope of the Contract.
- C. The Parties now desire to amend the Contract as set forth herein.

**AGREEMENT**

NOW THEREFORE, in consideration of the mutual covenants and agreements set forth herein, the Parties hereby agree to amend the Contract as follows:

- 1. TERM. The term of the contract is amended to extend the term thirty-six (36) months ending February 19, 2024.
- 2. COVERED PRODUCTS. Pursuant to Section 3.2 Ability to Modify Scope of Master Agreement, the Contract is hereby amended to remove and revise the price and/or descriptions of products listed below.
  - a. Add:

Category A – Speed Enforcement		
Part Number	Description	Unit Price
803-0002-00	Stalker II MDR for Motorcycles (BMW Only)	\$2,675.00
803-0007-00	Stalker II MDR for Motorcycles (Except BMW)	\$2,675.00
808-6127-00	Stalker RLR w/AA Battery Handle, Bluetooth, Data Logging, and Following Too Close - 9kf Range	\$2,424.00

Category B – Speed Advisory Systems		
Part Number	Description	Unit Price
Pole Mount Displays / Traffic Data Collectors		
834-0005-00	Stalker Traffic Data Collector w/20W Solar	\$2,355.00
Mini Trailer Signs		
All systems are mounted on a mini-trailer and includes YOUR SPEED sign below the PMG, 100 Ahr deep cycle battery and 6amp smart charger		
836-0012-MT	12" Pole Mounted Speed Sign on Mini Trailer	\$5,665
836-0015-MT	15" Pole Mounted Speed Sign on Mini Trailer	\$6,240
836-0018-MT	18" Pole Mounted Speed Sign on Mini Trailer	\$6,865
Mini Trailer Options		
015-0276-01	Mini-Trailer Speed Sign Support	\$90.00
015-0276-50	Mini-Trailer, Second Battery Option	\$175.00
015-0276-51	Mini-Trailer 50W Solar Panel	\$395.00
015-0276-02	Adjustable Speed Sign	\$295.00

b. Remove:

Category A – Speed Enforcement		
Part Number	Description	Unit Price
829-0002-00	Stalker PMD Basic w/ Stats	\$2,936.00
829-0016-00	Stalker PMD Basic w/Stats, 100W Solar	\$4,069.00
829-0026-00	Stalker PMD Basic w/100W Solar	\$3,528.00
829-0005-00	Stalker PMMD Basic Unit	\$4,600.00
829-0006-00	Stalker PMMD Basic Unit w/ Statistics	\$4,904.00

c. Modify:

Category B – Speed Advisory Systems			
Part Number	Old Description	Old Price	New Price
834-0001-00	Stalker Traffic Data Collector	\$2,495.00	\$2,195.00
834-0003-00	Stalker Traffic Data Collector w/30W Solar	\$2,750.00	\$2,485.00

d. Replace: The entire section under Category B – Speed Advisory Systems, Pole Mount Graphic Displays is hereby removed and replaced in its entirety with the following:

POLE MOUNT GRAPHICAL DISPLAYS (BASE UNITS)		
All systems include: mounting hardware, speed data analytical software, wireless communication module, iOS or Android app (no annual fees, unlimited user licenses), USB port, and memory stick to download speed data, wireless key fob, and operator manual.		
Part #	Description	Price
	A/C Units (Wired for 110V-240V power at the pole.)	
836-0012-00	12" Pole Mounted Speed Sign-AC	\$2,295.00
836-0015-00	15" Pole Mounted Speed Sign-AC	\$2,495.00
836-0018-00	18" Pole Mounted Speed Sign-AC	\$2,695.00

	<b>Solar Powered Units (Wired to included solar panel listed. Mount, hardware, and battery box included. 12" and 15" Versions include 1 SLA battery, 18" version requires 1 car battery <u>not included</u>)</b>	
836-0012-SP	<b>12" Pole Mounted Speed Sign w/30W Solar Panel</b> , SLA Battery and SLA battery housing	\$3,135.00
836-0015-SP	<b>15" Pole Mounted Speed Sign w/50W Solar Panel</b> , SLA Battery and SLA battery housing	\$3,395.00
836-0018-SP	<b>18" Pole Mounted Speed Sign w/100W Solar Panel</b> and Group 24 Battery Box. <b>No Battery</b>	\$3,945.00
	<b>Battery Powered ("DB") Units (include rigid, secure quad-bay SLA battery carrier, and 2 batteries)</b>	
836-0012-DB	<b>12" Pole Mounted Speed Sign w/Quad Battery Bay</b> (up to 4 Dry Cell batteries - 2 included)	\$3,645.00
836-0015-DB	<b>15" Pole Mounted Speed Sign w/Quad Battery Bay</b> (up to 4 Dry Cell batteries - 2 included)	\$3,845.00
836-0018-DB	<b>18" Pole Mounted Speed Sign w/Quad Battery Bay</b> (up to 4 Dry Cell batteries - 2 included)	\$4,095.00

<b>12" Sign Options</b>		
<b>Additional Options</b>		
200-1331-00	PMG Trailer Hitch, 2" Receiver	\$299.00
155-2512-14	PMG Cig Plug Cable, 14 feet	\$45.00
200-1206-76	Additional 12" PMG Mount - Pole Side Only	\$95.00
063-0028-12	Additional 12" PMG 1-Year Extended Warranty, (2 Years Included)	\$465.00
200-1206-51	Simulated Camera Flash Option, 12"	\$255.00
062-0126-01	PMG Text and Graphics Option	\$350.00
200-1206-11	12" PMG Bezel, Black (where MUTCD requires all front-facing panels to be black (as in CA))	Free
<b>Alert Strobe Options (choose only one)</b>		
200-1338-10	12" PMG Red/Blue Alert Strobes	\$450.00
200-1338-12	12" PMG White Alert Strobes	\$450.00
200-1338-13	12" PMG Amber Alert Strobes	\$450.00
<b>Signage Options (choose only one)</b>		
200-1206-73	Short YOUR SPEED Sign Kit, Top Mount	\$160.00
200-1206-74	Short YOUR SPEED Sign Kit, Bottom Mount	\$160.00
200-1369-00	12" PMG "YOUR SPEED" Surround, Flat Back	\$105.00
200-1369-50	12" YOUR SPEED Surround, Quad-Bay Battery System	\$230.00
<b>Optional, Additional Wired Communications (choose only one)</b>		
200-1270-03	PMG RS-232/CAN Bus Communications Option	\$275.00
200-1270-04	12" PMG Ethernet and I/O Port	\$800.00
200-1270-05	12" PMG Conn Panel, Dual USB with GPIO	\$350.00
200-1206-69	PMG GPIO Connector Wiring Kit	\$35.00
<b>Solar Powered Unit Options</b>		
200-1330-50	Upgrade to 50W Solar Panel (all mounts, etc. included)	\$55.00
200-1317-00	Additional PMG Battery Box and mounts for Sealed Lead Acid Battery	\$175.00
200-1127-00	Additional Sealed Lead Acid (SLA) Battery-22Ah	\$168.00

200-1317-01	Additional Sealed Lead Acid Battery, Box and Mount	\$343.00
<b>Battery Powered "DB" Unit Options</b>		
200-1397-00	Additional Sealed Lead Acid (SLA) Battery-22Ah w/Strap, PMG	\$230.00
200-1397-01	Battery Strap, Cable & Connector (required if supplying own batteries)	\$60.00
200-1419-00	Battery Backpack Solar Option Kit (required if adding solar)	\$95.00
200-1330-30	PMG 30W Solar Power Package	\$420.00
200-1330-50	PMG 50W Solar Power Package	\$595.00

<b>15" Sign Options</b>		
<b>Additional Options</b>		
200-1331-00	PMG Trailer Hitch, 2" Receiver	\$299.00
155-2512-14	PMG Cig Plug Cable, 14 feet	\$45.00
200-1285-76	Additional 15" PMG Mount - Pole Side Only	\$95.00
063-0029-12	Additional 15" PMG 1-Year Extended Warranty, (2 Years Included)	\$550.00
200-1285-51	15" PMG with Simulated Flash	\$325.00
062-0126-01	PMG Text and Graphics Option	\$350.00
200-1285-11	15" PMG Bezel, Black (where MUTCD requires all front-facing panels to be black (as in CA))	Free
<b>Alert Strobe Options (choose only one)</b>		
200-1339-10	15" PMG Red/Blue Alert Strobes	\$450.00
200-1339-12	15" PMG White Alert Strobes	\$450.00
200-1339-13	15" PMG Amber Alert Strobes	\$450.00
<b>Signage Options (choose only one)</b>		
200-1206-73	Short YOUR SPEED Sign Kit, Top Mount	\$160.00
200-1206-74	Short YOUR SPEED Sign Kit, Bottom Mount	\$160.00
200-1369-10	15" PMG "YOUR SPEED" Surround, Flat Back	\$135.00
200-1369-60	15" YOUR SPEED Surround, Quad-Bay Battery System	\$495.00
<b>Optional, Additional Wired Communications (choose only one)</b>		
200-1298-03	15" PMG Conn Panel, I/O	\$275.00
200-1298-04	15" PMG Conn Panel, USB-Com, Ethernet, GPIO	\$800.00
200-1298-05	15" PMG Conn Panel, Dual USB w/GPIO	\$395.00
200-1206-69	PMG GPIO Connector Wiring Kit	\$35.00
<b>Solar Powered Unit Options</b>		
200-1330-00	Upgrade to 100W Solar Panel (all mounts, etc. included)	\$345.00
200-1317-00	Additional PMG Battery Box and mounts for Sealed Lead Acid Battery	\$175.00
200-1127-00	Additional Sealed Lead Acid (SLA) Battery-22Ah	\$168.00
200-1317-01	Additional Sealed Lead Acid Battery, Box and Mount	\$343.00
200-1046-00	PMG Metal Tamper-Proof Battery Box (Does not include battery) [primarily for 100W Solar]	\$430.00
<b>Battery Powered "DB" Unit Options</b>		
200-1397-00	Additional Sealed Lead Acid (SLA) Battery-22Ah w/Strap, PMG	\$230.00
200-1397-01	Battery Strap, Cable & Connector (required if supplying own batteries)	\$60.00

200-1419-00	Battery Backpack Solar Option Kit (required if adding solar)	\$95.00
200-1330-50	PMG 50W Solar Power Package	\$595.00
200-1330-00	PMG 100W Solar Power Package	\$920.00

18" Sign Options		
Additional Options		
200-1331-00	PMG Trailer Hitch, 2" Receiver	\$299.00
155-2512-14	PMG Cig Plug Cable, 14 feet	\$45.00
200-1283-76	Additional 18" PMG Mount - Pole Side Only	\$95.00
063-0030-12	Additional 18" PMG 1-Year Extended Warranty, (2 Years Included)	\$750.00
200-1283-51	18" PMG Speed Sign, Simulated Flash	\$250.00
062-0126-01	PMG Text and Graphics Option	\$350.00
200-1283-11	18" PMG Bezel, Black (where MUTCD requires all front-facing panels to be black (as in CA))	Free
Alert Strobe Options (choose only one)		
200-1340-10	18" PMG Red/Blue Alert Strobes	\$450.00
200-1340-12	18" PMG White Alert Strobes	\$450.00
200-1340-13	18" PMG Amber Alert Strobes	\$450.00
Signage Options (choose only one)		
200-1206-73	Short YOUR SPEED Sign Kit, Top Mount	\$160.00
200-1206-74	Short YOUR SPEED Sign Kit, Bottom Mount	\$160.00
200-1369-20	18" PMG "YOUR SPEED" Bezel	\$250.00
200-1369-70	18" YOUR SPEED Surround, Quad-Bay Battery System	\$405.00
Optional, Additional Wired Communications (choose only one)		
200-1297-03	18" PMG Conn Panel, I/O	\$290.00
200-1297-04	18" PMG Conn Panel, USB-Com, Ethernet, GPIO	\$800.00
200-1297-05	18" PMG Conn Panel, Dual USB with GPIO	\$395.00
200-1206-69	PMG GPIO Connector Wiring Kit	\$35.00
Solar Powered Unit Options		
200-1317-00	Additional PMG Battery Box and mounts for Sealed Lead Acid Battery	\$175.00
200-1127-00	Additional Sealed Lead Acid (SLA) Battery-22Ah	\$168.00
200-1317-01	Additional Sealed Lead Acid Battery, Box and Mount	\$343.00
200-1046-00	PMG Metal Tamper-Proof Battery Box (Does not include battery) [primarily for 100W Solar]	\$430.00
Battery Powered "DB" Unit Options		
200-1397-00	Additional Sealed Lead Acid (SLA) Battery-22Ah w/Strap, PMG	\$230.00
200-1397-01	Battery Strap, Cable & Connector (required if supplying own batteries)	\$60.00
200-1419-00	Battery Backpack Solar Option Kit (required if adding solar)	\$95.00
200-1330-00	PMG 100W Solar Power Package	\$920.00

3. NO CHANGE OTHER THAN AMENDMENT. Except as amended herein, the Contract is unaffected and remains in full force and effect.

4. **INTEGRATED AGREEMENT; MODIFICATION.** This Amendment constitutes the entire agreement and understanding of the Parties with respect to the subject matter and supersedes all prior negotiations and representations. In the event of any conflict between this Amendment and the Contract or any earlier amendment, this Amendment shall control and govern. This Amendment may not be modified except in writing signed by the Parties.
5. **AUTHORITY.** Each party to this Amendment, and each individual signing on behalf of each party, hereby represents and warrants to the other that it has full power and authority to enter into this Amendment and that its execution, delivery, and performance of this Amendment has been fully authorized and approved, and that no further approvals or consents are required to bind such party.
6. **ELECTRONIC SIGNATURES.** A signed copy of this Amendment or any other ancillary agreement transmitted by facsimile, email, or other means of electronic transmission shall be deemed to have the same legal effect as delivery of an original executed copy of this Amendment or such other ancillary agreement for all purposes.
7. **COUNTERPARTS.** This Amendment may be executed in one or more counterparts, each of which shall be deemed an original, and all of which counterparts together shall constitute the same instrument which may be sufficiently evidenced by one counterpart. Execution of this Amendment at different times and places by the parties shall not affect the validity thereof so long as all the parties hereto execute a counterpart of this Amendment.

EXECUTED AND EFFECTIVE as of the day and date first above written.

**APPLIED CONCEPTS, INC.**  
**A TEXAS CORPORATION**

By: 

Name: Jan Achilles

Title: Sales Administration

Date: February 4, 2021

**STATE OF WASHINGTON**  
**DEPARTMENT OF ENTERPRISE SERVICES**

By: 

Name: Corinna Cooper

Title: Enterprise Procurement Manager

Date: February 4, 2021