



Parent Contract Number: 6100046056  
SAP/SRM Contract Number: 4400020821  
Change Number: 01  
Change Effective Date: May 25 , 2021

**Using Agency:** All Using Agencies

**Contract Title:** Professional Broadcast, Audio Visual & Multimedia Equipment

**Contract Period:** Beginning 03/06/2017 and Ending 03/05/2022

**Commodity Specialist:** Amy Layman Telephone: (717)346-3826 Email: alayman@pa.gov

#### **CHANGE SUMMARY:**

The above referenced contract expires on May 31, 2021. The Commonwealth is exercising its right to extend the contract for one (1) year. As defined in Part 2, Terms and Conditions. Please see below.

#### **2.Renewal of Contract Term.**

The Contract may be renewed for a maximum of **three (3)** additional **one (1)** year term(s), so long as Commonwealth provides written notice to Contractor of its intention to extend the Contract by letter prior to the expiration of the term of the agreement, or any extension thereof. The Commonwealth may exercise the renewal as individual year or multiple year term(s). Any renewal will be under the same terms, covenants and conditions. No further document is required to be executed to renew the term of the Contract.

**ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.**

May 7, 2021

Vistacom Inc  
1902 Vultee Street  
Allentown, PA 18103  
[dgundry@vistacominc.com](mailto:dgundry@vistacominc.com)

**SUBJECT:** Renewal of Contract: Professional Broadcast Audio Visual and Multimedia Equipment  
Contract Number: 4400020821  
Term of Renewal: 06/01/2021 – 05/31/2022

Dear Contractor:

Per the terms of the above referenced contract, the Commonwealth is considering exercising the renewal options contained within the Contract. We are therefore, requesting your concurrence to renew the above referenced Contract for the renewal period of 06/01/2021 through 05/31/2022.

As you may be aware, the Bureau of Procurement is working aggressively to reduce costs and identify the most efficient processes for procuring our goods and services.

Under Governor Wolf's "Go-Time" initiative, the Bureau of Procurement is applying commercial best practices throughout its organization and has reintroduced Reverse Auction technology as a way to generate additional cost savings. Furthermore, in the spirit of cost savings, we are asking current vendors to consider a price a reduction to current pricing.

In an effort to comply with the goals of the "Go-Time" initiative, we are asking you to consider the following:

- Agreeing to a voluntary price reduction (the Commonwealth suggests up to 10%).
- This voluntary price reduction could apply to any or all line items in your contract.

Any voluntary price reduction would become effective for the next renewal period of 06/01/2021 through 05/31/2022.

If you are in agreement with the proposed cost saving efforts, please indicate on page 2 of this letter.

If the Commonwealth elects to renew the contract, the Bureau will issue a revised contract document to reflect the renewed contract period and adjusted pricing.

Thank you for your immediate response and consideration. Please complete and return this letter to me by email prior to the close of business, [alayman@pa.gov](mailto:alayman@pa.gov).

If you have any questions, please feel free to contact me.

Thank you,  
Amy Layman  
717-346-3826

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I agree to the renewal of the above referenced Contract for the above stated Term of Renewal. All terms and conditions remain the same as in the current contract.

Yes  No

I agree to offer a voluntary price reduction for the renewal period.

Yes  No  Proposed Voluntary Price Reduction \_\_\_\_\_%

Signature *Paula Nolan* Title C.O.O.

Date 5/25/2021

(Person signing this renewal agreement must have the power to bind their company by their signature.)



Parent Contract Number: 6100046056  
SAP/SRM Contract Number: 4400020821  
Change Number: 02  
Change Effective Date: May 02 , 2022

**Using Agency:** All Using Agencies

**Contract Title:** Professional Broadcast, Audio Visual & Multimedia Equipment

**Contract Period:** Beginning 06/01/2019 and Ending 05/31/2023

**Commodity Specialist:** Amy Layman Telephone: (717)346-3826 Email: alayman@pa.gov

#### **CHANGE SUMMARY:**

The above referenced contact expires on May 31, 2022. The Commonwealth is exercising it's right to extend the contract for one (1) year. As defined in Part 2, Terms and Conditions. Please see below.

#### **2.Renewal of Contract Term.**

The Contract may be renewed for a maximum of **three (3)** additional **one (1)** year term(s), so long as Commonwealth provides written notice to Contractor of its intention to extend the Contract by letter prior to the expiration of the term of the agreement, or any extension thereof. The Commonwealth may exercise the renewal as individual year or multiple year term(s). Any renewal will be under the same terms, covenants and conditions. No further document is required to be executed to renew the term of the Contract.

**ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.**

April 7, 2022

Vistacom Inc  
1902 Vultee Street  
Allentown, PA 18103  
[dgundry@vistacominc.com](mailto:dgundry@vistacominc.com)

**SUBJECT:** Renewal of Contract: Professional Broadcast Audio Visual and Multimedia Equipment  
Contract Number: 4400020821  
Term of Renewal: 06/01/2022 – 05/31/2023

Dear Contractor:

Per the terms of the above referenced contract, the Commonwealth is considering exercising the renewal options contained within the Contract. We are therefore, requesting your concurrence to renew the above referenced Contract for the renewal period of 06/01/2022 through 05/31/2023.

As you may be aware, the Bureau of Procurement is working aggressively to reduce costs and identify the most efficient processes for procuring our goods and services.

Under Governor Wolf's "Go-Time" initiative, the Bureau of Procurement is applying commercial best practices throughout its organization and has reintroduced Reverse Auction technology as a way to generate additional cost savings. Furthermore, in the spirit of cost savings, we are asking current vendors to consider a price a reduction to current pricing.

In an effort to comply with the goals of the "Go-Time" initiative, we are asking you to consider the following:

- Agreeing to a voluntary price reduction (the Commonwealth suggests up to 10%).
- This voluntary price reduction could apply to any or all line items in your contract.

Any voluntary price reduction would become effective for the next renewal period of 06/01/2022 through 05/31/2023.

If you are in agreement with the proposed cost saving efforts, please indicate on page 2 of this letter.

If the Commonwealth elects to renew the contract, the Bureau will issue a revised contract document to reflect the renewed contract period and adjusted pricing.

Thank you for your immediate response and consideration. Please complete and return this letter to me by email prior to the close of business, [alayman@pa.gov](mailto:alayman@pa.gov).

If you have any questions, please feel free to contact me.

Thank you,  
Amy Layman  
717-346-3826

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Page 2 of 2

I agree to the renewal of the above referenced Contract for the above stated Term of Renewal. All terms and conditions remain the same as in the current contract.

Yes  No

I agree to offer a voluntary price reduction for the renewal period.

Yes  No  Proposed Voluntary Price Reduction  %

Signature Angela Nolan Title C.E.O.

Date April 22, 2022

(Person signing this renewal agreement must have the power to bind their company by their signature.)



Parent Contract Number: 6100046056  
SAP/SRM Contract Number: 4400020821  
Change Number: 03  
Change Effective Date : May 2, 2023

**Using Agency:** All Using Agencies

**Contract Title:** Professional Broadcast, Audio Visual & Multimedia Equipment

**Contract Period:** Beginning 06/01/2019 and Ending 05/31/2024

**Commodity Specialist:** Shawn Danner    **Telephone:** 717-787-8085    **Email:** shdanner@pa.gov

### **CHANGE SUMMARY:**

The above referenced contact expires on May 31, 2024. The Commonwealth is exercising it's right to extend the contract for one (1) year. As defined in Part 2, Terms and Conditions. Please see below.

#### **2.Renewal of Contract Term.**

The Contract may be renewed for a maximum of **three (3)** additional **one (1)** year term(s), so long as Commonwealth provides written notice to Contractor of its intention to extend the Contract by letter prior to the expiration of the term of the agreement, or any extension thereof. The Commonwealth may exercise the renewal as individual year or multiple year term(s). Any renewal will be under the same terms, covenants and conditions. No further document is required to be executed to renew the term of the Contract.

**ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.**