

COMMONWEALTH OF VIRGINIA

MEMORANDUM OF UNDERSTANDING

THIS DOCUMENT CONSTITUTES AN AGREEMENT BETWEEN:

Arjo Huntleigh, Inc., hereinafter referred to as “Contractor”

AND Central Virginia Training Center, hereinafter referred to as “Purchasing Agency”

AND IS DATED March 25, 2011 .

By result of negotiations between the parties, the following agreements were reached:

1. Method of Payment:

- a. **Preventive Maintenance:** The contractor will be paid Quarterly on the basis of invoices submitted for one-fourth (1/4th) of the annual amount for PM.
- b. **Corrective Maintenance:** The contractor will be paid separately for each CM call based on invoices submitted upon completion of the repair.

2. Pricing Schedule: The contractor will be paid according to the prices proposed, as follows:

Preventive Maintenance:

- | | |
|-------------------------------|----------|
| a. Maxi Lifts (11 ea): | \$426/Yr |
| b. Marisa Lifts (20 ea): | \$426/Yr |
| c. Maxi Move Lifts (22 ea): | \$426/Yr |
| d. Sara Lift (1 ea): | \$426/Yr |
| e. Shower Trolleys (7 ea): | \$453/Yr |
| f. Lift Bath Trolleys (6 ea): | \$453/Yr |
| g. Sky Lifts (6 ea): | \$426/Yr |
| h. Bathing Systems (8 ea): | \$639/Yr |

Corrective Maintenance:

- | | |
|-----------------|-----------|
| a. Routine CM: | \$122/Hr |
| b. Overtime CM: | \$216/Hr. |

3. **Parts:** The contractor will offer a 50% discount for all non-consumable parts and a 5% discount for all consumable parts.

4. **Preventive Maintenance Inspection Schedule:** The parties agree that annual PM inspections will begin in April and will be completed during May.

That the Contractor herewith affirms his/her offer dated **March 7, 2011** except as herein stated.

Arjo Huntleigh, Inc.

By: _____
(Signature In Ink)

Title

Date

Purchasing Agency

By: _____
Dr. Dale Woods

Acting Director
Title

Date