

**AMENDMENT No. 1 to
NJPA Contract #022217-GVR**

This AMENDMENT ("Amendment") to the Contract #022217-GVR ("Agreement") is effective on the date hereof, by and between National Joint Powers Alliance ("NJPA") and Gilbarco Inc. ("Vendor").

Vendor was awarded an NJPA Fleet Management and Related Technology Solutions effective June 1, 2017, until June 1, 2021, relating to the provision of services by Vendor to NJPA and its Members, and,

Both parties agree that certain terms within the contract shall be updated and amended, and,

Vendor and NJPA desire to amend the Agreement only to the extent as hereunder provided.

In consideration of the mutual covenants and agreements described in this Amendment, the parties hereby agree as follows:

1. **Form P, Pricing, Delivery, Audits, and Administrative Fee, Question 8 in the Vendor's Response to the above-mentioned Request for Proposal, the following portion of the response shall be amended as follows to reflect an increase in the percentage discount:**
 - Fleet Telematics and Monitoring – **28% for all listed under this category**
 - Passive and Active Vehicle Telematics Tracking
 - Integrated Fuel and Fleet Cloud based Software Solution
2. Except as amended by this Amendment, the Agreement shall remain in full force and effect.

IN WITNESS WHEREOF, the parties have executed this Agreement as of the date hereof.

National Joint Powers Alliance®

GILBARCO INC.

Signature: 

Signature: 

Printed: Chad Coauette

Printed: Steve Moule

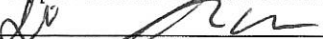
Title: Executive Director/CEO

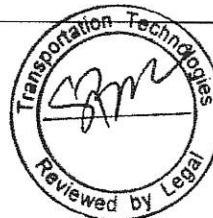
Title: President – Americas

Date: 9/5/17

Date: 9/12/17

Approved as for Form and Content


NJPA Legal Department





NJPA VENDOR PRICE AND PRODUCT CHANGE REQUEST FORM

Section 1. Instructions for Vendor

Requests for product or service changes, additions, or deletions will be considered at any time throughout the awarded contract term. All requests must be made in writing by completing sections 2, 3, and 4 of this NJPA Price and Product Change Request Form and signed by an authorized Vendor representative in section 5. All changes are subject to review by the NJPA Contracts & Compliance Manager and to approval by NJPA's Chief Procurement Officer. Submit request through email to your assigned NJPA Contract Administrator.

NJPA will determine whether the request is 1) within the scope of the original RFP, and 2) in the best interests of NJPA and NJPA Members. Approved Price and Product Change Request Forms will be signed and emailed to the Vendor contact.

The Vendor must complete this change request form and individually list or attach all items or services subject to change, must provide sufficiently detailed explanation and documentation for the change, and must include a complete restatement of pricing documentation in an appropriate format (preferably Microsoft® Excel®). The pricing document must identify all products and services being offered and must conform to the following NJPA product/price change naming convention: (Vendor Name) (NJPA Contract #) (effective pricing date); for example, "Acme Widget Company #012416-AWC eff. 01-01-2017."

NOTE: New pricing restatements must include all products and services offered regardless of whether their prices have changed and must include a new "effective date" on the pricing documents. This requirement reduces confusion by providing a single, current pricing sheet for each Vendor and creates a historical record of pricing.

ADDITIONS. New products and related services may be added to a contract if such additions are within the scope of the original RFP.

DELETIONS. New products and related services may be deleted from a contract if, for example, they are no longer available or have been modified to a point where they are outside the scope of the RFP.

PRICE CHANGES: Vendors may request price changes if they provide sufficient rationale for the change. For example, a Vendor that manufactures products that require substantial petroleum-related material might request a 3% price increase because of a 20% increase in petroleum costs.

Price decreases: NJPA expects Vendors to propose their very best prices and anticipates that price reductions might occur because of improved technologies or marketplace efficiencies.

Price increases: Acceptable price increases typically result from specific Vendor cost increases. The Vendor must include reasonable justification for the price increase and must not, for example, offer merely generalized statements about an increase in a cost-of-living index. Appropriate documentation should be attached to this form, including such items as letters from suppliers announcing price increases.

Refer to the RFP for complete "Pricing" details.

Section 2. Vendor Name and Type of Change Request

AWARDED VENDOR NAME: Gilbarco Veeder-Root

NJPA CONTRACT NUMBER: 022217-GVR

CHECK ALL CHANGES THAT APPLY:

- ☒ Adding Products/Services
- ☐ Deleting Products/Services
- ☐ Price Increase
- ☐ Price Decrease



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Section 3. Detailed Explanation of Need for Changes

List the products and/or services that are changing or being added or deleted from the previous contract price list, along with the percentage change for each item or category. (Attach a separate, detailed document if changing more than 10 items.)

Telematics Solutions- adding additional options

Provide a general statement and documentation explaining the reasons for these price and/or product changes.

EXAMPLES: 1) "All pricing for paper products and services are increased 5% because of increased raw material and transportation costs (see attached documentation of fuel and raw materials increase)." 2) "The 6400 series floor polisher is being added to the product list as a new model, replacing the 5400 series. The 6400 series 3% increase reflects technological changes that improve the polisher's efficiency and useful life. The 5400 series is now included in the "Hot List" at a 20% discount from the previous pricing until the remaining inventory is liquidated."

The Teletrac Navman product solution will be replacing the DPL options that are currently available. The new offering will provide more options for Members for their Telematics needs and offer a better price discount.

If adding products, state how these are within the scope of the original RFP.

These product options allow for more Telematics offerings for NJPA Members. The Telematics and GPS were part of the original scope for the RFP request.

If changing prices or adding products or services, state how the pricing is consistent with existing NJPA contract pricing.

The pricing of the new products will represent a change to the initial RFP stated discount. The new discounted percentage for Telematics solutions will be 28% off MSRP versus the original 22% stated in our response.



NJPA VENDOR PRICE AND PRODUCT CHANGE REQUEST FORM

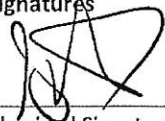
Section 4. Complete Restatement of Pricing Submitted

A COMPLETE restatement of the pricing, including all new and existing products and services is attached and has been emailed to the Vendor's Contract Administrator.

☒ Yes

☐ No

Section 5. Signatures



Vendor Authorized Signature

Steve Moule, President North America

Print Name and Title of Authorized Signer

9/12/17

Date

Jeremy Schwartz, NJPA Director of Cooperative Contracts and Procurement/CPO

Date

