

Ms. Alisa Pike
Procurement Coordinator
Hernando County
15470 Flight Path Drive
Brooksville, FL 34604

May 15, 2023

RE: Letter of Justification for Price Increases Proposed for Mosquito Control, Geospatial Product Purchase and Services Agreement, Addendum A, effective October 1, 2023

Dear Alisa:

This letter is to let Hernando County, FL know that we will be increasing some of the prices listed in the Mosquito Control Geospatial Product Purchase and Service Agreement, Addendum A. We are requesting that the price change go into effective with the renewal of the Optional Year 1, as of October 1, 2023.

Justification for the price increases include:

- 1) Frontier Precision, Inc. officially raised the pricing of its FieldSeeker software licensing and annual maintenance on January 3, 2023, to new mosquito and invasive plant control customers. Current FieldSeeker customers were notified that their annual maintenance pricing would increase with the renewal of their 2024 FieldSeeker annual maintenance. The fifteen percent price increase was caused by increased costs of doing business, driven by the downturn of the U.S. economic conditions from the Covid pandemic. New FieldSeeker pricing reflected in the updated Addendum A is the same pricing that other mosquito and invasive control customers are currently paying for FieldSeeker.
- 2) Juniper Systems, Inc., the manufacturer of the Mesa Rugged Tablets, have had multiple price increases during the last few years. Their price increases have been driven by supply chain shortages and increased costs of components. The Mesa 3 GEO Rugged Windows 10 Tablet pricing listed in Addendum A is the current list price of the Mesa 3 models and is the same pricing that other mosquito and invasive control customers are currently paying.
 - a) Juniper Systems has discontinued the Mesa 2 GEO Rugged Windows 10 Tablet, which was replaced by the Mesa 3 model. Mesa 2 reached end of life January 2021 and Juniper Systems will continue to service the Mesa 2 for the next 1 to 2 years.



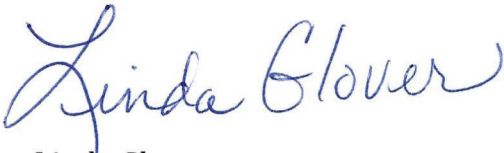
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- b) Juniper Systems introduced the new Mesa Pro Windows 11 Tablet in 2022 and began deliveries in early 2023. This unit has a 10" display, weighs 3.2 pounds and has different processor options. We have listed the two models that are best suited to FieldSeeker. The pricing listed for the Mesa Pro is what other mosquito and invasive plant control customers are currently paying.
- 3) We have deleted the Drone Products and Services section of Addendum A. The Mavic 2 Enterprise system listed was a Chinese made drone and has been replaced by the Mavic 3 E system. We are aware of Florida statutes 934.50, listing approved USA made drones; therefore, we have deleted this product from Addendum A since it is manufactured in China.
- 4) We would also like to request one pricing related change to the contract, Paragraph 3. Renewal b. Pricing Changes for Additional One (1) Year Terms. We request to increase the will not exceed percentage of 10% to 15%, which reflects potential rates of increase because of current business environment.

"Consultant reserves the right to adjust pricing or change terms and conditions listed in Addendum A during additional one (1) year terms . Consultant 'will give County written notice of any changes with 30 days after receiving the County's ninety (90) day notice of renewing this Agreement for a one (1) year period. Any price increases will not exceed 15% of the price listed in Addendum A. In the event there is a decrease in the price of the Products prior to acceptance, Consultant agrees to extend the new, lower pricing to County."

Please let me know if you have questions or need additional information.

Thank you for your consideration,



Linda Glover
GIS Sales & Services Manager

