



September 6, 2016

Mr. Ted Beck
The City of Aurora, Illinois
44 East Downer Place
Aurora, Illinois 60507

Subject: Amendment No. 2 System Maintenance Agreement

Dear Mr. Beck:

You asked me to outline the benefits of extending the Maintenance contract for 5 years. Below is a bullet point list of considerations Naperville and some of our other customers have used for evaluating the benefits of extended maintenance:

- Avoid cost increase over contract period
- Secure budget for 5 year period (planning and cost control)
- Additional discount for signed contract in September 1.5%
- 1.5% = total savings of \$ 32,033.09 (outlined below)

Table with 4 columns: Before Discount, Add 1.5 % discount, Savings, and years (yr1-yr5). It shows a decreasing trend in total costs and increasing savings over a 5-year period.

By extending your maintenance contract, Harris is able to control and better plan our resources making our offerings more efficient and less costly:

Helps Harris resource planning to:

- Control costs over contract period
- We can extend our contracts!
o Vehicles
o Test equipment
o Leasing
o Efficiently manage headcount requirements

Amendment must be signed and returned by 9-30-16 to secure 1.5% additional discount.

All the best,

Jack Scully
Area Sales Manager
Harris Corporation