



### Request for Contract Update

Pursuant to the terms of contract number R200402 for HVAC Products & Svcs Contractor must notify and receive approval from Region 4 ESC when there is an update in the contract. No request will be officially approved without the prior authorization of Region 4 ESC. Region 4 ESC reserves the right to accept or reject any request.

Johnson Controls, Inc.  
(Contractor) hereby provides notice of the following update on  
this date January 5, 2021.

**Instructions:** Contractor must check all that may apply and shall provide supporting documentation. Requests received without supporting documentation will be returned. This form is not intended for use if there is a material change in operations, such as assignment, bankruptcy, change of ownership, merger, etc. Material changes must be submitted on a "Notice of Material Change to Vendor Contract" form.

**Authorized Distributors/Dealers**  
\_\_\_\_ Addition  
\_\_\_\_ Deletion  
\_\_\_\_ Supporting Documentation

**Price Update**  
\_\_\_\_ Supporting Documentation

**Products/Services**  
X New Addition  
\_\_\_\_ Update Only  
Yes Supporting Documentation

**Discontinued Products/Services**  
\_\_\_\_ Supporting Documentation

**States/Territories**  
\_\_\_\_ Supporting Documentation

**Other** \_\_\_\_\_  
\_\_\_\_ Supporting Documentation

Notes: Contractor may include other notes regarding the contract update here: (attach another page if necessary).  
Adding: New Offering - OpenBlue Digital Subscription Services (Additional information regarding these services can be found at <https://johnsoncontrols.com/openblue>

Submitted By: Johnson Controls, Inc.

**Approved by Email: Date** 1/28/2021 | 7:00 AM PST

Title: Cooperative Program Manager

**Denied by Email: Date** \_\_\_\_\_

Email Address: Thomas.Staves@jci.com

DocuSigned by:  
Robert Engelmann  
Region 4 ESC: \_\_\_\_\_  
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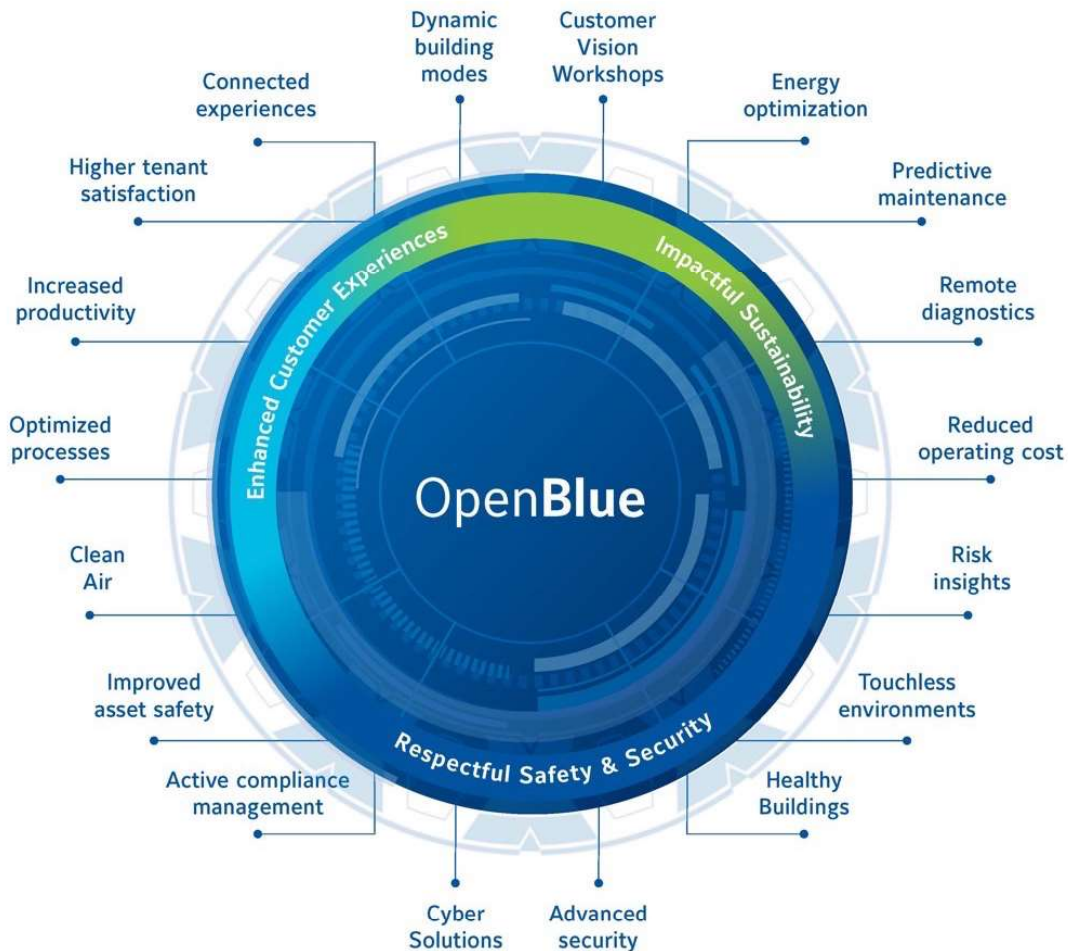
Johnson Controls  
705 Digital Drive, Suites K-R, Linthicum, MD 21090  
Tel (443) 676 8813



Region 4 contact:  
Robert Zingelmann  
Chief Financial Officer, Finance and Operations  
Services  
Region 4 Education Service Center  
7145 West Tidwell Road  
Houston, TX 77092

Re: Additional Details – OpenBlue Digital Services

1. This is a new offering for JCI. Each branch has a “Digital Solutions” pricing tool that provides uniform pricing nationally. There are many customer specific variables (facility size etc.), and the level of digital service requested that goes into determining the selling price. The price being offered to OMNIA is the same as other cooperatives at a % discount from local branch recommended selling rates
2. Enterprise Manager - <https://www.johnsoncontrols.com/openblue/openblue-enterprise-manager>



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