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Document Rev 15.8

FOR

A New BluBOX System

32 Reader-Access + Alarms Single location/Multi floor (3)

AT

100 Main Street, USA

PRESENTED TO

ABC Company

Quote #

LL-

Rev #

01-JT

Quote Date:

11-Aug-2017

Valid Until:

11-Nov-2017

Hardware & Services

Total Hardware		\$32,150
Total BluBØX Professional Services		\$10,888
Total Hardware and Services		\$43,038

Shipping	4.0%	\$1,286
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Total Hardware & Services

Includes Shipping but NOT Tax

	\$44,324
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1st Year Annual Costs

		<i>Monthly</i>
BluSKY Licenses	\$9,286	\$774
System Support	\$4,180	\$348
HaaS Plan: \$8038 /Yr. - Not Included	\$0	\$0
ERP Plan: \$4823 /Yr. - Not Included	\$0	\$0

Total 1st Year Annual Costs

\$13,466

\$1,122

Includes BluSKY Licenses - Includes Support

TOTAL Hardware, Services & 1st Year Annual Costs

\$57,790

Includes Shipping but NOT Tax - Includes BluSKY Licenses. - Includes Support

Principal Terms - See Terms & Conditions pages for greater detail

Payment Terms:	50% Deposit w/ Balance Upon Shipment
Shipments:	US Dollars, FOB Point of Origin. Partial Shipments of hardware are OK unless otherwise stated on Client's Purchase Order.
Sales Tax:	Will be charged unless Client has a Reseller Certificate on-file with BluBØX Is only an estimate. The correct tax will be calculated at the time of billing.
Work Hours:	On Straight Time except as noted below

Part #	Item	Description	Included or Optional	Product Qty.	MSRP Unit Price	Extended Price
<u>752-7200</u>	1502-8R/32I/28O-E4M1LPM	Eight reader system/Thirty-Two/Twenty eight output input system w/ managed lock power and power management	Included	1	\$5,076.00	\$5,076.00
<u>752-8500</u>	8R/32I/24O-E4M1L	Eight Reader/Thirty Two/Twenty Four Input addition	Included	3	\$3,682.00	\$11,046.00
120-2700	MRDT Alarm Display/Keypad	Mercury Alarm Display Terminal	Included	2	\$368.00	\$736.00
<u>160-2200</u>	Reader - HID RP40 iClass SE/Prox Wall Switch Wiegand Legacy	Reader - HID RP40 iClass SE/Prox Wall Switch Wiegand Legacy	Included	32	\$266.00	\$8,512.00
460-0500	Power Management Gateway	Compute Stick and Support hardware that supports communication between LSP NL2 (Part # 670-2000) or NL4 (Part # 670-2100) and BluSKY Power Diagnostics.	Included	1	\$360.00	\$360.00
400-1000	Router - CradlePoint MBR1200B Broadband Router	Router - CradlePoint MBR1200B Broadband Router	Optional	1	\$434.00	\$0.00
410-1400	8 Port Unmanaged Gigabit Switch	Switch - HP ProCurve Switch 1410-8G (J9559A)	Optional	1	\$132.00	\$0.00
320-1000	Card - HID iClass w/ slot - 26 bit - QTY 50	Card - HID iClass Composite PVC 2K/2Appl Areas Programed 26 bit FC 201 Blank Front and Back Matching sequential numbers horizontal slot	Included	30	\$214.00	\$6,420.00

BluBOX PROFESSIONAL SERVICES

Part #	Item	Description	Included or Optional	Product Qty.	MSRP Unit Price	Extended Price
800-8020	On Site SR Tech Support - Excl. T&M - Business Hours	Technical Support - On-Site - Manager-Level - Excludes Travel & Lodging - Business Hours - Min: 4 hrs. - PER HOUR:	Included	40	\$97.00	\$3,880.00
800-1225	Project Management - Business Hours	Project Management - Remote - Business Hours - Min: 4 hrs. -PER HOUR:	Included	30	\$182.00	\$5,460.00
800-0400	Training - Video Conference - Business Hours	Training - Video Conference - Business Hours - PER HOUR:	Included	4	\$97.00	\$388.00
800-5340	BluSKY Database Construction Services	BluSKY Database Construction Services - Min: 4 hrs. - PER HOUR:	Included	8	\$145.00	\$1,160.00
Total Hardware & Software \$32,150.00 Total - Professional Services \$10,888.00 Total - Third Party \$0.00 GRAND TOTAL \$43,038.00						
Total - Out of Pocket Expenses \$0.00						

Part #	BluSKY License	Description	Unit Quantity	Included or Optional	Quantity	MSRP Unit Price	Extended Price
817-0100	Platform	Security system infrastructure and database usage. Required for any use of BluSKY. Based on number of ACTIVE users in the System's database, excluding deleted and suspended. Pre-requisite for any other BluSKY license.	per User in a System	Included	1,000	\$1.00	\$1,000.00
817-0120	Photo ID Badging	Capture and storage of user and vendor photos and printing of Photo-ID Badges. Pre-Requisite for on-screen Photo-ID Verification, Biometric Log In, and Person Readers.	per User in a System	Included	1,000	\$0.54	\$539.00
817-0640	Central Station	Notification of alarms to a third party Central Station. Alarm point is identified via IP or dial-up methods.	per Facility	Included	1	\$360.00	\$360.00
817-0320	Reader	Required for every reader	Per Reader	Included	32	\$120.65	\$3,861.00
817-1080	Power Management	Power Management.	per Device	Included	1	\$200.00	\$200.00
817-0600	Alarm and Intrusion	Core alarm and intrusion functionality - includes alarm group and alarm point configuration, real-time alarm display, response to alarms, and virtual keypad for arming and disarming. Integrates with RAND for expanded functionality.	per Sensor	Included	50	\$18.36	\$918.00
817-1220	System Health	Monitoring of BluSKY/BluCHIP software, hardware, database, security, power, and communications. Also includes analytics, intelligent rules, events, notifications and integration with distribution lists.	% other Licenses	Included	1	\$343.90	\$343.90
817-0520	System Analytics	Statistical analysis of all access control, alarm, video, vendor, DDE, visitor & incident events - displays the analytics, including counting, binning, trending, pattern recognition, correlation analysis and unusual event detection. Integrates with RND.	% other Licenses	Included	1	\$687.80	\$687.80
817-1120	Intelligence	Intelligence functionality for all BluSKY modules - includes simple and complex rule creation and analytics - events - notifications - distribution lists integration. BluSKY includes hundreds of standard intelligent rules out-of-the-BØX.	% other Licenses	Included	1	\$1,375.60	\$1,375.60

Tool Document Rev 15.8

TOTAL ANNUAL LICENSES [\\$9,286.00](#)

Part #	BluSKY License	Description	Unit Quantity	Included or Optional	Quantity	MSRP Unit Price	Extended Price
						Monthly	\$773.83