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Document Rev 15.8

FOR

A New BluBOX System

4 Car DDE-Readers connected to security system

AT

100 Main Street, USA

PRESENTED TO

ABC Company

Quote # LL- 1

Rev # 2-JT

Quote Date: 10-Aug-2017

Valid Until: 10-Nov-2017

Hardware & Services

Total Hardware		\$34,454
Total BluBØX Professional Services		\$16,656
Total Hardware and Services		\$51,110

Shipping	4.0%	\$1,379
Total Hardware & Services		\$52,489

Includes Shipping but NOT Tax

1st Year Annual Costs

BluSKY Licenses	\$9,997	<i>Monthly</i>	\$833
System Support	\$4,480		\$373
HaaS Plan: \$8614 /Yr. - Not Included	\$0		\$0
ERP Plan: \$5169 /Yr. - Not Included	\$0		\$0
Total 1st Year Annual Costs	\$14,477		\$1,206

Includes BluSKY Licenses - Includes Support

TOTAL Hardware, Services & 1st Year Annual Costs	\$66,966
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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 BlubOX 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>770-2000</u>	4 Car - 2 CPU DDE Kit	Destination Dispatch Processor Kit - Up to 4 Elevator Cars - Dual Processor System - includes BluBOX Destination Dispatch Elevator Integration Software - installation & commissioning requires Professional Services Item # 800-5125.	Included	1	\$17,500.00	\$17,500.00
770-5900	Converter - 24 Reader kit - w/ FPO150-B100D8PM8PNL4E4M1-NLKIT	Converter Kit - Supports 6 Readers - Includes an E4M1 Enclosure with power and power management. Needed for DDE or Person Reader Applications	Included	1	\$4,050.00	\$4,050.00
<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	19	\$266.00	\$5,054.00
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	2	\$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	35	\$214.00	\$7,490.00
BluBOX PROFESSIONAL SERVICES						
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	32	\$97.00	\$3,104.00

Part #	Item	Description	Included or Optional	Product Qty.	MSRP Unit Price	Extended Price
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	8	\$97.00	\$776.00
800-5340	BluSKY Database Construction Services	BluSKY Database Construction Services - Min: 4 hrs. - PER HOUR:	Included	30	\$145.00	\$4,350.00
800-5125	DDE Destination Dispatch Installation Support - FLAT RATE	Destination Dispatch Installation - Professional Support - FLAT RATE	Included	1	\$2,966.00	\$2,966.00
				Total Hardware & Software	\$34,454.00	
				Total - Professional Services	\$16,656.00	
				Total - Third Party	\$0.00	
				GRAND TOTAL	\$51,110.00	
				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
817-0140	VPN	VPN service for remote support of local hardware. Pre-requisite for DDE and video systems. Recommended for systems with on-premise Client PCs or Servers.	per System	Included	1	\$450.00	\$450.00
817-0320	Reader	Required for every reader	Per Reader	Included	19	\$145.00	\$2,755.00
817-0780	DDE	Interface to a Destination Dispatch Elevator (DDE) System License. Covers the on-going integration and support of a DDE interface.	per Elevator	Included	1	\$3,000.00	\$3,000.00
817-1080	Power Management	Power Management.	per Device	Included	1	\$200.00	\$200.00
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	\$370.25	\$370.25
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	\$740.50	\$740.50
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	\$1,481.00	\$1,481.00

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TOTAL ANNUAL LICENSES	<u>\$9,997.00</u>
Monthly	<u>\$833.08</u>