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Document Rev 15.8

FOR

A BluBOX System Upgrade
Mercury based Takeover-8 readers

AT

100 Main Street

PRESENTED TO

ABC Company

Quote #

LL-

Rev #

02-JT

Quote Date:

11-Aug-2017

Valid Until:

11-Nov-2017

Hardware & Services

Total Hardware		\$3,340
Total BluBOX Professional Services		\$5,500
Total Hardware and Services		\$8,840
Shipping	4.0%	\$134
Total Hardware & Services		\$8,974
<i>Includes Shipping but NOT Tax</i>		

1st Year Annual Costs

		Monthly
BluSKY Licenses	\$6,563	\$547
System Support	\$435	\$36
HaaS Plan: \$835 /Yr. - Not Included	\$0	\$0
ERP Plan: \$501 /Yr. - Not Included	\$0	\$0
Total 1st Year Annual Costs	\$6,998	\$583
<i>Includes BluSKY Licenses - Includes Support</i>		

TOTAL Hardware, Services & 1st Year Annual Costs **\$15,972**

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
670-1475	FPO150-B100C8PD8PE4M1	BluBOX E4M1 Enclosure - 24x20x4.5 - w/an FPO150-B100C8PD8P 4A/12V & 4A/24V dual voltage Power Supply, w/ an 8 channel lock control, and an 8 channel power distributor	Optional	1	\$890.00	\$0.00
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.	Optional	1	\$360.00	\$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	Optional	30	\$214.00	\$0.00
815-2010	Conv-1502	Board Conversion Fee - Mercury EP1502 Two Door DB Controller	Included	1	\$700.00	\$700.00
815-2030	Conv-MR52	Board Conversion Fee - Mercury MR52 Two Door SIO	Included	15	\$176.00	\$2,640.00
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	16	\$97.00	\$1,552.00
800-1225	Project Management - Business Hours	Project Management - Remote - Business Hours - Min: 4 hrs. -PER HOUR:	Included	10	\$182.00	\$1,820.00
800-0400	Training - Video Conference - Business Hours	Training - Video Conference - Business Hours - PER HOUR:	Included	4	\$97.00	\$388.00

Part #	Item	Description	Included or Optional	Product Qty.	MSRP Unit Price	Extended Price
800-5340	BluSKY Database Construction Services	BluSKY Database Construction Services - Min: 4 hrs. - PER HOUR:	Included	12	\$145.00	\$1,740.00
						Total Hardware & Software \$3,340.00
						Total - Professional Services \$5,500.00
						Total - Third Party \$0.00
						GRAND TOTAL \$8,840.00
						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	Optional	1,000	\$0.54	\$0.00
817-0320	Reader	Required for every reader	Per Reader	Included	32	\$120.65	\$3,861.00
817-1080	Power Management	Power Management.	per Device	Optional	1	\$200.00	\$0.00
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	\$243.05	\$243.05
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	\$486.10	\$486.10
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	\$972.20	\$972.20

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TOTAL ANNUAL LICENSES	<u>\$6,563.00</u>
Monthly	<u>\$546.92</u>