# BluBØX - Quotation

| | |
|---|---|
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|---|---|
| TO: | |
| Title: | |
| Company: | |
| Phone: | |
| Mobile: | |
| Email: | |

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|---|---|
| CC: | |
| Title: | |
| Company: | |
| Phone: | |
| Mobile: | |
| Email: | |

Document Rev 15.8

**FOR**

A BluB0X System Upgrade

Mercury based Takeover-64 readers

**AT**

100 Main Street, USA

**PRESENTED TO**

**ABC Company**

| | | | |
|---|---|---|---|
| **Quote #** | LL- | **Rev #** | 01-JT |
| **Quote Date:** | 11-Aug-2017 | **Valid Until:** | 11-Nov-2017 |

# BluBØX - Quotation Summary

## Hardware & Services

| | | |
|---|---|---|
| Total Hardware | | $6,156 |
| Total BluBØX Professional Services | | $7,756 |
| **Total Hardware and Services** | | **$13,912** |
| | | |
| Shipping | 4.0% | $247 |
| | | |
| **Total Hardware & Services** | | **$14,159** |

*Includes Shipping but NOT Tax*

## 1st Year Annual Costs

| | | *Monthly* |
|---|---|---|
| BluSKY Licenses | $10,057 | $838 |
| System Support | $801 | $67 |
| HaaS Plan: $1539 /Yr. - Not Included | $0 | $0 |
| ERP Plan:   $924 /Yr. - Not Included | $0 | $0 |
| **Total 1st Year Annual Costs** | **$10,858** | $905 |

*Includes BluSKY Licenses - Includes Support*

| | |
|---|---|
| **TOTAL Hardware, Services & 1st Year Annual Costs** | **$25,017** |

*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 |

# BluBØX - Hardware & Services

| Part # | Item | Description | Included or Optional | Product Qty. | MSRP Unit Price | Extended Price |
|---|---|---|---|---|---|---|
| 670-1463 | FPO150-B100D8PM8PNL4E4M1 w P/S | BluB0X E4M1 Enclosure - 24x20x4.5 - w/an FPO150-B100D8PM8PNL4 4A/12V & 8A/24V dual Power Supply, w/ 8 Class II, and an 8 channel lock control. | Optional | 2 | $1,075.00 | $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 | 2 | $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 | 60 | $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 | 31 | $176.00 | $5,456.00 |
| **BluBØX PROFESSIONAL SERVICES** | | | | | | |
| 800-8020 | On Site SR Tech Support - Excl. T&M - Business Hours | Technicial Support - On-Site - Manager-Level - Excludes Travel & Lodging - Business Hours - Min: 4 hrs. - PER HOUR: | Included | 24 | $97.00 | $2,328.00 |
| 800-1225 | Project Management - Business Hours | Project Management - Remote - Business Hours - Min: 4 hrs. -PER HOUR: | Included | 16 | $182.00 | $2,912.00 |
| 800-0400 | Training - Video Conference - Business Hours | Training - Video Conference - Business Hours - PER HOUR: | Included | 8 | $97.00 | $776.00 |

| 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 | $6,156.00 |
| Total - Professional Services | $7,756.00 |
| Total - Third Party | $0.00 |
| **GRAND TOTAL** | **$13,912.00** |
| Total - Out of Pocket Expenses | $0.00 |

| Part # | BluSKY License | Description | Unit Qantity | 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 | 2,000 | $0.79 | $1,575.00 |
| 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 | 64 | $91.78 | $5,874.00 |
| 817-1080 | Power Management | Power Management. | per Device | Optional | 2 | $127.97 | $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 | $372.45 | $372.45 |
| 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 | $744.90 | $744.90 |
| 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 | $1,489.80 | $1,489.80 |

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|  | TOTAL ANNUAL LICENSES | $10,057.00 |
|---|---|---|
|  | *Monthly* | $838.08 |