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FOR

A New BluBOX System
 8 Door Edge PACS with Cloud and Local Video

AT

9 Bartlet Street, Suite 334 Andover, MA 01810

PRESENTED TO

System Integrators

Quote #	LL- 8DE-CLV	Rev #	1
Quote Date:	7-Mar-2017	Valid Until:	7-Jun-2017

Hardware & Services

Total Hardware		\$21,291
Total BluBØX Professional Services		\$5,532
Total Hardware and Services		\$26,823
Shipping	4.0%	\$852
Total Hardware & Services		\$27,675

Includes Shipping but NOT Tax

1st Year Annual Costs

BluSKY Licenses		\$4,993
System Support	13.0%	\$2,768
HaaS Plan: \$5323 /Yr. - Not Included		\$0
ERP Plan: \$5323 /Yr. - Not Included		\$0
Total 1st Year Annual Costs		\$7,761

Including BluSKY Licenses

TOTAL Hardware, Services & Annual Costs	\$35,436
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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
221-1900	IR Pro Dome Camera w/ Focus/Zoom - 2.0MP, MZF 3.0-10.5mm	Remote Focus and Zoom IR Pro Dome Camera-(MS-C2972-FIPMB) 2.0MP, Motorized Zoom Lens 3.0-10.5mm	Included	8	\$625.00	\$5,000.00
228-0100	BCDM02-VA-I3-1TB	BluSTONE NVR - 16 Cameras - mini desktop - Core i3 - Windows 7 Pro 64 bit - 4GB RAM - 128GB SSD - 1TB 7200RPM SATA - 1x 1GbE - 2 x 65Watt - 1.3"H x 6.9"W x7"D	Included	1	\$1,568.00	\$1,568.00
670-1440	FPO150-B100C4D8PE4M w P/S + Dist	BluBOX E4M Enclosure - 24x20x4.5 - w/ an FPO150-B100C4D8P 4A/12V & 4A/24V dual voltage PS, a 4 channel lock control, and an 8 channel power distributor	Included	1	\$769.00	\$769.00
751-2000	1501E-2R/6I/4O	Edge Solution - Two reader/Six input/Four output system	Included	1	\$1,380.00	\$1,380.00
751-3000	51E-1R/4I/2O-EXP	Edge Solution - One reader/Four input/Two Output system add-on	Included	6	\$530.00	\$3,180.00
160-2200	Reader - HID RP40 iClass SE/Prox Wall Switch Wiegand Legacy	Reader - HID RP40 iClass SE/Prox Wall Switch Wiegand Legacy	Included	8	\$267.00	\$2,136.00
400-1000	Router - CradlePoint MBR1200B Broadband Router	Router - CradlePoint MBR1200B Broadband Router	Included	1	\$434.00	\$434.00
410-1600	24 Port Managed Gigabit Switch + POE - RM	Switch - HP ProCurve Switch 2920-24G+PoE (J9727A)	Included	1	\$3,239.00	\$3,239.00

Part #	Item	Description	Included or Optional	Product Qty.	MSRP Unit Price	Extended Price
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
320-1000	Card - HID iClass w/ slot - 26 bit, F/C 201	Card - HID iClass Composite PVC 2K/2Appl Areas Programed 26 bit FC 201 Blank Front and Back Matching sequential numbers horizontal slot	Included	750	\$4.30	\$3,225.00
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
800-1225	Project Management - Business Hours	Project Management - Remote - Business Hours - Min: 4 hrs. -PER HOUR:	Included	8	\$182.00	\$1,456.00
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	4	\$146.00	\$584.00

Total Hardware & Software	\$21,291.00
Total - Professional Services	\$5,532.00
Total - Third Party	\$0.00
GRAND TOTAL	<u>\$26,823.00</u>
Total - Out of Pocket Expenses	\$0.00

Avail.	Part #	BluSKY License	Description	Unit Quantity	Included or Optional	Quantity	MSRP Unit Price	Extended Price
Yes	817-0100	Platform	Security system infrastructure and database usage. Required for any use of BluSKY. Base on number of ACTIVE users in the database, excluding deleted and suspended. Pre Requisite for any other BluSKY license.	per User	Included	500	\$1.33	\$665.00
Yes	817-0120	User Photo & Badge Printing	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	Included	500	\$0.63	\$316.00
Yes	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
Yes	817-0320	Access Control	Per-Reader license - provides all the access control core functionality	Per Reader	Included	8	\$145.00	\$1,160.00
Yes	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	8	\$23.65	\$189.00
Yes	817-0700	Local + Cloud Video	Per Camera license - Connection of the camera to a BluSTONE(local) or to the BluMILE(Cloud) NVR, and transmission of video events to BluSKY for recording and playback.	per Camera	Included	8	\$195.08	\$1,561.00
Yes	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	\$434.10	\$434.10
Q4 2016	817-1220	System Health	System health functionality - includes 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	\$217.05	\$217.05

TOTAL ANNUAL LICENSES
\$4,993.00