BluBØX - Quotation

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CC:	
Title:	
Company:	
Phone:	
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14.7.5

FOR

A New BluB0X System

BluBØX Destination Access Control Interface

AT

PRESENTED TO

Montgomery Lands

456 Montgomery Street San Francisco, CA 94111

Quote #	LL	**Rev #**	
Quote Date:	14-Apr-2017	**Valid Until:**	14-Jul-2017

BluBØX - Quotation Summary

Total Hardware	$61,355
Total BluBØX Professional Services	$17,604
Total Hardware and Services	**$128,301**

Includes Shipping but NOT Tax

1st Year Annual Costs

BluSKY Licenses	$20,779
System Support	$7,977
HaaS Plan: $15339 /Yr. - Not Included	$0
ERP Plan: $15339 /Yr. - Not Included	$0
Total 1st Year Annual Costs	**$28,756**

Includes BluSKY Licenses - Includes Support

TOTAL Hardware, Services & 1st Year Annual Costs	**$159,512**

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 Blub0X 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
752-6200	1502-4R/16I/10O-E4MLPM	Four reader system/Sixteen input/Ten output system w/ managed lock power and power management - Kit: 1 x EP1502 & 1 x MR52 w/ locking 8 door encl with tamp & wiring kit. Managed lock power/ Power mon & control. Expand to 8 readers with 2 x MR52.	Included	1	$3,566.00	$3,566.00
770-1005	8 Car - 1 CPU DDE Kit	Destination Dispatch Processor Kit - Up to 8 Elevator Cars - Single Processor System - includes BluB0X Destination Dispatch Elevator Integration Software - installation & commissioning requires Professional Services Item # 800-5125.	Included	1	$14,500.00	$14,500.00
221-1900	Pro Dome Camera - Remote Focus and Zoom IR (Microphone/P-Iris/7~22mm Lens Special Order)	Pro Dome Camera - Remote Focus and Zoom IR - (Microphone/P-Iris/7~22mm Lens Special Order) - 1920x1080 @30fps - Motorized Zoom Lens 7-22mm - Color: 0.002Lux @F1.2 - POE - SD Card - 140dB - H.264 / H.265	Included	23	$647.50	$14,892.50
450-2400	Monitor LCD 21" - No Touch - Desktop	Monitor LCD 21" - No Touch - Desktop	Included	1	$407.00	$407.00
460-1000	PC - Dell Optiplex Micro i3 Proc 8GB 500GB HD	PC - Dell Optiplex SFF i3 Proc 8GB 500GB HD	Included	1	$1,075.00	$1,075.00
770-5200	Converter - 3 Readers	Converter -Three Readers (centralized - mounts in EMR) - (Requires an enclosure and power supply)	Included	11	$650.00	$7,150.00
670-1360	FPO75-D8PE4M1 Encl w P/S + Dist	BluB0X E4M1 Enclosure - 24x20x4.5 - w/ an FPO75-D8P 6A/12V or 3A/24V Power Supply and an 8 channel power distributor	Included	2	$664.00	$1,328.00
670-1260	E4M1 24x20x4.5 Enclosure	BluB0X E4M1 Enclosure - 24x20x4.5 - for up to 12 Mercury boards - studs on the door	Included	2	$559.00	$1,118.00

Part #	Item	Description	Included or Optional	Product Qty.	MSRP Unit Price	Extended Price
228-0400	BluSTONE NVR - BCDSF01-VA-15-2TB	BluSTONE NVR - 24 Cameras - Small Form Factor - Core i5-6500 - Windows 7 Pro 64 bit - 4GB RAM - 128GB SSD - 2TB 7200RPM SATA - 1x 1GbE - 180Watt - 3.7"H x 10.6"W x 11.8"D	Included	1	$1,848.00	$1,848.00
482-1000	Paper Badge Printer - Ethernet - Prints visitor photos IDs on paper or card stock badges	Printer - Paper Badges - Zebra GK420T USB - GK42-102511-000 - requires USB Cable	Included	1	$751.00	$751.00
160-1800	Reader - HID R15 iClass SE Mullion Wiegand Legacy	Reader - HID R15 iClass SE Mullion Wiegand Legacy	Included	31	$231.00	$7,161.00
160-1900	Reader - HID R40 iClass SE Wall Switch Wiegand Legacy	Reader - HID R40 iClass SE Wall Switch Wiegand Legacy	Included	4	$231.00	$924.00
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
410-2200	Netgear ProSafe FS108P 8 port 10/100 Switch (4 PoE)	Netgear ProSafe FS108P 8 port 10/100 Switch (4 PoE)	Included	1	$168.00	$168.00
410-1600	24 Port Managed Gigabit Switch + POE - RM	Switch - HP ProCurve Switch 2920-24G+PoE (J9727A)	Included	1	$3,238.00	$3,238.00
320-1220	HID - 2080PMSMV iClass 2Kx2App Areas Clamshell Matching FC143 - QTY 50	HID - 2080PMSMV iClass 2Kx2App Areas Clamshell Matching FC143	Included	20	$131.00	$2,620.00

Part #	Item	Description	Included or Optional	Product Qty.	MSRP Unit Price	Extended Price
313-0555	Zebra Visitor Badge Printer Supplies - With clip hole	Zebra Visitor Badge Printer Supplies - With Clip Hole	Included	8	$31.00	$248.00
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	80	$97.00	$7,760.00
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
800-5340	BluSKY Database Construction Services	BluSKY Database Construction Services - Min: 4 hrs. - PER HOUR:	Included	22	$145.00	$3,190.00
800-5125	DDE Destination Dispatch Installation Support - FLAT RATE	Destination Dispatch Installation - Professional Support - FLAT RATE	Included	1	$2,966.00	$2,966.00
THIRD PARTY SERVICES						
NPBI-36	Third Party Services	Electrical Work	Included		$49,342.00	$49,342.00

Total Hardware & Software	$61,355.00
Total - Professional Services	$17,604.00
Total - Third Party	$49,342.00

Part #	Item	Description	Included or Optional	Product Qty.	MSRP Unit Price	Extended Price
					GRAND TOTAL	$128,301.00

Total - Out of Pocket Expenses $0.00

BluBØX - BluSKY Licenses

Avail.	Part #	BluSKY License	Description	Unit Qantity	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. Based on number of ACTIVE users in the database, excluding deleted and suspended. Pre-equisite for any other BluSKY license.	per User	Included	2,000	$0.79	$1,575.00
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	Reader	Per-Reader license - provides all the access control core functionality	Per Reader	Included	35	$116.12	$4,064.00
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	23	$165.53	$3,807.00
Yes	817-0760	NVR Integration	Per Camera license - Connection of the camera to a local NVR for recording. Includes ability to configure the camera and the video events in BluSKY. Under this license, no video is sent to BluSKY, or available for playback in BluSKY.	per Camera	Included	23	$33.16	$763.00
Yes	817-0780	DDE	License based on # of elevators - License covers the on-going integration and support of a DDE system.	per Elevator	Included	1	$3,000.00	$3,000.00
Yes	817-0820	Visitor Processing	License covers visitor pre-registration, visitor admission, watchlist checking, visitor badge printing. Optional features: visitor/vendor photos - credential capture, BluPASS credentials, vendor processing and RAND licenses.	per User per Facility	Included	500	$5.53	$2,764.00
Yes	817-1080	Power Management	Per-Device Power Management License.	Per Device per Facility	Included	1	$200.00	$200.00
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	$1,662.30	$1,662.30

BluBØX - BluSKY Licenses

Avail.	Part #	BluSKY License	Description	Unit Qantity	Included or Optional	Quantity	MSRP Unit Price	Extended Price
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	$831.15	$831.15
						TOTAL ANNUAL LICENSES		############