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14.7.5

FOR

A New BluBOX System
 4 Car DDE PACS-Connected to DDE System

AT

9 Bartlet Street, Suite 334 Andover, MA 01810

PRESENTED TO

System Integrators

Quote #	LL-	Rev #	
Quote Date:	21-Apr-2017	Valid Until:	21-Jul-2017

Hardware & Services

Total Hardware		\$28,835
Total BluBØX Professional Services		\$14,626
Total Hardware and Services		\$43,461
Shipping	4.0%	\$1,154
Total Hardware & Services		\$44,615

Includes Shipping but NOT Tax

1st Year Annual Costs

BluSKY Licenses		\$9,058
System Support		\$3,749
HaaS Plan: \$7209 /Yr. - Not Included		\$0
ERP Plan: \$7209 /Yr. - Not Included		\$0
Total 1st Year Annual Costs		\$12,807

Includes BluSKY Licenses - Includes Support

TOTAL Hardware, Services & 1st Year Annual Costs	\$57,422
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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
770-2000	4 Car - 2 CPU DDE Kit	Destination Dispatch Processor Kit - Up to 4 Elevator Cars - Dual Processor System - includes BluBØX Destination Dispatch Elevator Integration Software - installation & commissioning requires Professional Services Item # 800-5125.	Included	1	\$17,500.00	\$17,500.00
670-1463	FPO150-B100D8PM8PNL4E4M1 w P/S	BluBØX 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.	Included	1	\$1,075.00	\$1,075.00
160-2200	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	Included	1	\$434.00	\$434.00
410-1400	8 Port Unmanaged Gigabit Switch	Switch - HP ProCurve Switch 1410-8G (J9559A)	Included	1	\$132.00	\$132.00
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	20	\$214.00	\$4,280.00
BluBØX 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	16	\$145.00	\$2,320.00
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	\$28,835.00
Total - Professional Services	\$14,626.00
Total - Third Party	\$0.00
GRAND TOTAL	\$43,461.00

Total - Out of Pocket Expenses	\$0.00
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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. Based on number of ACTIVE users in the database, excluding deleted and suspended. Pre-requisite for any other BluSKY license.	per User	Included	750	\$1.12	\$841.00
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	19	\$145.00	\$2,755.00
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	817-1080	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	\$724.60	\$724.60
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	\$362.30	\$362.30

TOTAL ANNUAL LICENSES

\$9,058.00