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Document Rev 15.8

FOR

A New BluBOX System

24 Car DDE-Readers connected to security system (2 readers/floor)

AT

100 Main Street, USA

PRESENTED TO

ABC Company

Quote # LL- 1

Rev # 2-JT

Quote Date: 10-Aug-2017

Valid Until: 10-Nov-2017

Hardware & Services

Total Hardware		\$101,755
Total BluBOX Professional Services		\$29,368
Total Hardware and Services		\$131,123
Shipping	4.0%	\$4,071
Total Hardware & Services		\$135,194

Includes Shipping but NOT Tax

1st Year Annual Costs

BluSKY Licenses	\$17,804	<i>Monthly</i> \$1,484
System Support	\$13,229	\$1,102
HaaS Plan: \$25439 /Yr. - Not Included	\$0	\$0
ERP Plan: \$15264 /Yr. - Not Included	\$0	\$0
Total 1st Year Annual Costs	\$31,033	\$2,586

Includes BluSKY Licenses - Includes Support

TOTAL Hardware, Services & 1st Year Annual Costs **\$166,227**

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
770-2020	24 Car - 2 CPU DDE Kit	Destination Dispatch Processor Kit - Up to 24 Elevator Cars - Dual Processor System - includes BluBOX Destination Dispatch Elevator Integration Software - installation & commissioning requires Professional Services Item # 800-5125.	Included	1	\$37,500.00	\$37,500.00
770-5600	Converter - 15 Reader kit - w/ FPO150-B100D8PM8PNL4E4M1-NLKIT	Converter Kit - Supports 6 Readers - Includes an E4M1 Enclosure with power and power management. Needed for DDE or Person Reader Applications	Included	6	\$3,144.00	\$18,864.00
160-2200	Reader - HID RP40 iClass SE/Prox Wall Switch Wiegand Legacy	Reader - HID RP40 iClass SE/Prox Wall Switch Wiegand Legacy	Included	88	\$266.00	\$23,408.00
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	Optional	1	\$434.00	\$0.00
410-1500	24 Port Managed Gigabit Switch - RM	Switch - HP ProCurve Switch 2920-24G (J9726A)	Included	1	\$2,363.00	\$2,363.00
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	90	\$214.00	\$19,260.00
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	72	\$97.00	\$6,984.00

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	70	\$182.00	\$12,740.00
800-0400	Training - Video Conference - Business Hours	Training - Video Conference - Business Hours - PER HOUR:	Included	24	\$97.00	\$2,328.00
800-5340	BluSKY Database Construction Services	BluSKY Database Construction Services - Min: 4 hrs. - PER HOUR:	Included	30	\$145.00	\$4,350.00
800-5125	DDE Destination Dispatch Installation Support - FLAT RATE	Destination Dispatch Installation - Professional Support - FLAT RATE	Included	1	\$2,966.00	\$2,966.00
<div> <div>Total Hardware & Software</div> <div>Total - Professional Services</div> <div>Total - Third Party</div> <div>GRAND TOTAL</div> </div>						<div>\$101,755.00</div> <div>\$29,368.00</div> <div>\$0.00</div> <div>\$131,123.00</div>
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	3,500	\$0.66	\$2,307.00
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
817-0320	Reader	Required for every reader	Per Reader	Included	88	\$82.17	\$7,231.00
817-0780	DDE	Interface to a Destination Dispatch Elevator (DDE) System License. Covers the on-going integration and support of a DDE interface.	per Elevator	Included	1	\$3,000.00	\$3,000.00
817-1080	Power Management	Power Management.	per Device	Included	1	\$200.00	\$200.00
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	\$659.40	\$659.40
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	\$1,318.80	\$1,318.80
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	\$2,637.60	\$2,637.60

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TOTAL ANNUAL LICENSES	#####
Monthly	<u>\$1,483.67</u>