

FROM:	Lynda Lewis
Title:	Internal Sales
Phone:	844-425-8209-X707
Mobile:	631-480-5416
Email:	llewis@blub0x.com
TO:	
Title:	
Company:	
Phone:	
Mobile:	
Email:	
CC:	
Title:	
Company:	
Phone:	
Mobile:	
Email:	

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FOR

A New BluBOX System
28 Car Destination Dispatch Kit

AT

9 Bartlet Street, Suite 334 Andover, MA 01810

PRESENTED TO

System Integrators

Quote #	LL- 28DDE-SS	Rev #	1
Quote Date:	7-Mar-2017	Valid Until:	7-Jun-2017

Hardware & Services

Total Hardware		\$68,521
Total BluBØX Professional Services		\$32,406
Total Hardware and Services		\$100,927

Shipping	4.0%	\$2,741
Total Hardware & Services		\$103,668

Includes Shipping but NOT Tax

1st Year Annual Costs

BluSKY Licenses		\$12,823
System Support	13.0%	\$8,908
HaaS Plan: \$17131 /Yr. - Not Included		\$0
ERP Plan: \$17131 /Yr. - Not Included		\$0

Total 1st Year Annual Costs		\$21,731
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Including BluSKY Licenses

TOTAL Hardware, Services & Annual Costs	\$125,399
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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
770-5700	Converter - 18 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	3	\$3,417.00	\$10,251.00
770-1025	25+ Car - 1 CPU DDE Kit	Destination Dispatch Processor Kit - 25 Elevator Cars or More - Single Processor System - includes BluBOX Destination Dispatch Elevator Integration Software - installation & commissioning requires Professional Services Item # 800-5125.	Included	1	\$16,229.00	\$16,229.00
160-2200	Reader - HID RP40 iClass SE/Prox Wall Switch Wiegand Legacy	Reader - HID RP40 iClass SE/Prox Wall Switch Wiegand Legacy	Included	49	\$267.00	\$13,083.00
400-1000	Router - CradlePoint MBR1200B Broadband Router	Router - CradlePoint MBR1200B Broadband Router	Included	1	\$434.00	\$434.00
410-1500	24 Port Managed Gigabit Switch - RM	Switch - HP ProCurve Switch 2920-24G (J9726A)	Included	1	\$2,364.00	\$2,364.00
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
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	6,000	\$4.30	\$25,800.00
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	80	\$97.00	\$7,760.00

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	78	\$182.00	\$14,196.00
800-0400	Training - Video Conference - Business Hours	Training - Video Conference - Business Hours - PER HOUR:	Included	32	\$97.00	\$3,104.00
800-5340	BluSKY Database Construction Services	BluSKY Database Construction Services - Min: 4 hrs. - PER HOUR:	Included	30	\$146.00	\$4,380.00
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	\$68,521.00
Total - Professional Services	\$32,406.00
Total - Third Party	\$0.00
GRAND TOTAL	<u>\$100,927.00</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	4,000	\$0.63	\$2,532.00
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	49	\$101.39	\$4,968.00
Yes	817-0780	DDE	License based on # of elevators - License covers the on-going integration and support of a DDE system.	Fixed Price up to X Elevators	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	\$1,115.00	\$1,115.00
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	\$557.50	\$557.50

TOTAL ANNUAL LICENSES

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