

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:	

14.7.5

FOR

A New BluBOX System
Turnkey Security system for 795 Folsom Street

AT

PRESENTED TO

Union Property Capital
795 Folsom Street, San Francisco CA 94107

Quote # LL-

Rev #

Quote Date: 14-Apr-2017

Valid Until: 14-Jul-2017

Hardware & Services

Total Hardware		\$36,774
Total BluBØX Professional Services		\$46,658
Total 3rd Party Services		\$60,388
Total Hardware and Services		\$143,820

Shipping	4.0%	\$1,471
----------	------	---------

Total Hardware & Services		\$145,291
--------------------------------------	--	------------------

Includes Shipping but NOT Tax

1st Year Annual Costs

BluSKY Licenses		\$18,397
System Support		\$5,517
HaaS Plan: \$9194 /Yr. - Not Included		\$0
ERP Plan: \$9194 /Yr. - Not Included		\$0

Total 1st Year Annual Costs		\$23,914
------------------------------------	--	-----------------

Includes BluSKY Licenses - Includes Support

TOTAL Hardware, Services & 1st Year Annual Costs		\$169,205
-------------------------------------------------------------	--	------------------

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
752-1300	1501-1R/2I/2O-E2MLPM	One reader/Two input/Two output system w/ managed lock power and power management	Included	1	\$1,551.00	\$1,551.00
770-1000	4 Car - 1 CPU DDE Kit	Destination Dispatch Processor Kit - Up to 4 Elevator Cars - Single Processor System - includes BluBOX Destination Dispatch Elevator Integration Software - installation & commissioning requires Professional Services Item # 800-5125.	Included	1	\$11,500.00	\$11,500.00
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	18	\$647.50	\$11,655.00
450-2400	Monitor LCD 21" - No Touch - Desktop	Monitor LCD 21" - No Touch - Desktop	Included	3	\$407.00	\$1,221.00
460-1020	PC - Dell Optiplex SFF i3 Proc 8GB 256GB SSD	PC - Dell Optiplex SFF i3 Proc 8GB 256GB SSD	Included	1	\$1,309.00	\$1,309.00
460-1000	PC - Dell Optiplex Micro i3 Proc 8GB 500GB HD	PC - Dell Optiplex SFF i3 Proc 8GB 500GB HD	Included	2	\$1,075.00	\$2,150.00
140-2800	Panic Button - Single Gang Red Mushroom	Panic Button - Single Gang Red Mushroom	Included	2	\$149.00	\$298.00
228-0700	BluSTONE NVR - BCDSF01-VA-15-8TB	BluSTONE NVR - 24 Cameras - Small Form Factor - Core i5-6500 - Windows 7 Pro 64 bit - 4GB RAM - 128GB SSD - 8TB 7200RPM SATA - 180Watt - 1x 1GbE - 1.3"H x 6.9"W x7"D	Included	1	\$2,530.00	\$2,530.00

Part #	Item	Description	Included or Optional	Product Qty.	MSRP Unit Price	Extended Price
160-2200	Reader - HID RP40 iClass SE/Prox Wall Switch Wiegand Legacy	Reader - HID RP40 iClass SE/Prox Wall Switch Wiegand Legacy	Included	1	\$266.00	\$266.00
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
410-1600	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	2	\$131.00	\$262.00
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	280	\$97.00	\$27,160.00
800-1225	Project Management - Business Hours	Project Management - Remote - Business Hours - Min: 4 hrs. -PER HOUR:	Included	60	\$182.00	\$10,920.00
800-0400	Training - Video Conference - Business Hours	Training - Video Conference - Business Hours - PER HOUR:	Included	16	\$97.00	\$1,552.00

Part #	Item	Description	Included or Optional	Product Qty.	MSRP Unit Price	Extended Price
800-5340	BluSKY Database Construction Services	BluSKY Database Construction Services - Min: 4 hrs. - PER HOUR:	Included	28	\$145.00	\$4,060.00
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 Electrical	Third Party Electrical	Included		\$9,500.00	\$9,500.00
NPBI-37	Third Party Elevator Work	Third Party Elevator Work	Included		\$11,000.00	\$11,000.00
NPBI-38	Third Party Lock Work	Third Party Lock Work	Included		\$39,888.00	\$39,888.00

Total Hardware & Software	\$36,774.00
Total - Professional Services	\$46,658.00
Total - Third Party	\$60,388.00
GRAND TOTAL	<u>\$143,820.00</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. Based on number of ACTIVE users in the database, excluding deleted and suspended. Pre-requisite for any other BluSKY license.	per User	Included	1,000	\$1.00	\$1,000.00
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	18	\$145.00	\$2,610.00
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	4	\$27.81	\$111.00
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	18	\$171.01	\$3,078.00
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	18	\$35.97	\$647.00
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	1,000	\$3.62	\$3,621.00
Yes	817-1080	Power Management	Per-Device Power Management License.	Per Device per Facility	Included	1	\$200.00	\$200.00

Avail.	Part #	BluSKY License	Description	Unit Quantity	Included or Optional	Quantity	MSRP Unit Price	Extended Price
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	\$1,471.70	\$1,471.70
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	\$735.85	\$735.85

TOTAL ANNUAL LICENSES

#####