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Document Rev 15.8

FOR

A New BluBOX System

8 Reader-Single location/single floor- Access + Alarms+Video+Vendor+DDE

AT

100 Main Street, USA

PRESENTED TO

ABC Company

Quote # LL-

Rev # 01-JT

Quote Date: 11-Aug-2017

Valid Until: 11-Nov-2017

Hardware & Services

Total Hardware		\$45,380
Total BluBØX Professional Services		\$27,949
Total Hardware and Services		\$73,329

Shipping 4.0% \$1,816

Total Hardware & Services **\$75,145**

Includes Shipping but NOT Tax

1st Year Annual Costs

		Monthly
BluSKY Licenses	\$17,857	\$1,488
System Support	\$5,900	\$492
HaaS Plan: \$11345 /Yr. - Not Included	\$0	\$0
ERP Plan: \$6807 /Yr. - Not Included	\$0	\$0

Total 1st Year Annual Costs **\$23,757** **\$1,980**

Includes BluSKY Licenses - Includes Support

TOTAL Hardware, Services & 1st Year Annual Costs **\$98,902**

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
770-2005	8 Car - 2 CPU DDE Kit	Destination Dispatch Processor Kit - Up to 8 Elevator Cars - Dual Processor System - includes BluBOX Destination Dispatch Elevator Integration Software - installation & commissioning requires Professional Services Item # 800-5125.	Included	1	\$20,500.00	\$20,500.00
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	4	\$647.50	\$2,590.00
490-1001	Web Cam 2D	Web Cam - Logitech HD Pro Webcam C920	Included	2	\$140.00	\$280.00
770-5900	Converter - 24 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	1	\$4,050.00	\$4,050.00
228-0100	BluSTONE NVR - BCDM02-VA-I3-1TB	BluSTONE NVR - 16 Cameras - mini desktop - Core i3 - Windows 7 Pro 64 bit - 4GB RAM - 128GB SSD - 1TB 7200RPM SATA - 1x 1GbE - 2 x 65Watt - 1.3"H x 6.9"W x7"D	Included	1	\$1,568.00	\$1,568.00
483-2000	PVC Printer - USB & Ethernet - Prints Visitor IDs on PVC cards	Printer - PVC - Evolis PM1H0000BS Primacy Simplex Expert Single Sided PhotoID Printer Blue - USB & Ethernet	Included	2	\$2,766.00	\$5,532.00
165-0200	Prox Plus-USB	Reader - Enrollment - RF Ideas- pcProx+ Enroll - RF proximity / SMART card reader - USB	Included	2	\$250.00	\$500.00
160-2200	Reader - HID RP40 iClass SE/Prox Wall Switch Wiegand Legacy	Reader - HID RP40 iClass SE/Prox Wall Switch Wiegand Legacy	Included	12	\$266.00	\$3,192.00

Part #	Item	Description	Included or Optional	Product Qty.	MSRP Unit Price	Extended Price
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
400-1000	Router - CradlePoint MBR1200B Broadband Router	Router - CradlePoint MBR1200B Broadband Router	Optional	1	\$434.00	\$0.00
410-1400	8 Port Unmanaged Gigabit Switch	Switch - HP ProCurve Switch 1410-8G (J9559A)	Optional	2	\$132.00	\$0.00
775-0100	Video Viewing Station	Video Viewing Station	Optional	1	\$1,690.00	\$0.00
773-1200	Visitor Admission Station - PC-Based - With PVC Badging	Visitor Admission Station - PC-Based - With PVC Badging	Optional	1	\$4,811.00	\$0.00
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	30	\$214.00	\$6,420.00
320-4051	Credential - MiFare PVC 1K Cards - Un-encoded - - QTY100	Credential - MiFare Printable 1K Cards 1 Kbyte 16 sectors 4 blocks 100pk	Included	5	\$44.00	\$220.00
BluBOX PROFESSIONAL SERVICES						

Part #	Item	Description	Included or Optional	Product Qty.	MSRP Unit Price	Extended Price
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	65	\$97.00	\$6,305.00
800-1225	Project Management - Business Hours	Project Management - Remote - Business Hours - Min: 4 hrs. -PER HOUR:	Included	50	\$182.00	\$9,100.00
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	50	\$145.00	\$7,250.00
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						\$45,380.00
Total - Professional Services						\$27,949.00
Total - Third Party						\$0.00
GRAND TOTAL						\$73,329.00
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	500	\$1.33	\$665.00
817-0120	Photo ID Badging	Capture and storage of user and vendor photos and printing of Photo-ID Badges. Pre-Requisite for on-screen Photo-ID Verification, Biometric Log In, and Person Readers.	per User in a System	Optional	500	\$0.63	\$0.00
817-0860	Visitor/Vendor ID	Capture and Storage of visitor or Vendor Drivers License information - First and Last Name and photo of license. Requires an ID Scanner, Part # 490-9004 or xxx-xxxx. Pre-Requisite: 817-0820	per User per Facility	Included	500	\$0.41	\$205.00
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
817-0840	Visitor Photo & Badging	Capture and storage of visitor photos. Includes the ability to take photos with smartphones, tablets and 2D/3D webcams. Printing of visitor Photo ID badges. Pre-Requisite: 817-0820	per User per Facility	Included	500	\$0.41	\$205.00
817-0960	Vendor Processing	Vendor invitations and admissions functionality.	per User per Facility	Included	500	\$1.50	\$748.00
817-1000	Vendor Photo & Badging	Capture and storage of vendor photos. Includes the ability to take photos with smartphones, tablets and 2D/3D webcams. Printing of visitor Photo ID badges. Pre-Requisite: 817-0960	per User per Facility	Included	500	\$0.19	\$93.00
817-0950	Vendor Management	Vendor services, Vendor approval status, Vendor COI status.	per Vendor Co. per Facility	Included	500	\$3.50	\$1,750.00
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

Part #	BluSKY License	Description	Unit Quantity	Included or Optional	Quantity	MSRP Unit Price	Extended Price
817-0320	Reader	Required for every reader	Per Reader	Included	12	\$145.00	\$1,740.00
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
817-0600	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	8	\$23.65	\$189.00
817-0760	Local NVR Integration	Connection of one camera to a local NVR (other than BluSTONE) 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	4	\$75.00	\$300.00
817-0700	Local + Cloud Video	Connection of one 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	4	\$229.43	\$918.00
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	\$661.35	\$661.35
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	\$1,322.70	\$1,322.70
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-BOX.	% other Licenses	Included	1	\$2,645.40	\$2,645.40

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TOTAL ANNUAL LICENSES \$17,857.00

Part #	BluSKY License	Description	Unit Quantity	Included or Optional	Quantity	MSRP Unit Price	Extended Price
						Monthly	\$1,488.08