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FOR

A New BluBOX System
32 Cameras Video with Video Analytics

AT

9 Bartlet Street, Suite 334 Andover, MA 01810

PRESENTED TO

System Integrators

Quote #	LL- 32 CVA	Rev #	1
Quote Date:	7-Mar-2017	Valid Until:	7-Jun-2017

Hardware & Services

Total Hardware		\$44,505
Total Hardware and Services		\$54,999

Shipping	4.0%	\$1,781
Total Hardware & Services		\$56,780

Includes Shipping but NOT Tax

1st Year Annual Costs

BluSKY Licenses		\$5,646
System Support	13.0%	\$5,786
HaaS Plan: \$11127 /Yr. - Not Included		\$0
ERP Plan: \$11127 /Yr. - Not Included		\$0

Total 1st Year Annual Costs		\$11,432
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Including BluSKY Licenses

TOTAL Hardware, Services & Annual Costs		\$68,212
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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 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
221-1900	IR Pro Dome Camera w/ Focus/Zoom - 2.0MP, MZF 3.0-10.5mm	Remote Focus and Zoom IR Pro Dome Camera-(MS-C2972-FIPMB) 2.0MP, Motorized Zoom Lens 3.0-10.5mm	Included	32	\$625.00	\$20,000.00
228-1100	BCDSF03-VA-17-16TB	BluSTONE NVR - 32 Cameras - Small Form Factor - Core i5-6700 - Windows 7 Pro 64 bit - 8GB RAM - 128GB SSD - 2x8TB 7200RPM SATA - 240Watt - 1x 1GbE - 3.9"H x 13.3"W x 15"D	Included	1	\$4,293.00	\$4,293.00
226-0500	VAP - 32C/12A/4Core	Video Analytics Processor - 32 Cam/12 Analytics - 8 Core CPU/16GB	Included	2	\$5,960.00	\$11,920.00
410-1800	48 Port Managed Gigabit Switch + POE - RM	Switch - HP ProCurve Switch 2920-48G+PoE 740W (J9836A)	Included	1	\$6,601.00	\$6,601.00
775-0100	Video Viewing Station	Video Viewing Station	Included	1	\$1,691.00	\$1,691.00
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	64	\$97.00	\$6,208.00
800-1225	Project Management - Business Hours	Project Management - Remote - Business Hours - Min: 4 hrs. -PER HOUR:	Included	15	\$182.00	\$2,730.00
800-0400	Training - Video Conference - Business Hours	Training - Video Conference - Business Hours - PER HOUR:	Included	4	\$97.00	\$388.00

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	8	\$146.00	\$1,168.00

Total Hardware & Software	\$44,505.00
Total - Professional Services	\$10,494.00
Total - Third Party	\$0.00
GRAND TOTAL	<u>\$54,999.00</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	817-0140	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	817-0660	Local Video	Per Camera license - Connection of the camera to a BluSTONE(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	32	\$96.38	\$3,084.00
Yes	817-0740	Video Analytics	Per Camera / per Analytic license - One video analytic applied to one camera. 15+ video analytics are available. Pre-Requisite: Video Analytics Processor Part # 226-0100 to 0800.	per Analytic per Camera	Included	32	\$36.00	\$1,152.00
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	32	\$30.00	\$960.00

TOTAL ANNUAL LICENSES

\$5,646.00