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FOR

A New BluBOX System  
80 Cameras Video with Video Analytics

AT

9 Bartlet Street, Suite 334 Andover, MA 01810

PRESENTED TO

System Integrators

Quote #	LL- 80 CVA	Rev #	1
Quote Date:	7-Mar-2017	Valid Until:	7-Jun-2017

**Hardware & Services**

Total Hardware		\$88,311
<b>Total Hardware and Services</b>		<b>\$112,867</b>

Shipping	4.0%	\$3,533
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<b>Total Hardware &amp; Services</b>		<b>\$116,400</b>
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*Includes Shipping but NOT Tax*

**1st Year Annual Costs**

BluSKY Licenses		\$12,060
System Support	13.0%	\$11,481
HaaS Plan: \$22078 /Yr. - Not Included		\$0
ERP Plan: \$22078 /Yr. - Not Included		\$0

<b>Total 1st Year Annual Costs</b>		<b>\$23,541</b>
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*Including BluSKY Licenses*

<b>TOTAL Hardware, Services &amp; Annual Costs</b>		<b>\$139,941</b>
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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
<a href="#">221-1900</a>	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	80	\$625.00	\$50,000.00
228-0600	BCDSF01-VA-15-6TB	BluSTONE NVR - 24 Cameras - Small Form Factor - Core i5-6500 - Windows 7 Pro 64 bit - 4GB RAM - 128GB SSD - 6TB 7200RPM SATA - 180Watt - 1x 1GbE - 1.3"H x 6.9"W x 7"D	Included	1	\$2,283.00	\$2,283.00
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	2	\$4,293.00	\$8,586.00
226-0200	VAP - 16C/6A/4Core	Video Analytics Processor - 16 Cam/8 Analytics - 4 Core CPU/16GB	Included	1	\$2,308.00	\$2,308.00
226-0700	VAP - 64C/24A/4Core	Video Analytics Processor - 64 Cam/24 Analytics - 16 Core CPU/16GB	Included	1	\$6,859.00	\$6,859.00
410-1800	48 Port Managed Gigabit Switch + POE - RM	Switch - HP ProCurve Switch 2920-48G+PoE 740W (J9836A)	Included	2	\$6,601.00	\$13,202.00
775-0100	Video Viewing Station	Video Viewing Station	Included	3	\$1,691.00	\$5,073.00
<b>BluBOX PROFESSIONAL SERVICES</b>						
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	80	\$182.00	\$14,560.00
800-0400	Training - Video Conference - Business Hours	Training - Video Conference - Business Hours - PER HOUR:	Included	8	\$97.00	\$776.00
800-5340	BluSKY Database Construction Services	BluSKY Database Construction Services - Min: 4 hrs. - PER HOUR:	Included	10	\$146.00	\$1,460.00

Total Hardware & Software	\$88,311.00
Total - Professional Services	\$24,556.00
Total - Third Party	\$0.00
<b>GRAND TOTAL</b>	<b>\$112,867.00</b>
Total - Out of Pocket Expenses	\$0.00

Avail.	Part #	BluSKY License	Description	Unit Quantity	Included or Optional	Quantity	MSRP Unit Price	Extended Price
Yes	<a href="#">817-0140</a>	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	80	\$87.75	\$7,020.00
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	80	\$36.00	\$2,880.00
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	80	\$21.37	\$1,710.00

TOTAL ANNUAL LICENSES

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