Locution SYSTEMS INC.

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Customer : Waukesha, WI		Quote ID	WAUKE-3PTT-IP-1507-5ST
Contact: Joseph Hoffman		Document Date	7/15/2015
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1.0 Notes and Assumptions

Quoted:
Full IP based station alerting system for 5 stations including fully automated voice dispatch.

Includes eight 7Amp relay outputs as well as 8 optically isolated inputs for detection of various monitor points in station. Relays may be used to control bay doors, turn off stoves, etc.
Note* Locution provides the relay contact closure for activating shut-off switches and/or valves, but the shut-off switches and/or valves are the responsibility of the customer to provide. Locution's demarcation is the relay terminal strip with the Locution Enclosure.

Also quoted:

Full over the air automated voice dispatch using 3 PrimeAlert-Radio PTT (Push to Talk) systems for 2 VHF channels and 1 800Mhz channel.
Note* Does not include any required Radio Infrastructure Hardware to be tied into.

Does not include PTT or Station PCs, or Central Server Hardware. These must be supplied by customer according to Locution Specs.

Includes Project Management.
Includes Operational and Technical training (WebEx).

Includes Locution side of Locution/CAD interface.
Customer is responsible for contracting with CAD vendor for CAD side of Locution/CAD interface.

Includes Installation of the Base System (Enclosure, Base Radio Tie-In, Existing Night Vision Lighting Tie-in, and Existing PA System Tie-in at the Waukesha Stations).
Does not include Central System install of the Central Server, PTT enclosures, and Radio Interface Hardware. This will need to be provided by the customer, with Remote Access for configuration.

Locution is not responsible for the quality of any existing system that is tied into at each customer site. Including, but not limited to: Network Systems, Radio Systems, Telephone Systems, PA Systems, Lighting Systems, etc.
It is the responsibility of the customer to ensure that these systems are in good working order, and operating with the quality and consistency necessary for delivering accurate and understandable voice dispatching and fire station alerting to its personnel at each customer site.

Part Num	Description	Qty	Unit Cost	Total

2.0 Central System Software and Hardware
2.1 Software (Standardized)

Code	Description	Qty	Unit	Total
LADB-BAS	Locution PrimeAlert Audio Database (Basic)	1	6,050	6,050
LPASE	Locution PrimeAlert Server Software	1	12,100	12,100
LPASU		1	13,750	13,750
	Locution PrimeAlert Supervisor (up to 10 licenses)			

2.2 Software (Custom/Interfaces)

Code	Description	Qty	Unit	Total
LADB-ADV	Locution PrimeAlert-Audio Database (Adv.)	1	26,400	26,400
LSWCONF	Software Configuration	1	17,930	17,930
CI-CAD04		1	12,100	12,100
	Interface to CAD (Locution side of Interface). Note customer must contract with CAD company to provide the CAD vendor's side of the interface.			

2.3 Hardware

Code	Description	Qty	Unit	Total
SRV-DELL	Dell High-uptime Server	1	8,250	not bid

			Subtotal (Main)	**$88,330**

3.0 PTT Radio System Software and Hardware
3.1 Software (Standardized)

Code	Description	Qty	Unit	Total
LRPTTLIC	PrimeAlert Radio - Push to Talk (PTT) Version (for dedicated radio dispatch channel configurations) Software License	1	13,195	13,195
LRPTTLIC-ADD	PrimeAlert Radio - Push to Talk (PTT) Version (for dedicated radio dispatch channel configurations) Software License (additional)	2	6,595	13,190

3.2 Software (Custom/Interfaces)

Code	Description	Qty	Unit	Total
LRPTT-SWCF	PrimeAlert Radio - PTT Software Configuration	3	2,500	7,500
LRPTT-ENG	PrimeAlert Radio - PTT Drawings/Engineering	3	2,200	6,600

3.3 Hardware

Code	Description	Qty	Unit	Total
PCASSEM-PT	PrimeAlert Radio - PTT PC	3	1,400	not bid
LEN32-PT	PrimeAlert Radio - PTT Enclosure, Active Cooling	3	1,315	3,945
RLY30PLC-DC-PT	PrimeAlert Radio - PTT Relay PLC: Provides eight 7Amp relays per PLC DC Version.	3	745	2,235
RIU30	Radio Interfacing Unit	3	395	1,185

			Subtotal (Radio)	**$47,850**

4.0 Station Software and Hardware
4.1 Software (Standardized)

Code	Description	Qty	Unit	Total
AVA-SWSTLIC		5	2,415	12,075
	Locution PrimeAlert Fire (client) provides full functionality station audio dispatching			

4.2 Software (Custom/Interfaces)
none

4.3 Hardware - Basic

Code	Description	Qty	Unit	Total
PCASSEM	Station PC	5	1,400	not bid
LEN32-CR	Enclosure, Core: includes active cooling, wire management, system power, 120V surge-protection and isolation, with locked front panel door access.	5	1,695	8,475
SCU30	Station Control Unit: Converts PC audio to differential audio Supplies PC monitoring Supplies PC testing Supplies 4 general purpose control relays	5	1,095	5,475

IAS30	Intelligent Audio Switch: Supplies Muting of up to 3 audio channels previously connected to P.A. Amp		5	655	3,275
RLY30PLC-DC	Relay PLC: Provides eight 7Amp relays per PLC DC Version (includes software add-on to AVA-STSWLIC)		5	745	3,725
WIRE-AVREL	Wire Per Audio/Visual Requirements		1	825	825
	(Subtotal	**$21,775**	**)**		

4.4 Hardware - Audio

Tying into the existing Waukesha stations PA audio system.

4.5 Hardware - Visual

LLRB10-1LETH-ISL	Reader Board 1 Line 22-25 char Color, Ethernet (includes software license)		11	1,539	16,929
LDTIMR3-ISL	3 Digit Response Timer (includes software license)		6	1,011	6,066
	(Subtotal	**$22,995**	**)**		

Subtotal (Station)	**$56,845**

5.0 Services

Project Management

PMNGT	Project Management		1	19,250	19,250

Training

LOCTR-OPW	PrimeAlert Operation Training (WebEx)		1	4,510	4,510
LOCTR-TECW	PrimeAlert Technical Training (WebEx)		1	4,510	4,510
INOV	Installation Oversight (Installer Training)		0	not bid	not bid

Installation

INSTF-STBSVIS	Installation - Stations - Base System & Visual Components.		5	22,930	114,650

Travel

TRV01	Travel (or Remote Costs)		2	1,750	3,500

Subtotal (Services)	**$146,420**

6.0 Totals (Categorized by Software, Hardware, Services)

Software	$140,890
Hardware	$52,135
Services (excluding any defined installation)	$31,770
SubTotal (w/o install, maint, options)	**$224,795**
Installation	$114,650
Tax	Assumed no tax
Total (US Dollars)	**$339,445**

Not Included in Totals	
Maintenance (Annual)	$20,012

6.1 Totals (Categorized by Area)

SubTotal (Main)	$88,330
SubTotal (Radio)	$47,850
SubTotal (Station)	$56,845
Services (excluding any defined installation)	$31,770
SubTotal (w/o install, maint, options)	**$224,795**
Installation	$114,650
Tax	Assumed no tax
Total (US Dollars)	**$339,445**

Not Included in Totals	
Maintenance (Annual)	$20,012

7.0 Support Maintenance Costs

Note: Maintenance is not included in the total price & begins after the 1 Year Warranty Period has ended. Does not include PCs and Server Hardware in Support Maintenance Costs.		
MAINT01	Includes annual maintenance for:	
	Locution PrimeAlert Audio DB (Basic)	726
	Locution PrimeAlert Server	1,452
	Locution PrimeAlert Supervisor	1,650
	Locution PrimeAlert Audio Database (Adv.)	3,168
	Locution PrimeAlert CAD Interface	1,452
	Locution PrimeAlert Radio Software	3,958
	Locution PrimeAlert Radio Hardware	884
	Locution PrimeAlert Station Software	1,449
	Locution PrimeAlert Station Hardware (Basic)	2,514
	Locution PrimeAlert Station Hardware (Audio)	0
	Locution PrimeAlert Station Hardware (Visual)	2,759
	Subtotal (Annual Maintenance)	**$20,012**