exacom®

Quote

Quote No: Q-2024-EXA-1593   **Date:**   7/17/2025

For:
Broken Arrow, OK

Purchaser:
Stephen Bradley
Broken Arrow, OK
918-451-8348
sbradley@brokenarrowok.gov

Customer Requirements

Broken Arrow has an Exacom recorder that will be six years old at the end of the current support term on 10/14/2025 and will no longer qualify for hardware warranty support. Exacom recommends a refresh of the hardware before that date. The City has maintained continuous support and qualifies to receive credit for their existing software and licensing. The new server will have faster processors, increased RAM and storage, as well as TAA Compliance.

Refresh Information

Serial #(s) Replacing	2411, 2412
Period of Performance	10/15/2025 - 10/14/2026
Items <u>Not</u> Being Refreshed	EARS-104 (shipped 6/8/2021), NAS for CAD s/n 2705 (shipped 6/8/2021)

Proposed Technical Refresh Solution

HindSight 4 Multimedia Recording Platform

HindSight Components Being Reissued/Refreshed - *No Charge*

Qty	Part No:	Model No:	Description	Unit Price	Qty Sub-Total
1	9002200	HS-I-ANI-ALI	HindSight ANI/ALI Serial Interface	$ 2,495.00	$ 2,495.00
1	9002207	HS-I-Cisco-A	HindSight Cisco Active SIP Integration	$ 4,995.00	$ 4,995.00
1	9002213	HS-I-Vesta	HindSight Vesta NG911 Passive SIP Integration	$ 9,995.00	$ 9,995.00
1	9002225	HS-I-H-P25-2	HindSight Harris P25 - Phase 2	$ 24,995.00	$ 24,995.00
1	9002242	HS-I-ENC	HindSight AES/DES Encryption, Supports KDF/KMF/OTAR	$ 19,995.00	$ 19,995.00
1	9002203-01	HS-I-AQUA	HindSight AQUA Integration	$ 9,995.00	$ 9,995.00
1	9002252	HS-I-I3-Log-V	Hindsight I3 Logger Interface - Vesta	$ 4,995.00	$ 4,995.00
1	9002299	HS-I-CS-2W	HindSight Central Square Bi-lateral Integration	$ 15,995.00	$ 15,995.00
1	9002243	HS-I-EARS-AQ	HindSight EARS FTP/Streaming Integration	$ 995.00	$ 995.00
1	9002604-01	HS-EARS-FL	HindSight - Single-Channel EARS FTP License	$ 350.00	$ 350.00
1	9002605-01	HS-EARS-SL4	HindSight - Quad-Channel EARS Streaming License	$ 600.00	$ 600.00
24	9002600	HS-AD-CL	HindSight Single-Channel A/D SW License (Vesta + phones)	$ 250.00	$ 6,000.00
24	9002601	HS-V-CL	HindSight Single-Channel VoIP SW License (16 Cisco, 8 Vesta)	$ 400.00	$ 9,600.00
40	9002602	HS-P25CL	HindSight Single-Channel P25-RoIP License	$ 600.00	$ 24,000.00
7	9002412	HS-CUL	HindSight Concurrent User Client License	$ 695.00	$ 4,865.00

Equipment List Price	$ 139,870.00
Annual ExaCare Warranty/Mtce/Support	$ 18,183.10

New HindSight Components As Part of the Technical Refresh

Qty	Part No:	Model No:	Description	Unit Price	Qty Sub-Total
1	9000101-07	HSX-601	HindSight 600 Series Multimedia Recording System (TAA Compliant) A Cybersecurity-Tested Solution TAA Compliant Rack-Mount COTS Server, 32GB RAM, 4TB RAID 5, Dual Hot-Swappable Power Supply, CD/DVD/KB/Mouse, Windows Server 2022 & Microsoft SQL Server 2022 | HindSight Core Recording Software | HindSight 4 (Browser-Based) Client with Instant Recall, Customizable Retention Periods, Incident Management, Redaction, Tags & Bookmarks	$ 18,800.00	$ 18,800.00
1	9000710	HS-Q-Nic	Quad NIC Card	$ 735.00	$ 735.00
1	9000712	HS-D-Serial	Dual Serial Card	$ 125.00	$ 125.00
1	9000702	HS-Analog-24	HindSight 24-Channel Analog Card	$ 7,250.00	$ 7,250.00
1	9000513-02	HS-LX-BU6	HindSight 300/600 series Storage Backup Solution (TAA Compliant) w/ HS Backup Software – Minimum 6TB RAID 5 (equivalent or larger)	$ 6,995.00	$ 6,995.00
	9002431	HS-CUL-UR	HindSight Concurrent Client License Refresh	$ 495.00	$ -
1	9002288	ExaHealth	ExaHealth: HindSight health and monitoring service. Supports SNMP and Email notifications.	$ -	$ -
1	9002289	ExaBackup	ExaBackup: Backup software for HindSight.	$ -	$ -

Equipment List Price	$ 33,905.00
Annual ExaCare Warranty/Mtce/Support	$ 4,407.65

Professional Services & Support

Qty	Part No:	Model No:	Description	Unit Price	Qty Sub-Total
1	9004000	HS-SUP-E	ExaCare Essentials HW Warranty & SW Support - Year 1 100% US-Based Support Team 24/7/365 remote support access via phone, web, and email | HindSight software updates including critical security updates & new feature releases, Hardware warranties | Software assurance		$ 22,590.75
			ExaCare for years 2 to 6 will renew at this rate annually.	$ 22,590.75	

1	Recording System Installation & Configuration Dedicated Exacom project manager, on-site installation, system configuration based on customer needs. Performed by a full-time Exacom employee.	$	8,000.00
1	On-Site Training Training at customer facility by Exacom staff for customer's users and administrators.		Included

Professional Services	$	30,590.75

Proposed Technical Refresh Solution - Summary

Sub Total Equipment List Price:	$	173,775.00
Technical Refresh Licensing Credit:	$	(139,870.00)
Total Equipment List Price:	$	33,905.00
Discount:	$	(8,476.25)
Total Equipment Price After Discount:	$	25,428.75
Shipping:		See Notes
Total Professional Services:	$	30,590.75
Solution Sub-Total	$	56,019.50
Sales Tax (See Notes Below)	$	-
Solution Total	**$ 56,019.50**	

General Notes:

- This quotation is valid for 45 days.
- Prices are in US dollars, FOB Origin Manchester, NH.
- If shipping charges are not explicitly called out in this quote then Exacom will pay to ship all items and then add shipping charges as a separate line   item on the invoice, unless otherwise listed on MPA.
- Customer is responsible for all customs and duties. All government tariffs, identified before and/or after the quote process and paid by Exacom will be passed onto the End Customer at cost, with no Exacom mark-up.
- Sales and Use Tax can only be waived if purchaser provides Exacom with a copy of their Tax Exemption Certificate prior to purchase.
- Customer is expected to renew ExaCare annually.
- Software patches and minor releases are only available with current and up-to-date support contract.
- Exacom offers the full level of ExaCare support for 6 years (based on ship date), after which hardware warranty support is no longer available. A hardware / software refresh must be purchased before the server has reached 6 years of age to continue the full level of ExaCare support.
- The HW/SW Refresh is available in year 6, based on ship date, and where ExaCare has been maintained each year prior and through the installation of the refresh.
- First year of ExaCare on new systems (refreshes excluded) starts on the ship date and ends 15 months later. For add-on software, ExaCare starts on the earlier of the date of install or 90 days after shipping and ends 1 year from start date.

Payment Terms: Net 20, Unless MPA on File   Ship Date: 30-45 Days ARO

Submitted By: Jim Zaleta, Regional Sales Manager   Date   7/17/2025

Approved By: Signature   Date

Printed Name & Title

exacom®