

QUOTATION

Quote No: Q-2021-EXA-0462-6

Date: 4/12/2021

"Hindsight H4" Fault-Tolerant Digital Logging Recorder System

For: City of Broken Arrow, OK

Purchaser

Stephen Bradley
Communications Center Director
City of Broken Arrow
1101 N. 6th Street
Broken Arrow, OK 74012
(918) 451-8348
sbradley@brokenarrowok.gov

EXACOM Customer

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Communications Center Director
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Customer Requirements:

Broken Arrow needs to add the Bi-lateral Central Square CAD integration. An additional dedicated NAS device for the Central Square integration is needed. Media files shared with the CAD system are stored here for access from the CAD record after an event is closed.

Remote installation is quoted which will require Broken Arrow to do the physical connection of the NAS and allow VPN access to the recorder.

EXACOM Proposed Solution Summary:

Qty	Part No:	Model No:	Description	Unit Price	Qty Sub-Total
1	9002254	HS-I-CS-2W	HindSight Central Square Bi-lateral Integration	\$15,995.00	\$15,995.00
1	9000512	HS-LX-BU3	HINDSIGHT 300/600 series Storage Backup (NAS) Solution w/ HS Backup Software - 3TB RAID 5	\$6,995.00	\$6,995.00
			An additional NAS Device for Central Square integration operation is mandatory. This is NOT the same NAS that is to be used for disaster recovery.		
1	9002288	ExaHealth	HINDSIGHT health and monitoring service. Supports SNMP and Email notifications.	Included	\$0.00
1	9002289	ExaBackup	Backup software for HINDSIGHT.	Included	\$0.00

Equipment List Price: \$22,990.00

Government Discount: (\$5,747.50)

Equipment Sub-Total: \$17,242.50

Remote Installation and Configuration: \$1,500.00

1 9004000 HS-SUP-E HW/SW Warranty/Service Year 1 (Remote support - Essentials): \$2,988.70

Ext-Warranty Hardware & Software Support -per year for years 2-6 automatically renewable at annual rate of: \$2,988.70


Solution Sub-Total: \$21,731.20

Sales Tax (See note 9): \$0.00

Solution Total: \$21,731.20

General Notes:

1. Prices are in US dollars at list, FOB Concord, NH
2. Shipping charges will be prepaid by EXACOM and added as a separate line item on your invoice unless otherwise indicated in 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.
3. Quotation is valid for 45 days.
4. This warranty will auto-renew annually until the end of the sixth year. Please indicate this on PO.
5. Software patches and minor releases are only available with current and up-to-date support contract.
6. The hardware / software refresh must be completed before the server has reached 6 years of age in order to continue with the EXACOM support program.
7. HW/SW Refresh is only available when year's 2-6 Extended Warranty is purchased by the customer.
8. HW/SW Support is delivered remotely, only, via telephone, email and vpn, if available.
9. Sales Tax can only be waived if purchaser provides EXACOM with a copy of their Tax Exemption Certificate prior to purchase.
10. First year warranty performance period: Starts on the earlier of the date of install or 90 days after shipping, and ends 1 year from start date. Adjustments, i.e. credit/debit, will be made for any overlap in maintenance on an annual basis, if applicable.
11. EARS-104 comes with 1 year HW/SW Warranty and Service.
12. EARS-104 support beyond 1st year will be billed at EXACOM T&M rates. Travel will be passed through to customer at cost if required.

Submitted: By:		Date: 4/12/2021
Jim Zaleta, Regional Sales Manager - EXACOM, Inc.		
Approved By:	Signature:	Date:
Signature of Authorized Personnel		
Printed Name and Title		
Approved Total Cost:	\$	

Extended warranty plans for years 2 – 6:

Qty	Part No:	Model No:	Description	Unit Price	Qty Sub-Total
1	9004000	HS-SUP-E	EXACOM/1-Year Ext-Warranty Hardware and Software Maintenance - Support per year for years 2-6	-----	\$2,988.70

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COVID-19 and Exacom Status

Exacom is monitoring the COVID-19 situation closely and has put in place the necessary measures to protect its employee owners and customers. These measures follow the recommendations of our Federal and State government agencies, as well as the relevant Government recommendations in the countries where we do business. Until now, the COVID-19 virus has had limited impact on Exacom's orders and ability to service our customers. We have identified supply chain risks for all recording product lines, and we are actively working with our suppliers to mitigate these risks. However, we want to be up-front about the way this unusual circumstance is affecting our business and customers.

Our on-site install and training services will be conducted when permitted by local, state and federal guidelines allow. For areas where that is not permitted, we will work with our customers to either reschedule on-site install at dates to be determined or to help our customers to self-install remotely whenever possible.

Regarding our new orders, the impact on our deliveries has been very limited up until now. However, without good visibility on the availability of the necessary components to build our keys, we are investigating various contingency plans, if required.

Due to these unusual circumstances, we suggest that our customers share with us their forecasted recordings needs as soon as they are able. This will help us forecast demand and coordinate supply to mitigate any delays and ensure the best service possible.