

APPENDIX C

PRODUCT AND SERVICES PRICING SCHEDULE

DIR Contract No. DIR-SDD-475

WIRELESS MESH NETWORK SOLUTIONS

Vendor Contract No. _____

Category	Manufacturer or Service Provider	Item Description		MSRP Price, Fee or Rate per hour	DIR Customer Discount off MSRP	
MESH NODES	SkyPilot	Sky gateway - Gateway for mesh network - 4.9 GHz	MSRP	\$4,799.00	24.75%	
		Sky extender - Dual band 4.9/4.9 for mobile data	MSRP	\$3,499.00	24.75%	
		Sky connector - 4.9 premise equipment	MSRP	\$549.00	24.75%	
	FireTide	HotPort 6201 Outdoor, Single Radio, Tri Band 2.4/4.9/5 GHz	MSRP	\$2,495.00	22.75%	
		Outdoor	HotPort 6202 Outdoor Dual Radio, 2.4/4.9/5 GHz	MSRP	\$2,995.00	22.75%
			HotPoint 4600 Access Point - Outdoor	MSRP	\$995.00	22.75%
	FireTide	HotPort 6101 Indoor, Single Radio, Tri Band 2.4/4.9/5 GHz	MSRP	\$1,295.00	22.75%	
		Indoor	HotPort 6102 Outdoor Dual Radio, 2.4/4.9/5 GHz	MSRP	\$1,795.00	22.75%
			HotPoint 4500 Access Point - Outdoor	MSRP	\$695.00	22.75%
	BelAir	BA200, ARM, 3 ERM, Dual LIM, 3 Backhaul antenna panels, ac	MSRP	\$9,430.00	15.75%	
			BA100, ERM, no antennas, ac	MSRP	\$2,600.00	15.75%
			BA100, ARM, no antennas, ac	MSRP	\$2,200.00	15.75%
			BA100, ARM, ERM, No Antennas, ac	MSRP	\$3,600.00	15.75%
			BA100T, ARM, PSM, ERM, No Antennas, ac	MSRP	\$4,500.00	15.75%
			BA100S, ARM, No Antennas, Plant	MSRP	\$3,400.00	15.75%
			BA100S, ARM, ERM, No Antennas, Plant	MSRP	\$4,400.00	15.75%
			BelAir Accessories - Antenna's, mounting brackets and cabling	MSRP		15.75%
	Alvarion	Breeze Access VL - 5.8GHZ	MSRP	\$4,995.00	12.75%	
			Breeze Access VL - 5.4GHZ	MSRP	\$4,645.00	12.75%
			Breeze Access VL - 5.3GHZ	MSRP	\$4,995.00	12.75%
			Breeze Access VL - 900 GHZ	MSRP	\$4,695.00	12.75%
			Breeze Access VL - 4900 GHZ	MSRP	\$5,990.00	12.75%
			Breeze Access VL - 2.4 GHZ	MSRP	\$1,195.00	12.75%
			BreezeMax - 3.65GHZ	MSRP	\$6,548.00	8.75%
			BreezeMax - 2.5x	MSRP	\$8,910.00	8.75%
	Strix	1-A/G radio, 2-Type N Ant. conn., Solar Shield	MSRP	\$4,548.70	25.75%	
			2-A/G radio, 4-Type N Ant. conn., Solar Shield	MSRP	\$5,328.70	25.75%
			3-A/G radio, 6-Type N Ant. conn., Solar Shield	MSRP	\$6,109.00	25.75%
			3-A/G radio, 6-Type N Ant. conn. , Solar Shield	MSRP	\$6,109.00	25.75%
			OWS Network Server, up to 8 Nodes	MSRP	\$1,699.00	25.75%
			OWS Network Server, up to 24 Nodes	MSRP	\$4,499.00	25.75%
		OWS Network Server, up to 48 Nodes	MSRP	\$6,999.00	25.75%	

		OWS Network Server, up to 96 Nodes	MSRP	\$11,699.00	25.75%
		Radio kit - Series 1 For serial numbers less than 200959	MSRP	\$999.00	25.75%
		Radio kit - Series 2 For serial numbers from 200959 through 202999	MSRP	\$999.00	25.75%
		Radio kit - Series 3 For serial numbers greater than 203000	MSRP	\$999.00	25.75%
		Radio kit - Series 4 For serial numbers greater than 203000	MSRP	\$999.00	25.75%
		Diversity antenna wiring kit - Series 1 For serial numbers from 200959 =>202999	MSRP	\$129.00	25.75%
		Diversity antenna wiring kit - Series 2 For serial numbers greater than 200958	MSRP	\$129.00	25.75%
		Outdoor Rated Power Connector (includes indoor rated cable)	MSRP	\$129.00	25.75%
		2400 Series Solar Shield	MSRP	\$199.00	25.75%
		2400 Series Adjustable Mounting Kit	MSRP	\$249.00	25.75%
		Edge Wireless System, Dual Radio (11a/11g), 100 mW	MSRP	\$139.00	25.75%
		Edge Wireless System, Single Radio (11g), 400 mW	MSRP	\$159.00	25.75%
		Mobile Wireless System, Dual Radio (11a or 4.9/11g), 400 mW	MSRP	\$999.00	25.75%
		Hot Zone Wireless System, Dual Radio (11a or 4.9/11g), 400 mW	MSRP	\$1,499.00	25.75%
		Ant. Module, dual 802.11a or 802.11a & b/g	MSRP	\$269.00	25.75%
		External 4dbi Omni 802.11a/b/g, ceiling mount	MSRP	\$139.00	25.75%
		802.11 B/G Radio Module w/ Ext. Ant. Conn.	MSRP	\$539.00	25.75%
		802.11 A Radio Module w/ Ext. Ant. Conn.	MSRP	\$539.00	25.75%
		Base AC Power Module	MSRP	\$199.00	25.75%
		Base AC Power Module, PoE, w/ 10/100 Ethernet 1-Port	MSRP	\$539.00	25.75%
		Base AC Power Module, PoE, w/ 10/100 Ethernet 4-Port	MSRP	\$679.00	25.75%
		AC Power Supply Adapter	MSRP	\$69.00	25.75%
		IWS Network Server, up to 4 Nodes	MSRP	\$1,079.00	25.75%
		IWS Network Server, up to 8 Nodes	MSRP	\$1,889.00	25.75%
		IWS Network Server, up to 24 Nodes	MSRP	\$5,669.00	25.75%
		IWS Network Server, up to 48 Nodes	MSRP	\$9,049.00	25.75%
		Blank Antenna Cap Module	MSRP	\$79.00	25.75%
		Blank Antenna Cap Module w/ 12" Pigtail RPSMA	MSRP	\$39.00	25.75%
		Wall/Ceiling Mounting Kit	MSRP	\$69.00	25.75%
		Security Locking Cable - Desktop Kit	MSRP	\$69.00	25.75%
		Security Locking Cable - Wall Mount Kit	MSRP	\$69.00	25.75%
	RuggedCom	RS900-24-D-000000 Outdoor 10/100 Ethernet switch used for Wireless network connections	MSRP	\$999.00	15.75%
		Other Ruggedcom connectors, cables and switches	MSRP		15.75%
AUTHENTICATION	Identiprise	SU-0000001 Secured License Single sign-on (1-250)	MSRP	\$60.00	15.75%
		Secured License Single Single-on (Multi-user up to 10,000)	MSRP		15.75%
		SM-FC-1000 Secured Mobile Full Client	MSRP	\$140.00	15.75%
		SM-BBA-7500 Secured Mobile Browser Based Access	MSRP	\$4.50	15.75%
		CONS-DAY-SU Consulting Services Secured User	MSRP	\$2,500.00	8.75%
	Airpath				
	Metro	Set-up Fee - one time per city	fee	\$5,000.00	28.75%
		Usage Fee - per active end user	fee	\$2.50	28.75%
	Metro-Free	Set-up Fee - one time per city	fee	\$750.00	8.75%

		Usage Fee - per active end user	fee	\$0.50	8.75%
APPENDIX C					
PRODUCT AND SERVICES PRICING SCHEDULE				DIR Contract No. DIR-SDD-475	
WIRELESS MESH NETWORK SOLUTIONS				Vendor Contract No. _____	
Category	Manufacturer or Service Provider	Item Description		MSRP Price, Fee or Rate per hour	DIR Customer Discount off MSRP
	MBX	EMS Basic Server	MSRP	\$2,295.00	28.75%
		EMS Pro Server	MSRP	\$5,995.00	28.75%
		IDS Analysis	MSRP	\$5,995.00	28.75%
		IDS Sensor	MSRP	\$2,895.00	28.75%
		DHCP	MSRP	\$2,895.00	28.75%
		DVR Basic Server	MSRP	\$2,995.00	28.75%
		DVR Pro Server	MSRP	\$10,995.00	28.75%
BACKHAUL	Bridgewave	AdaptRate GigE Medium Range 60 GHz Link (example) 1.25 Gbps, full-duplex, medium-range link, 60 GHz U.S. license-free, 10" integrated antennas, 1000Base-SX (LC), one year warranty	license	\$23,900.00	22.75%
BACKHAUL	Dragonwave	Licensed Wireless Backhaul (1 pair) 10 year license (sample price for 11 GHz link) Multi-configurations including 11 GHz, 18 GHz and 23 GHz	license	\$23,000.00	15.75%
BACKHAUL	Motorola	PTP 58400 Full Integrated - Link Complete	MSRP	\$11,995.00	17.75%
		PTP 54400 Full Integrated - Link Complete	MSRP	\$11,995.00	17.75%
		PTP 49400 Full Integrated - Link Complete	MSRP	\$11,995.00	17.75%
		PTP 58600 Full Integrated - Link Complete	MSRP	\$19,995.00	17.75%
		PTP 54600 Full Integrated - Link Complete	MSRP	\$19,995.00	17.75%
		Symbol Wireless Mesh LAN products	MSRP		10.75%
		Extended warranty, software upgrades and accessories	MSRP		17.75%
BACKHAUL	E-Band	1250 Mbps, +19dBm Tx / -61dBm Rx 850 NM Optical interface 1ft Antenna	MSRP	\$33,330.00	22.75%
		1250 Mbps, +19dBm Tx / -61dBm Rx 1310 NM Optical Interface 1ft Antenna	MSRP	\$33,330.00	22.75%
		1250 Mbps, +19dBm Tx / -61dBm Rx Copper GBIC RJ 45 Connector 1ft Antenna	MSRP	\$33,330.00	22.75%
		1250 Mbps, +19dBm Tx / -61dBm Rx 850 NM Optical interface 2ft Antenna	MSRP	\$36,330.00	22.75%
		1250 Mbps, +19dBm Tx / -61dBm Rx 1310 NM Optical Interface 2ft Antenna	MSRP	\$36,330.00	22.75%
		1250 Mbps, +19dBm Tx / -61dBm Rx Copper GBIC RJ 45 Connector 2ft Antenna	MSRP	\$36,330.00	22.75%
		1250 Mbps, +19dBm Tx / -61dBm Rx 850 NM Optical interface no Antenna	MSRP	\$30,348.18	22.75%
		1250 Mbps, +19dBm Tx / -61dBm Rx 1310 NM Optical Interface no Antenna	MSRP	\$30,855.86	22.75%
		1250 Mbps, +19dBm Tx / -61dBm Rx Copper GBIC RJ 45 Connector no Antenna	MSRP	\$30,855.86	22.75%
		1250 Mbps, +22dBm Tx / -64dBm Rx 850 NM Optical interface 1ft Antenna	MSRP	\$36,900.00	22.75%

		1250 Mbps, +22dBm Tx / -64dBm Rx 1310 NM Optical interface 1ft Antenna	MSRP	\$36,900.00	22.75%
		1250 Mbps, +22dBm Tx / -64dBm Rx Copper GBIC RJ 45 Connector 1ft Antenna	MSRP	\$36,900.00	22.75%
		1250 Mbps, +22dBm Tx / -64dBm Rx 850 NM Optical interface 2ft Antenna	MSRP	\$39,900.00	22.75%
		1250 Mbps, +22dBm Tx / -64dBm Rx 1310 NM Optical interface 2ft Antenna	MSRP	\$39,900.00	22.75%
		1250 Mbps, +22dBm Tx / -64dBm Rx Copper GBIC RJ 45 Connector 2ft Antenna	MSRP	\$39,900.00	22.75%
		1250 Mbps, +22dBm Tx / -64dBm Rx 850 NM Optical interface no Antenna	MSRP	\$33,918.18	22.75%
BACKHAUL		1250 Mbps, +22dBm Tx / -64dBm Rx 1310 NM Optical interface no Antenna	MSRP	\$33,918.18	22.75%
		1250 Mbps, +22dBm Tx / -64dBm Rx Copper GBIC RJ 45 Connector no Antenna	MSRP	\$33,918.18	22.75%
		1250 Mbps Link equipped with 850 nm MM optical interface, 1 ft antenna +24/61 dBm	MSRP	\$35,900.00	22.75%
		1250 Mbps Link equipped with 1310 SM optical interface, 1 ft antenna +24/61 dBm	MSRP	\$35,900.00	22.75%
		1250 Mbps Link equipped Copper GBIC, RJ-45 Connector, 1 ft antenna +24/61 dBm	MSRP	\$35,900.00	22.75%
		1250 Mbps Link equipped with 850 nm MM optical interface, 2 ft antenna +24/61 dBm	MSRP	\$38,900.00	22.75%
		1250 Mbps Link equipped with 1310 SM optical interface, 2 ft antenna +24/61 dBm	MSRP	\$38,900.00	22.75%
		1250 Mbps Link Copper GBIC, RJ-45 Connector, 2 ft antenna +24/61 dBm	MSRP	\$38,900.00	22.75%
		1250 Mbps Link equipped with 850 nm MM optical interface, 1 ft antenna +24/64 dBm	MSRP	\$36,900.00	22.75%
		1250 Mbps Link equipped with 1310 SM optical interface, 1 ft antenna +24/64 dBm	MSRP	\$36,900.00	22.75%
		1250 Mbps Link equipped Copper GBIC, RJ-45 Connector, 1 ft antenna +24/64 dBm	MSRP	\$36,900.00	22.75%
		1250 Mbps Link equipped with 850 nm MM optical interface, 2 ft antenna +24/64 dBm	MSRP	\$39,900.00	22.75%
		1250 Mbps Link equipped with 1310 SM optical interface, 2 ft antenna +24/64 dBm	MSRP	\$39,900.00	22.75%
		1250 Mbps Link Copper GBIC, RJ-45 Connector, 2 ft antenna +24/64 dBm	MSRP	\$39,900.00	22.75%
		Equipped with 850 nm MM optical interface, Low Band +19/-61dBm	MSRP	\$17,000.00	22.75%
		Equipped with 850 nm MM optical interface, High Band +19/-61dBm	MSRP	\$17,000.00	22.75%
		Equipped with 1310 SM optical interface, Low Band +19/-61dBm	MSRP	\$17,000.00	22.75%
		Equipped with 1310 SM optical interface, High Band +19/-61dBm	MSRP	\$17,000.00	22.75%
		Equipped with Copper GBIC, RJ-45 Connector, Low Band +19/-61dBm	MSRP	\$17,000.00	22.75%
		Equipped with Copper GBIC, RJ-45 Connector, High Band +19/-61dBm	MSRP	\$17,000.00	22.75%
		Equipped with 850 nm MM optical interface, Low Band +24/61 dBm	MSRP	\$18,520.00	22.75%
		Equipped with 850 nm MM optical interface, High Band +24/61 dBm	MSRP	\$18,520.00	22.75%
		Equipped with 1310 SM optical interface, Low Band +24/61 dBm	MSRP	\$18,520.00	22.75%
		Equipped with 1310 SM optical interface, High Band +24/61 dBm	MSRP	\$18,520.00	22.75%
		Equipped with Copper GBIC, RJ-45 Connector, Low Band +24/61 dBm	MSRP	\$18,520.00	22.75%
		Equipped with Copper GBIC, RJ-45 Connector, High Band +24/61 dBm	MSRP	\$18,520.00	22.75%
		Equipped with 850 nm MM optical interface, Low Band +24/64 dBm	MSRP	\$19,036.00	22.75%
		Equipped with 850 nm MM optical interface, High Band +24/64 dBm	MSRP	\$19,036.00	22.75%
		Equipped with 1310 SM optical interface, Low Band +24/64 dBm	MSRP	\$19,036.00	22.75%
		Equipped with 1310 SM optical interface, High Band +24/64 dBm	MSRP	\$19,036.00	22.75%
		Equipped with Copper GBIC, RJ-45 Connector, Low Band +24/64 dBm	MSRP	\$19,036.00	22.75%
		Equipped with Copper GBIC, RJ-45 Connector, High Band +24/64 dBm	MSRP	\$19,036.00	22.75%
BACKHAUL	RADWIN	RW-2050-0150 - RW-9921-0012	MSRP	\$5,160.00	12.75%
		Complete Link - Outdoor unit with integrated antenna operating in 5.8 GHz and 2.4 GHz band - FCC & IC, max TX power 25dBm, supporting 20 MHz channel BW . Includes PoE Injector 110VAC			

SURVEILLANCE	Sony			
	Cameras	IP PTZ Cameras	MSRP	15.75% - 19.75%
	Software	IP Camera Recording Software	license	15.75% - 19.75%
	Accessories	IP Camera Accessories	MSRP	15.75% - 19.75%
	Servers	DVR Recorders	MSRP	15.75% - 19.75%

APPENDIX C

**PRODUCT AND SERVICES PRICING SCHEDULE
WIRELESS MESH NETWORK SOLUTIONS**

DIR Contract No. DIR-SDD-475

Vendor Contract No. _____

Category	Manufacturer or Service Provider	Item Description		MSRP	DIR Customer
SURVEILLANCE	FatPot	CADfusion 1	MSRP	39,250.00	8.75%
		CADfusion 2	MSRP	68,500.00	8.75%
		CADfusion 3	MSRP	127,000.00	8.75%
		CADfusion 4	MSRP	254,000.00	8.75%
		RMSfusion 1	MSRP	39,250.00	8.75%
		RMSfusion 2	MSRP	58,500.00	8.75%
		GPSfusion 1	MSRP	35,000.00	8.75%
		GPSfusion 2	MSRP	45,500.00	8.75%
		Comm. Suite 1	MSRP	25,000.00	8.75%
		Comm. Suite 2	MSRP	35,000.00	8.75%
		Field Report 1	MSRP	1,200.00	8.75%
		Field Report 2	MSRP	1,800.00	8.75%
		Mobile Client 1	MSRP	750.00	8.75%
		Mobile Client 2	MSRP	1,200.00	8.75%
		Mobile Client 3	MSRP	1,800.00	8.75%
		Mobile Client 4	MSRP	2,150.00	8.75%
		Police RMS 1	MSRP	150,000.00	8.75%
		Police RMS 2	MSRP	350,000.00	8.75%
		Police RMS 3	MSRP	650,000.00	8.75%
		Fire RMS 1	MSRP	150,000.00	8.75%
		Fire RMS 2	MSRP	350,000.00	8.75%
		Fire RMS 3	MSRP	650,000.00	8.75%
		Mapping 1	MSRP	76,000.00	8.75%
		Mapping 2	MSRP	127,000.00	8.75%
		Mapping 3	MSRP	265,000.00	8.75%
Report 1	MSRP	12,000.00	8.75%		
Report 2	MSRP	22,000.00	8.75%		
Report 3	MSRP	32,000.00	8.75%		
Report 4	MSRP	44,000.00	8.75%		
FATPOT Server1	MSRP	25,000.00	8.75%		

		FATPOT Server2	MSRP	50,000.00	8.75%
		FATPOT Server3	MSRP	75,000.00	8.75%
		FATPOT Server4	MSRP	100,000.00	8.75%
		PortalOne 1	MSRP	10,000.00	8.75%
		PortalOne 2	MSRP	25,000.00	8.75%
		PortalOne 3	MSRP	50,000.00	8.75%
		PortalOne 4	MSRP	100,000.00	8.75%
		Peer Intel 1	MSRP	25,000.00	8.75%
		Peer Intel 2	MSRP	50,000.00	8.75%
		Peer Intel 3	MSRP	75,000.00	8.75%
		Peer Intel 4	MSRP	100,000.00	8.75%
		DataFusion 1	MSRP	37,500.00	8.75%
SURVEILLANCE		DataFusion 2	MSRP	127,000.00	8.75%
		FATPOT Module 1	MSRP	10,000.00	8.75%
		FATPOT Module 2	MSRP	25,000.00	8.75%
		FATPOT Module 3	MSRP	50,000.00	8.75%
		FATPOT Module 4	MSRP	100,000.00	8.75%
		Warranty	MSRP	1 year period	8.75%
		Warranty	MSRP	Optional additional	8.75%
		Maint./Support	MSRP	20% of project discounted price	8.75%

SURVEILLANCE	ONSSI				
	ProSight	SOHO Recording Software with 25 Camera License	license	\$1,999.00	13.75%
	NetDVR	Single-Server: Medium-Scale Network Video Recorder SW	license	\$3,995.00	13.75%
	NetDVMS	Multi-Server: Large-Scale Video Networks: base software	license	\$1,999.00	13.75%
	NetCentral	Central Monitor of Large Video Sites	license	\$3,995.00	13.75%

SURVEILLANCE	DST	900-2000-6G - Digital Patroller 2.0-Standard Base unit without Storage Blade: Includes Datatalker Wireless Mic Kit; Trunk mount data port, GPS antenna; trigger cable; in-car microphone; one DVR mounting bracket, and DP Operating system	MSRP	\$3,800	8.75%
		7066355BV - Storage Blade: 1x 100 GB Ruggedized HDD	MSRP	500.00	8.75%
		701-0000009 - Storage Blade: 2x120 GB Ruggedized HDD	MSRP	700.00	8.75%
		7066363	MSRP	1,000.00	8.75%
		Storage Blade: 16 GB Solid State HDD	MSRP	1,500.00	8.75%
		Storage Blade: 2x16 GB Solid State HDD	MSRP	2,500.00	8.75%
		22x Front Camera with LED Blinder, and mounting hardware	MSRP	575.00	8.75%
		Rear Camera: Low light rear Color camera with Cable	MSRP	125.00	8.75%
		LCD Monitor with Cable and mounting hardware	MSRP	600.00	8.75%
		DVR Software Suite (per car) includes DVR,MDT,& LCD	MSRP	450.00	8.75%

	Outdoor Wireless Download Kit Includes 802.11G Access Point and pole/roof mounts (Must add Site survey charge under installation)	MSRP	\$ 1,700.00	8.75%
	Indoor Wireless Download Kit Includes 802.11G Access Point (Must add Site survey charge under installation)	MSRP	\$ 100.00	8.75%
	DP-2 Storage Blade download adapter kit	MSRP	\$ 100.00	8.75%
	2-Port Wired Docking Station Kit Includes pole-mount and wall mount kits	MSRP	\$ 225.00	8.75%
	DST 2nd year extended warranty and phone support	MSRP	\$ 300.00	8.75%
	DST 3rd year extended warranty and phone support	MSRP	\$ 350.00	8.75%
	DataTalker II 2.4 GHz Wireless Mic COMPLETE Kit Includes: pouch case, transmitter, lavalier microphone wireless mic, mic receiver, interface cable and home charger	MSRP	\$ 375.00	8.75%
	DataTalker II 2.4 GHz Wireless Transmitter Kit (Standalone) Includes: pouch case, transmitter, lavalier microphone	MSRP	\$ 225.00	8.75%
	DataTalker II 2.4 GHz Wireless Receiver Kit (Standalone) Includes: mic receiver, and interface cable	MSRP	\$ 150.00	8.75%
	DataTalker II Home Charger (Standalone)	MSRP	\$ 40.00	8.75%
	Enhanced Wireless Mic kit (no adapter cable)	MSRP	450.00	8.75%
	Enhanced Wireless Mic Retrofit kit (includes adapter cable to attach existing data talker cable to Enhanced Mic)	MSRP	480.00	8.75%
	Enhanced Wireless Mic, Transmitter kit	MSRP	190.00	8.75%
	Enhanced Wireless Mic, Receiver kit	MSRP	195.00	8.75%
	Enhanced Wireless Mic, Receiver kit Retrofit install (includes adapter cable to attach existing data talker cable to enhance mic)	MSRP	225.00	8.75%
	Enhanced Wireless Mic, Home charger kit	MSRP	75.00	8.75%
	DP1 Rear Color Camera Replacement Kit Includes: Color rear camera & adapter. Use when cable already installed	MSRP	\$ 100.00	8.75%
	Rear Camera Adapter Cable - DP1 to Color Camera Adapter	MSRP	\$ 15.00	8.75%
	DP1 Rear Color Camera Full KIT Includes: Color rear camera, adapter, DP1 Cable 600-0017)	MSRP	\$ 150.00	8.75%
	DP-2 Demo Kit DP-2 self contained demo kit. Includes: DP-2 DVR; 22x Front Camera; Low light rear camera, LCD Monitor; Wireless Mic; In-car Mic; 4 position trigger switch; GPS Antenna; Rugged	MSRP	\$ 6,000.00	8.75%

Wireless Meter Reading

Aclara	WATER Endpoints			
	MSPSSE - Encoder, Single Port, Universal Wall/Pit MTU 12" wire	MSRP	\$230.80	40.75%
	MSPSSP - Pulse, Single Port, Universal Wall/Pit MTU 12" wire	MSRP	\$230.80	40.75%
	MSPSSG - Remote Gen., Single Port, Universal Wall/Pit MTU 12" wire	MSRP	\$230.80	40.75%
	MSPSSPHR - High End Rate,Pulse, Single Port, Universal Wall/Pit MTU 12" wire	MSRP	\$254.14	40.75%
	MSPSSEHR - High End Rate,Encoder, Single Port, Universal Wall/Pit MTU 12" wire	MSRP	\$254.14	40.75%
	MSPED - Encoder, Dual Port, Universal Wall/Pit MTU 12" wire	MSRP	\$274.88	40.75%
	MSPSPD - Pulse,Dual Port, Universal Wall/Pit MTU 12" wire	MSRP	\$274.88	40.75%
	MSPSDG - Remote Gen, Dual Port, Universal Wall/Pit MTU 12" wire	MSRP	\$274.88	40.75%

	Aclara	ELECTRIC Endpoints			
		ESIM - MTU for Sensus Icon Meter	MSRP	\$178.93	40.75%
		ELGFM - MTU for Landis and Gyr Focus Meter	MSRP	\$233.67	40.75%
		ELGS4M - MTU for Landis and Gyr S-4 Meter	MSRP	\$274.88	40.75%
		Add for MTU/Meter Integration	MSRP	\$7.00	0.00%
	Aclara	Data Collector Units			
		DCUWSP - DCU w/16MB, WI-Fi Solar Power	MSRP	\$10,943.39	40.75%
		DCUWAC - DCU w/16MB, WI-Fi AC Power	MSRP	\$10,943.39	40.75%
	Aclara	Network Controller Hardware			
		NCC25 - Hardware, Tower (<25k meters)	MSRP	\$15,559.32	40.75%
		NCC25 - Hardware, Dual Tower (25k-50K meters)	MSRP	\$26,969.49	40.75%
		NCC25 - Hardware, Three Tower (50k-100K meters)	MSRP	\$37,342.37	40.75%

APPENDIX C

PRODUCT AND SERVICES PRICING SCHEDULE

DIR Contract No. DIR-SDD-475

WIRELESS MESH NETWORK SOLUTIONS

Vendor Contract No. _____

Category	Manufacturer or Service Provider	Item Description		MSRP Price, Fee or Rate per hour	DIR Customer Discount off MSRP
WIRELESS METER READING Cont.	Aclara	Network Software			
		SS25 - STAR Software (25K meters)	MSRP	\$20,745.76	40.75%
		SS50 - STAR Software (25K-50K meters)	MSRP	\$41,491.53	40.75%
		SS100 - STAR Software (50K-100K meters)	MSRP	\$93,355.93	40.75%
		PSION MTU Programmer (water only installs)	MSRP	\$4,343.64	40.75%
		INTERMAC MTU Programmer (2-way installs)	MSRP	\$7,390.68	40.75%
	Aclara	Network Services			
		DCUM DCU Maintenance Contract, per DCU,per year	MSRP	\$1,166.95	40.75%
		DCUI DCU Installation, per DCU	MSRP	\$2,593.22	40.75%
		All standard training, maintenance and monitoring	MSRP		40.75%
	Aclara	Network Meters			
		DCUM DCU Maintenance Contract, per DCU,per year	MSRP	\$1,166.95	40.75%

		DCUI DCU Installation, per DCU	MSRP	\$2,593.22	40.75%
		All standard training, maintenance and monitoring	MSRP		40.75%
	Aclara	Network Electric Meters			
		Form 1S FOCUS kWh only Class 100	MSRP	\$ 191.12	40.75%
		Form 2S FOCUS kWh only Class 200	MSRP	\$ 111.35	40.75%
		Form 12S FOCUS kWh only Class 200	MSRP	\$ 191.12	40.75%
		Form 2S FOCUS kWh only Class 320	MSRP	\$ 191.12	40.75%
		Form 4S FOCUS kWh only meter	MSRP	\$ 191.12	40.75%
		Form 45S S4e Demand Meter	MSRP	\$ 471.45	40.75%
		Form 36S S4e Demand Meter	MSRP	\$ 471.45	40.75%
		Form 9S S4e Demand Meter	MSRP	\$ 471.45	40.75%
		Form 9S S4e Demand Meter	MSRP	\$ 471.45	40.75%
		Form 12S S4e Demand Meter	MSRP	\$ 471.45	40.75%
		Form 16S S4e Demand Meter	MSRP	\$ 471.45	40.75%

APPENDIX C

**PRODUCT AND SERVICES PRICING SCHEDULE
WIRELESS MESH NETWORK SOLUTIONS**

DIR Contract No. DIR-SDD-475

Vendor Contract No. _____

Category	Manufacturer or Service Provider	Item Description		MSRP Price, Fee or Rate per hour	DIR Customer Discount off MSRP
WIRELESS METER READING Cont.	Aclara	Network Water Meters			
		5/8"x3/4" Meter W/Bronze Bottom, W/Encoder Register and Bare Wire (Gals/CF)	MSRP	\$ 130.67	40.75%
		3/4"x3/4" Meter W/Bronze Bottom, W/Encoder Register and Bare Wire (Gals/CF)	MSRP	\$ 160.21	40.75%
		1" Meter W/Bronze Bottom, W/Encoder Register and Bare Wire (Gals/CF)	MSRP	\$ 233.39	40.75%
		1-1/2" Meter W/Encoder Register and Bare Wire (Gals/CF)	MSRP	\$ 610.13	40.75%
		2" Meter W/Encoder Register and Bare Wire (Gals/CF)	MSRP	\$ 692.88	40.75%
		*Optional Test Port for 1-1/2" and 2" Meters	MSRP	\$ 45.93	40.75%
		1-1/2" Turbine Meter W/Encoder Register and Bare Wire (Gals/CF)	MSRP	\$ 975.05	40.75%
		2" Turbine Meter W/Encoder Register and Bare Wire (Gals/CF)	MSRP	\$ 1,065.81	40.75%
		3" Turbine Meter W/Encoder Register and Bare Wire (Gals/CF)	MSRP	\$ 1,392.56	40.75%
		4" Turbine Meter W/Encoder Register and Bare Wire (Gals/CF)	MSRP	\$ 1,916.39	40.75%

	6" Turbine Meter W/Encoder Register and Bare Wire (Gals/CF)	MSRP	\$ 3,399.71	40.75%
	8" Turbine Meter W/Encoder Register and Bare Wire (Gals/CF)	MSRP	\$ 7,445.97	40.75%
	10" Turbine Meter W/Encoder Register and Bare Wire (Gals/CF)	MSRP	\$ 10,517.63	40.75%
	12" Turbine Meter W/Encoder Register and Bare Wire (Gals/CF)	MSRP	\$ 16,454.61	40.75%
	2" Compound Meter W/Encoder Register and Bare Wire (Gals/CF)	MSRP	\$ 2,477.72	40.75%
	3" Compound Meter W/Encoder Register and Bare Wire (Gals/CF)	MSRP	\$ 3,259.16	40.75%
	4" Compound Meter W/Encoder Register and Bare Wire (Gals/CF)	MSRP	\$ 4,636.76	40.75%
	6" Compound Meter W/Encoder Register and Bare Wire (Gals/CF)	MSRP	\$ 7,239.13	40.75%
	8" Compound Meter W/Encoder Register and Bare Wire (Gals/CF)	MSRP	\$ 16,911.48	40.75%
	Positive Displacement Meters Encoder Register (Gals/CF)	MSRP	\$ 138.37	40.75%
	Turbine Meters Encoder Register (Gals/CF)	MSRP	\$ 252.89	40.75%
	Compound Meters Encoder Register (Gals/CF)	MSRP	\$ 387.09	40.75%
	3" Hydrant Meter w/Direct Register (Gals/CF)	MSRP	\$ 1,367.04	40.75%
	1 1/2" Strainer	MSRP	\$ 356.67	40.75%
	2" Strainer	MSRP	\$ 356.67	40.75%
	3" Strainer	MSRP	\$ 501.01	40.75%
	4" Strainer	MSRP	\$ 738.99	40.75%
	6" Strainer	MSRP	\$ 1,149.94	40.75%
	8" Strainer	MSRP	\$ 1,912.19	40.75%
	10" Strainer	MSRP	\$ 2,573.64	40.75%
	12" Strainer	MSRP	\$ 3,756.98	40.75%

APPENDIX C

**PRODUCT AND SERVICES PRICING SCHEDULE
WIRELESS MESH NETWORK SOLUTIONS**

DIR Contract No. DIR-SDD-475

Vendor Contract No. _____

Category	Manufacturer or Service Provider	Item Description		MSRP Price, Fee or Rate per hour	DIR Customer Discount off MSRP
SERVICES	RedMoon				
	Site Survey	\$5,000 + \$1,000 sq. mile + expenses	fee	TBD	8.75%
(see attached Exhibit C.1 for description)	Project Mgt	VP/Proj Mgr labor	per hr	\$250.00	8.75%
	Install labor	Install Labor (\$150.00 to \$300.00)	per hr	\$150 - \$300	8.75%
	Network Eng	Engineering labor	per hr	\$250.00	8.75%
	RF Engineering	Engineering labor	per hr	\$250.00	8.75%

	Design labor	Engineering labor	per hr	\$250.00	8.75%
	Tower Installation	Tower Installation	per hr	\$300.00	8.75%
	Training	Trainer	per hr	\$300.00	8.75%
	Monitoring	Installation/Setup	per hr	\$250.00	8.75%
	Monitoring	Fee per month per device	fee	\$50	8.75%