

**APPENDIX C  
 Product and Services Pricing Schedule**

Category	Manufacturer or Service Provider	Item Description	Price Type	MSRP Price, Fee or Rate per hour	DIR Customer Discount off MSRP
Mesh Hardware	Strix	Products	MSRP		25%
	LOK Technology	Products	MSRP		8%
	3Com	Products	MSRP		15-25%
Video Surveillance	D-Link	Cameras	MSRP		25%
	PTS	Installation & Configuration	per hr	\$125.00	25%
	PTS	Technical Support	per hr	\$150.00	25%
Mobile Communications	Strix		MSRP		25%
	Connectronics		MSRP		25%
Services	PTS	Installation & Configuration	per hr	\$150.00	25%
	PTS	Technical Support	per hr	\$150.00	25%
	PTS	Site Survey (fixed price)	fee	\$10,000.00	25%
	PTS	Site Survey	per hr	\$150.00	25%
	PTS	Network Design	per hr	\$150.00	25%
	PTS	Project Management	per hr	\$150.00	25%
	PTS	Initial Training	per hr	\$150.00	25%
	PTS	Documentation	per hr	\$150.00	25%
	PTS	Service rates: Saturday and After Hours	per hr	\$225.00	25%
	PTS	Service rates: Sunday and Holidays	per hr	\$300.00	25%

**Standard Installation**

PTS	Standard Installation (up to 8 servers/ workstations/ Key Network Elements including NetManage Probe)	fee	\$850.00	47%
	Additional Devices	each	\$150.00	25%

**Network Management**

PTS	NetManage Probe (fee + # of devices listed below:)	fee+	\$150.00	25%
	Workstations			
	1-9 workstations (minimum 5)	each	\$112.00	25%
	10-19 workstations	each	\$100.00	25%
	20-29 workstations	each	\$92.50	25%
	30-49 workstations	each	\$90.00	25%
	Servers	each	\$149.00	25%
Key Network Elements (SNMP managed > 3)	each	\$49.00	25%	

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**PRICING EXAMPLE  
 Wireless Mesh Pilot Program: 8-Node or 16-Node**

*The following example represents sample quantities and discounts of products and services for a Wireless Mesh Pilot Program. Additional Discounts are offered for Pilot Programs based upon design, topology, customer participation, quantity and other variables. Pilot Program parameters can be adjusted to meet customer's specific needs including parts, design, training and testing. A Pilot Program can be adjusted to incorporate 4.9 GHZ Wireless Technology as it becomes available.*

Category	Manufacturer	Part Number	Item Description	Price Type	MSRP Price, Fee or Rate per hr	Customer Discount off MSRP	Qty 8-Node	Qty 16-Node
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**Services**

PTS	PTS-SURVEY	Site Survey	per hr	\$150.00	25%	16	32
PTS	PTS-DESIGN	Network Design	per hr	\$150.00	25%	8	16
PTS	PTS-INSTALL	Installation/Configuration	per hr	\$150.00	25%	30	60
PTS	PTS-TRAIN	Training	per hr	\$150.00	25%	8	16
PTS	PTS-DOC	Documentation	per hr	\$150.00	25%	4	8
PTS	PTS-SUPPORT	Support	per hr	\$150.00	25%	8	16
					\$900.00		

**Mesh Hardware**

Strix	OWS-2400-20	OWS 2400-20 2A/G Boards	MSRP	\$5,329.00	25%	8	16
Strix	OWS-NS8	OWS Network Server, up to 8 nodes	MSRP	\$1,698.00	25%	1	1
Strix	OWS-AMB24	Adjustable mounting kit	MSRP	\$249.00	25%	8	16
Strix	OWS-CAB-LU10	Photo Cell Power tap at 10 foot	MSRP	\$299.00	25%	8	16
Connectronics	82-3710	Lighting Suppressors Type-N M/F	MSRP	\$99.00	25%	24	48
Connectronics	82-3345	2.4 GHz N-Female Omni 9.0 dBi	MSRP	\$77.00	25%	8	16
Connectronics	82-5315B	5Ghz {5.45-5.85GHz} Omni 12dBi	MSRP	\$109.95	25%	16	32
Connectronics	82-3711-3	3 foot LMR 400 N-Male to N-Male Cable	MSRP	\$37.00	25%	16	32
Connectronics	82-4747	N-Male to N-Male Coupler Adapter	MSRP	\$12.00	25%	8	16
Connectronics	82-6554	50 Ohm Load, N Male	MSRP	\$24.00	25%	8	16
3Com	3CRTP0050C96C	TippingPoint 50 Intrusion Prevention System - (1) Copper 10/100/1000 Segment	MSRP	\$4,995.00	15%	1	1
3Com	3CS-EXP7N-55G	Premium Maintenance Express (GEM) - NBD	MSRP	\$524.00	15%	1	1
3Com	3C16475BS	3Com Baseline Switch 2226 Plus	MSRP	\$335.00	25%	1	1
3Com	3C13701	3Com 5012 Router	MSRP	\$1,095.00	25%	1	1

**Video Surveillance**

**Wireless Surveillance Camera**

D-Link	DCS-3220G	DCS-3220G D-Link High Speed 2.4GHZ (802.11g) Wireless Camera	MSRP	\$399.00	25%	2	4
D-Link	DCS-60	DCS-60 D-LinkCamera Outdoor Enclosure with power supply, heater and blower, industrial grade	MSRP	\$299.00	25%	2	4

**Mobile Communications**

**Mobile Vehicles-** to be used with existing Laptop with standard 802.11g nic with external antenna

Connectronics	82-5502	5dBi MP5 Omni Hole Mount (2.4GHz) Antenna	MSRP	\$149.00	25%	2	4
Connectronics	82-5881-6	LMR-200 Cable Assembly 6 foot Type RPSMA-NM	MSRP	\$42.00	25%	2	4

**Estimated Cost: \$56,181.05                      8-Node**  
**Estimated Cost: \$105,324.95                      16-Node**

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