Quote for City of Key West - Phase I	List Price	Sale Price	Annual Maintenance
OptiView Seats			
8 *Full Scan/View Concurrent License(s)	16,000	8,000	1,600
15 View Plus Concurrent License(s)	22,500	11,250	2,250
OptiWorkFlow Professional Edition	20,000	12,000	2,400
15 OptiView Workflow License(s)	22,500	14,400	2,880
Professional Services	30,322	21,048	

Analysis & Configuration

Administrator Training Session(s)

User Training Session(s)

Monitoring & Coaching Session(s)

Hardware Components	Unit Price	Sales Price	Total
Scanning Hardware			
8 Fujitsu fi-6130C (40 ppm)	1,195	7,784	7,784

INVESTMENT SUMMARY		MSRP Price	Sales Price	Recurring Annual Maintenance
Software Total		81,000	45,650	9,130
Hardware Total		7,784	7,784	
Professional Services Total		30,322	21,048	
Annual Maintenance Total (Year 1)		16,200	9,130	
Total Investment	$	**135,306.00**	$ **83,612.00**	

Expiration: Sunday, March 31, 2013

Currency: USD

Executed master customer agreement is due by the expiration date listed above along with initial deposit.

Professional services do not include expenses for shipping, travel & per diem. Hardware shipping is a separate cost at the time of order and is dependent on shipping specifications, dimensions, distance

Training classes are restricted to a maximum of 10 participants. Additional training classes are required if more than 10 individuals need to be trained.

Prepared for: Patti Mclauchlin

Prepared by: Laurie VanDoezelaar

Approved By: _____

Date: _____