



11375 W. Sam Houston Parkway S. #800

Houston, Texas 77031

## Sales Quote

Quote #	Date
Kwpd91112	9/11/2012

**Bill To:**

Agency Name **Key West Police Department**  
 Address **525 Angela St.**  
 City, State **Key West, FL 33040**  
 Contact **Patti McLauchlin / Lt. James Benkoczy**

FOB Point: Destination

Terms: Net 30 Days

Quotation Expiration: 60 Days

Part Number	Description	List Price	Quantity	Total
<b>Coban In-Car Systems</b>				
SYSED-02	5.7" Monitor System Single Camera & Microphone System 5.7" Touchscreen Monitor Smart Power Monitoring and UPS 32 GB Internal SSD (Solid State Drive) 32 GB Removable SSD (Solid State Drive) Camera- Front facing only, Color Wireless Transmitter/Receiver Covert Backseat microphone GPS Internal 802.11 a/g/n wireless card Three Year Limited Warranty" ""	\$ 4,450.00	20	\$ 89,000.00
<b>In-Car Equipment &amp; Options</b>				
SCED-013	5.7" Touchscreen monitor	\$ 450.00		\$ -
SCOPT-02	Laptop/MDC Interface - Includes Cable, Software, and MDC Integration Training	\$ 200.00		\$ -
SCOPT-03	EDGE Dual Microphone Receiver Module (Receiver Only)	\$ 150.00		\$ -
SCOPT-04	Crash Sensor	\$ 250.00		\$ -
SCOPT-05	Gigatek Card Reader	\$ 150.00		\$ -
SCOPT-07	Video Streaming	\$ 195.00		\$ -
SCMR-01	Complete Front Facing Camera w/o IR	\$ 670.00		\$ -
SCOPT-09	Detached Wide Angle IR Camera (includes 1 - 12ft extension)	\$ 175.00	20	\$ 3,500.00
SCOPT-10	Radar Integration (Radar type must be confirmed, pd must provide cable and or interface components)	\$ 150.00		\$ -
SCOPT-14	Wired - Visor Mount Ethernet Port (per vehicle)	\$ 50.00		\$ -
SCOPT -27	Dual Shot Glass 802.11 a/g (Includes two (2), Required for 802.11N)	\$ 200.00	20	\$ 4,000.00
SCOPT-34	Single Shot Glass antenna 802.11 A/G Fixed (A/G Only)	\$ 100.00		
SCOPT-32	Noptic Thermal Camera Interface - Includes cable and configuration	\$ 195.00		\$ -
SYSED-05	Upgrade Integrated ALPR All-In-One Solution	\$ 5,545.00		\$ -
<b>Additional / Optional Equipment / Spares</b>				
SCPKB-031	EDGE Transmitter Package Includes Transmitter, Lapel Mic, Charger, Antenna, AC/DC Adaptors for charger and Leather Holster.	\$ 335.00		\$ -
SCOPT-01	GPS	\$ 250.00		\$ -
SCPKB-034	EDGE Transmitter Antenna	\$ 12.00		\$ -
SCPKB-033	EDGE Lapel Microphone	\$ 45.00		\$ -
SCPKB-012	EDGE Lithium Ion Battery (mic transmitter)	\$ 30.00		\$ -
NMIS-12	EDGE UNIT UPS Battery - PS1212F1 (battery only)	\$ 20.00		\$ -
SCPKB-019	EDGE Microphone Pouch	\$ 20.00		\$ -
SCMH-64SDD	64GB Removable SSD	Call		
SCMH-32SDD	32GB Removable SSD	\$ 595.00		\$ -
<b>EDGE MOUNTING HARDWARE</b>				
MAED-01	Standard Mounting Kit (Crown Vic only)	\$ 75.00	20	No Charge
MAED-02	Adapter Plate (Includes EDGE 5.7" Display Visor Mount)	\$ 100.00	20	\$ 2,000.00
<b>Hardware</b>				
SCAA-01	10 Microphone Charging Station	\$ 495.00		\$ -
SCAA-06	Tech Support Kit	\$ 195.00	1	\$ 195.00
SCAA-013	Tech Support Kit w/ 5.7" Touchscreen Monitor	\$ 595.00		\$ -
BMIS-01	Removable Hard Drive - Mobile HDD Up-Load Stand	\$ 250.00		\$ -
BMIS-07	Removable Hard Drive - Multi Upload Cradle (4 HDD)	\$ 950.00		\$ -
BSVR-	Server (s) are Quad Core Xeon CPU, Windows 2008 Server, SQL server. <b>NOTE: If department chooses to provide their own storage solution, Coban can provide the specifications for the required equipment</b>			Provided by PD
BSTR-	External iSCSI SAN Storage - MD3200i or Equal Logic			\$ -
WLIC-09	DVMS - Enterprise - Multi-location DVMS Configuration - (Per Year Per Location) Includes one (1) Year Maintenance/Support and Upgrades	\$ 1,000.00		\$ -



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<b>AutoDVD Burner Equipment, Installation, Software &amp; Configuration - OPTIONAL</b>				
BDVD - 50	Auto DVD Burner with built in PC all-in-one - Automated Robotic CD/DVD Back-up Solution-Table Top <i>Note: DVMS extended storage capabilities with DVD Burner: DVMS-Automated DVD Burning Software must be purchased whether DVD burner is supplied by Coban or PD. Also requires WLIC-14 license and a minimum of ONE LSET-06 for setup.</i>	\$ 5,995.00		Provided by PD
LSET-06	Automated DVD Burner Software and Hardware Configuration - Coban certified personnel to configure equipment on site. Charge includes Travel, Lodging, etc.	\$ 500.00	1	\$ 500.00
WLIC - 14	DVMS - Automated DVD Burning Solution Software - Includes DVMS Automated DVD Burning Solution Module and First year Maintenance and Support Agreement	\$ 2,995.00	1	\$ 2,995.00

<b>Back Office Setup Configuration &amp; Services</b>				
<b>All prices are based on one working day and person. An additional charge of \$1000.00 per day will need to be added for additional days and if Hardware setup is required</b>				
LSET-01	Workstation Software & Hardware Configuration	\$ 250.00	1	\$ 250.00
LSET-02	Stand Alone Server Software & Hardware configuration	\$ 2,500.00		\$ -
LSET-03	Server with Internal RAID Software & Hardware configuration	\$ 2,500.00	1	\$ 2,500.00
LSET-04	External RAID Software & Hardware configuration <i>(Required for iSCSI, SAN or DAS storage solutions and in conjunction with LSET-02)</i>	\$ 2,500.00		\$ -
LSET-10	Wireless Client Configuration Training - Includes upto 3 vehicles	\$ 150.00	1	\$ 150.00
LSET-11	Remote Setup/Install	\$ 1,000.00		\$ -
LSRVC-03	Project Management Fee / Hr.	\$ 150.00	20	No Charge

<b>Installation Options</b>				
<b>Installation/Installation Training prices are based on one day training course (s). An additional charge of \$1000.00 per day will need to be added for additional day.</b>				
LINST-01	<b>Option 1 - In-Car Hardware Installation / Car - Coban certified personnel to install equipment on site.</b> <b>(5 cars or more, if fewer than 5 cars, a travel fee of \$1,000.00 is required)</b>	\$ 500.00		\$ -
LTRN-01	<b>Option 2 - On-Site In-Car Installation Training - Includes Travel</b> (All prices based on 1 day up to 2 cars) Upon completion of training course, agency personnel are trained on installation of Coban EDGE In-Car Hardware	\$ 2,000.00		\$ -
LTRN-07	<b>Option 3 - On-Site In-Car Installation Training Certification - Includes Travel</b> (All prices based on 1 day up to 2 cars) Upon completion of training course, trained personnel are certified on installation of Coban EDGE In-Car Hardware. Course includes follow-up onsite visit by Coban personnel for inspection, validation and Certification of Training for agency personnel.	\$ 3,500.00	1	\$ 3,500.00
LINST-04	In-Car Hardware De-installation	\$ 250.00		\$ -

<b>Personnel Training</b>				
<b>Training prices are based on one day training course (s). An additional charge of \$1000.00 per day will need to be added for additional day.</b>				
LTRN-02	<b>On-Site Admin/Officer Training - includes Travel - Train the Trainer (up to 8 attendees per session) Coban personnel conducts onsite session for DVMS instruction.</b>	\$ 1,500.00	1	\$ 1,500.00
LTRN-04	<b>Online Web Refresh Training (per session)</b> Web training can be an alternative method of refresh training or product release/update/upgrade instruction.	\$ 500.00		\$ -

<b>Shipping</b>				
LSHIP-01	Shipping per unit cost (EDGE )	\$ 45.00	20	\$ 900.00
LSHIP-03	Shipping (ALPR, Server, LTO, Auto-DVD, etc)			\$ -



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**Warranty, Support, Maintenance**

<b>Software Maintenance</b>				
WDVMS-LC1	DVMS Maintenance, Support, Upgrades -Year 1-Charge based per unit	\$ 250.00	20	\$ 5,000.00
WDVMS-LC2	DVMS Maintenance, Support, Upgrades -Year 2-Charge based per unit	\$ 250.00		\$ -
WDVMS-LC3	DVMS Maintenance, Support, Upgrades - Year 3-Charge based per unit	\$ 250.00		\$ -
WDVMS-LC4	DVMS Maintenance, Support, Upgrades - Year 4-Charge based per unit	\$ 250.00		\$ -
WDVMS-LC5	DVMS Maintenance, Support, Upgrades - Year 5-Charge based per unit	\$ 250.00		\$ -

**TopCam EDGE - Standard Extended Hardware Warranty - First / Second / Third Year Warranty Included**

WARR-E2	TopCam EDGE - Fourth Year Extended Warranty	\$ 400.00		\$ -
WARR-E3	TopCam EDGE - Fifth Year Extended Warranty	\$ 550.00		\$ -

**Premiere Accidental Coverage - TopCam EDGE - Needs to be placed at time of Purchase**

WARR-EP3	TopCam EDGE - Premiere Accidental Coverage Years 1, 2, & 3	\$ 545.00		\$ -
WARR-EP4	TopCam EDGE - Premiere Accidental Coverage Years 1, 2, 3, & 4	\$ 725.00		\$ -
WARR-EP5	TopCam EDGE - Premiere Accidental Coverage Years 1, 2, 3, 4 & 5	\$ 950.00		\$ -

**Service Support Out of Warranty/No Warranty**

LSRV-02	Non Warranty Service Charge/Hour	\$ 150.00		\$ -
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**Coban Representative:**

Sales Rep: Ryan York  
Email: ryan.york@cobantech.com Cell: 832.370.7885

Inside Sales Rep: Sam Inthirath  
Email: sami@cobantech.com

**Grand Total \$ 115,990.00**

## COBAN Municipal Lease Payment Program

Date September 11, 2012  
Customer Business Name Key West Police Department  
Contact Patti McLauchlin / Lt. James Benkoczy

Vendor Business Name Coban Technologies

Product Description COBAN Video Solutions

Total COBAN Quote \$ **115,990.00**

### Lease Agreement

24 Month Payment Term	\$5,223.03
36 Month Payment Term	\$3,552.77
48 Month Payment Term	\$2,717.65
60 Month Payment Term	\$2,217.73
Advance Payment	1
End of lease purchase option:	\$1.00