

# Price List - Service Category #1: Standards-Based NG9-1-1 Call Handling System (CHE)



## Discount:

|          |     |
|----------|-----|
| Software | 25% |
| Hardware | 20% |
| Services | 0%  |

| Item                         | SubItemDesc                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | MSRP Price  | Discount | Discounted Price |
|------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|----------|------------------|
| <b>Recurring Fees</b>        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |             |          |                  |
| GuardMonthly                 | Monthly Guardian per Position Hosting Fee<br><i>Excludes position and PSAP hardware.</i><br><i>Excludes special features and recurring support.</i>                                                                                                                                                                                                                                                                                                                                   | \$950.00    | 0%       | \$950.00         |
| WANCon                       | WAN Connectivity                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |             |          | Custom Pricing   |
| AdminAI                      | AI Processing of Admin Calls (Yearly, based on Call Volume)                                                                                                                                                                                                                                                                                                                                                                                                                           |             |          | Custom Pricing   |
| <b>Miscellaneous</b>         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |             |          |                  |
| P-RACK-27U-15A               | 27U 4 Post Frame w/GND, Shelves, 15A PDU                                                                                                                                                                                                                                                                                                                                                                                                                                              | \$2,455.88  | 20%      | \$1,964.70       |
| SV-EquipStorage              | Equipment Storage per skid - Monthly                                                                                                                                                                                                                                                                                                                                                                                                                                                  | \$250.00    | 20%      | \$200.00         |
| SV-INSHPNG                   | Internal Shipping Within Customer Site<br><i>Movement of goods within customer site(s) (ie to installation rooms)</i><br><i>Disposal of packaging is NOT included. Customer is responsible for packaging disposal.</i>                                                                                                                                                                                                                                                                |             |          | Custom Pricing   |
| SV-LINUX MgtCore-5Ys         | Server Linux OS Patch Management 5 years                                                                                                                                                                                                                                                                                                                                                                                                                                              | \$2,500.00  | 0%       | \$2,500.00       |
| <b>3rd party Maintenance</b> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |             |          |                  |
| MT-FTAPP1P                   | Stratus Maint - 2hrs Response - 1 Year<br><i>With 2 Hour Response</i>                                                                                                                                                                                                                                                                                                                                                                                                                 | \$4,633.20  | 0%       | \$4,633.20       |
| MT-FTAPP3P                   | Stratus Maint - 2hrs Response - 3 Years<br><i>With 2 Hour Response</i>                                                                                                                                                                                                                                                                                                                                                                                                                | \$13,482.61 | 0%       | \$13,482.61      |
| MT-FTAPP5P                   | Stratus Maint - 2hrs Response - 5 Years<br><i>With 2 Hour Response</i>                                                                                                                                                                                                                                                                                                                                                                                                                | \$22,007.70 | 0%       | \$22,007.70      |
| MT-REC-01                    | Recorder Annual Maintenance                                                                                                                                                                                                                                                                                                                                                                                                                                                           | \$0.00      | 0%       | \$0.00           |
| MT-STRAPP1T                  | Stratus Maint - 30 Min Response - 1 Year                                                                                                                                                                                                                                                                                                                                                                                                                                              | \$6,458.40  | 0%       | \$6,458.40       |
| MT-STRAPP3T                  | Stratus Maint - 30 Min Response - 3 Year                                                                                                                                                                                                                                                                                                                                                                                                                                              | \$21,245.33 | 0%       | \$21,245.33      |
| MT-STRAPP5T                  | Stratus Maint - 30 Min Response - 5 Year                                                                                                                                                                                                                                                                                                                                                                                                                                              | \$30,677.40 | 0%       | \$30,677.40      |
| <b>ALI</b>                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |             |          |                  |
| P-GUARD-LOC                  | Guardian Locator Server WebAli & DB                                                                                                                                                                                                                                                                                                                                                                                                                                                   | \$6,524.00  | 20%      | \$5,219.20       |
| P-GUARD-LOC-DB               | Guardian Locator Server DB                                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$6,465.00  | 20%      | \$5,172.00       |
| P-GUARD-LOC-WebAli           | Guardian Locator Server WebAli                                                                                                                                                                                                                                                                                                                                                                                                                                                        | \$13,552.09 | 20%      | \$10,841.67      |
| SV-ALI-Inst                  | ALI / LIS System Installation                                                                                                                                                                                                                                                                                                                                                                                                                                                         | \$42,000.00 | 0%       | \$42,000.00      |
| SV-ALI-Prep                  | ALI / LIS Data Preparation                                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$18,000.00 | 0%       | \$18,000.00      |
| SV-RSALI CAD Setup           | One time CAD Set-up fee per PSAP<br><i>Includes adding the supplemental device-based location information to the ALI record within Guardian, adding location to Guardian Map (if applicable), configuring the web interface to Rapid Portal, AND appending the supplemental device-based location information to the end of the CAD spill, at the time of setup. Any other data format changes would be deemed outside of the scope of this work and will require a custom quote.</i> | \$1,620.00  | 0%       | \$1,620.00       |
| SV-RSALI Setup               | One time Set-up fee per PSAP<br><i>Includes adding the supplemental device-based location information to the ALI record within Guardian, adding location to Guardian Map (if applicable), and configuring the web interface to Rapid Portal, at the time of setup. Any other data format changes would be deemed outside of the scope of this work and will require a custom quote.</i>                                                                                               | \$950.00    | 0%       | \$950.00         |
| SV-RSPortal Setup            | One time Set-up fee per PSAP<br><i>Includes adding the necessary configuration to open web browser with RapidSoS Portal web page for additional content.</i>                                                                                                                                                                                                                                                                                                                          | \$950.00    | 0%       | \$950.00         |
| <b>Annual Services</b>       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |             |          |                  |
| SV-AAC & AAT POS-1Y          | Annual callback textback position serv<br><i>Includes access to automatic callback textback functionality, includes Guardian Messenger.</i>                                                                                                                                                                                                                                                                                                                                           | \$425.00    | 0%       | \$425.00         |

|                         |                                                                                                                                           |             |     |             |
|-------------------------|-------------------------------------------------------------------------------------------------------------------------------------------|-------------|-----|-------------|
| SV-AAC & AAT POS-5ys    | AAC & AAT yearly Service 5 years<br><i>Includes access to automatic callback textback functionality,<br/>includes Guardian Messenger.</i> | \$1,700.00  | 0%  | \$1,700.00  |
| <b>Core Accessories</b> |                                                                                                                                           |             |     |             |
| P- AD SRV-CSP           | Active Directory Server SW<br><i>Includes 5 year Support</i>                                                                              | \$2,491.68  | 20% | \$1,993.34  |
| P-3.5 HANDSET           | PC Audio Handset 3.5mm                                                                                                                    | \$107.25    | 20% | \$85.80     |
| P-ADM A VM SRV-CSP      | Ancillary SW VM for Cust Admin A SRV                                                                                                      | \$2,926.65  | 20% | \$2,341.32  |
| P-ADM B VM SRV-CSP      | Ancillary SW VM for Cust Admin B SRV                                                                                                      | \$2,926.65  | 20% | \$2,341.32  |
| P-ADM SRV-CSP           | Ancillary SW and HW for Cust Admin SRV                                                                                                    | \$3,000.04  | 20% | \$2,400.03  |
| P-ALARM-TWR             | Alarm Tower for Core RYG with Buzz                                                                                                        | \$555.00    | 20% | \$444.00    |
| P-ALI-DPLX              | Duplex ALI Modem Kit                                                                                                                      | \$3,533.46  | 20% | \$2,826.77  |
| P-ALI-SPLX              | Simplex ALI Modem Kit                                                                                                                     | \$1,766.73  | 20% | \$1,413.38  |
| P-APP SRV-CSP           | Ancillary SW and HW for Cust APP SRV                                                                                                      | \$3,243.11  | 20% | \$2,594.49  |
| P-ASN_MODEM             | ASN Modem for Fault-Tolerant Server                                                                                                       | \$1,135.88  | 20% | \$908.70    |
| P-BET-M66-12            | Building Entrance Terminal 12 circuits<br><i>Surge protection panel</i>                                                                   | \$304.30    | 20% | \$243.44    |
| P-BET-M66-25            | Building Entrance Terminal 25 circuits<br><i>Surge protection panel</i>                                                                   | \$821.29    | 20% | \$657.03    |
| P-BET-M66-6             | Building Entrance Terminal 6 circuits<br><i>Surge protection panel</i>                                                                    | \$250.60    | 20% | \$200.48    |
| P-CAB24U-M              | Modified 24U Cabinet Kit                                                                                                                  | \$3,285.42  | 20% | \$2,628.34  |
| P-CAB-42U-SM            | 42U Cabinet for Non Standard                                                                                                              | \$4,376.55  | 20% | \$3,501.24  |
| P-CAB-42U-WIDE          | 42U Wide Cabinet Kit with Sides                                                                                                           | \$6,086.00  | 20% | \$4,868.80  |
| P-CAB-42U-WIDE-TP       | 42U Wide Cabinet Kit with Sides<br><i>For Third Party</i>                                                                                 | \$6,265.00  | 20% | \$5,012.00  |
| P-CABINET-24U           | 24U Cabinet Kit with Sides                                                                                                                | \$4,744.08  | 20% | \$3,795.26  |
| P-CABINET-42U           | 42U Cabinet Kit with Sides                                                                                                                | \$5,695.78  | 20% | \$4,556.62  |
| P-CABSHELF              | 1U 19' Cabinet Shelf - Pre-Drill Mounts                                                                                                   | \$91.00     | 20% | \$72.80     |
| P-Damocles              | I/O Controller Damocles 2404i                                                                                                             | \$909.32    | 20% | \$727.46    |
| P-DC ADMIN-5YS+         | DC Powered Administration Server<br><i>Includes 5 year Support</i>                                                                        | \$12,530.33 | 20% | \$10,024.26 |
| P-DC ADMINB-5YS+        | DC Powered Administration Server<br><i>Includes 5 year Support</i>                                                                        | \$12,414.95 | 20% | \$9,931.96  |
| P-DC APP-5YS+           | DC Powered APP Server<br><i>Includes 5 year Support</i>                                                                                   | \$13,765.73 | 20% | \$11,012.58 |
| P-DC ARM-5YS+           | DC Powered ARM Server<br><i>Includes 5 year Support</i>                                                                                   | \$11,212.50 | 20% | \$8,970.00  |
| P-DC LocatorDB-5YS+     | DC Powered Locator Data Base Server<br><i>Includes 5 year Support</i>                                                                     | \$12,928.95 | 20% | \$10,343.16 |
| P-DC LocatorWEB-5YS+    | DC Powered Locator Web Server<br><i>Includes 5 year Support</i>                                                                           | \$13,568.75 | 20% | \$10,855.00 |
| P-DC MIS-5YS+           | DC Powered MIS Server<br><i>Includes 5 year Support</i>                                                                                   | \$22,079.85 | 20% | \$17,663.88 |
| P-DC MISREC-5YS+        | DC Powered MIS Recorder Server<br><i>Includes 5 year Support</i>                                                                          | \$18,850.00 | 20% | \$15,080.00 |
| P-DC MSApp-5YS+         | DC Powered MSApp Server<br><i>Includes 5 year Support</i>                                                                                 | \$13,105.63 | 20% | \$10,484.50 |
| P-DC PBX-MEDIA-5YS+     | DC Powered PBX/MEDIA Server<br><i>Includes 5 year Support</i>                                                                             | \$11,740.63 | 20% | \$9,392.50  |
| P-DC Utility-5YS+       | DC Powered Utility Server<br><i>May be used for Active Directory, Media Server, Zabbix Proxy</i><br><i>Includes 5 year Support</i>        | \$12,512.50 | 20% | \$10,010.00 |
| P-DC48VPSU-SRV          | DC48V PSU Spare Cartridge R630                                                                                                            | \$568.75    | 20% | \$455.00    |
| P-DCDC-48-12-RM         | 200W 48-12 DC Converter                                                                                                                   | \$308.75    | 20% | \$247.00    |
| P-ENH AD-5YS+           | Enhanced Active Directory Server<br><i>Includes 5 year Support</i>                                                                        | \$17,239.49 | 20% | \$13,791.59 |
| P-ENH ADMIN-GB-5YS+     | Administrative Server<br><i>Includes 5 year Support</i>                                                                                   | \$15,757.37 | 20% | \$12,605.90 |
| P-ENH ADMIN-R-GA-5YS+   | Administrative Server<br><i>Includes 5 year Support</i>                                                                                   | \$15,757.37 | 20% | \$12,605.90 |
| P-ENH ADMIN-S-5YS+      | Administrative Server<br><i>Includes 5 year Support</i>                                                                                   | \$15,757.37 | 20% | \$12,605.90 |
| P-ENH I3L-5YS+          | Enhanced I3 Logger Server<br><i>Includes 5 year Support</i>                                                                               | \$17,257.39 | 20% | \$13,805.91 |
| P-ENH Insights-5YS+     | Enhanced Insights On-Premise Server<br><i>Includes 5 year Support</i>                                                                     | \$7,621.25  | 20% | \$6,097.00  |
| P-FTAPP-GA-5YS+         | Fault-Tolerant Application Server A                                                                                                       | \$70,221.70 | 20% | \$56,177.36 |
| P-FTAPP-GB-5YS+         | Fault-Tolerant Application Server B                                                                                                       | \$70,221.70 | 20% | \$56,177.36 |
| P-FTAPP-SR-5YS+         | Fault-Tolerant Application Srvr Sel Rtr                                                                                                   | \$70,221.70 | 20% | \$56,177.36 |

|                         |                                                                           |             |     |             |
|-------------------------|---------------------------------------------------------------------------|-------------|-----|-------------|
| P-GPS-ETH3              | GPS Netclock Ethernet 2 Port Adaptor SFP                                  | \$3,511.98  | 20% | \$2,809.58  |
| P-GPS-Time Server       | GPS Time Server Kit, No Cables                                            | \$10,223.14 | 20% | \$8,178.51  |
| P-GPS-TSK-050F          | GPS Time Server Kit with 50' Cable                                        | \$10,223.14 | 20% | \$8,178.51  |
| P-GPS-TSK-100F          | GPS Time Server Kit with 100' Cable                                       | \$10,658.11 | 20% | \$8,526.49  |
| P-GPS-TSK-150F          | GPS Time Server Kit with 150' Cable                                       | \$10,480.90 | 20% | \$8,384.72  |
| P-GPS-TSK-200F          | GPS Time Server Kit with 200' Cable                                       | \$11,205.85 | 20% | \$8,964.68  |
| P-GPS-TSK-300F          | GPS Time Server Kit with 300' Cable                                       | \$10,462.78 | 20% | \$8,370.22  |
| P-GPS-WCLK              | GPS 4" Display Wall Clock                                                 | \$1,501.50  | 20% | \$1,201.20  |
| P-IP_SERIAL-8P          | 8-Ports Serial to 100BT Converter                                         | \$3,350.88  | 20% | \$2,680.70  |
| P-KVM 4 PORT            | KVM (Keyboard,Video,Mouse) Switch 4 Port                                  | \$2,345.44  | 20% | \$1,876.35  |
| P-KVM 8 PORT            | KVM (Keyboard,Video,Mouse) Switch 8 Port                                  | \$2,685.00  | 20% | \$2,148.00  |
| P-MFA-YubiKey-5-NFC     | Yubikey 5 NFC Hardware Token for MFA                                      | \$173.63    | 20% | \$138.90    |
| P-MIS SRV-CSP           | Ancillary SW and HW for Cust MIS SRV                                      | \$2,853.26  | 20% | \$2,282.61  |
| P-MP114 SHELF           | Rackmount Shelf - MP-114                                                  | \$19.67     | 20% | \$15.74     |
| P-MSApp SRV-CSP         | Appliance for Managed services<br><i>Includes 5 Years Support</i>         | \$2,497.05  | 20% | \$1,997.64  |
| P-PBX-MEDIA-SRV 5YS+    | PBX and Media Server<br><i>Includes 5 year Support</i>                    | \$14,495.42 | 20% | \$11,596.34 |
| P-PBX-MEDIA-SRV-CSP     | PBX and Media Server SW<br><i>Includes 5 year Support</i>                 | \$1,261.95  | 20% | \$1,009.56  |
| P-PDU-48V-18WAY         | PDU 2x9 WAY LOD Panel 19in w/ 10A MCB                                     | \$2,756.00  | 20% | \$2,204.80  |
| P-PRN-BW                | Network B&W Printer - Laser                                               | \$258.23    | 20% | \$206.58    |
| P-PRN-BW-CDR            | Call Detail Recorder Printer - Serial                                     | \$481.00    | 20% | \$384.80    |
| P-PRN-CLR               | Network Color Printer - Laser                                             | \$385.14    | 20% | \$308.11    |
| P-PWR_BAR_20A           | NEMA L5-20P 20A Vert 42U Power Bar                                        | \$187.95    | 20% | \$150.36    |
| P-PWR_BAR_20AL6         | 20A 208V PDU Metered 42U (NEMA L6-20P)                                    | \$438.55    | 20% | \$350.84    |
| P-PWR_IPBAR_20A         | 20Amp Vert 42U Power Bar IP                                               | \$1,847.78  | 20% | \$1,478.22  |
| P-PWRBAR140             | Power Bar 20A 24U - 14 Out & L5-20P In                                    | \$245.23    | 20% | \$196.18    |
| P-PWRBARH12-20          | 19" Rack Mount 12 Outlet Power Bar 20A                                    | \$268.41    | 20% | \$214.73    |
| P-QUADNIC               | Broadcom QP 1Gbps Network Card                                            | \$520.00    | 20% | \$416.00    |
| P-QuadNic x710 10G-PCle | Intel 10 GE x710 PCIe Low NIC                                             | \$1,292.00  | 20% | \$1,033.60  |
| P-QUADNIC-i350          | Intel i350 QP 1Gbps Network Card                                          | \$485.88    | 20% | \$388.70    |
| P-RACK-27U-20ATL        | 27U 4 Post Rack Kit                                                       | \$2,457.00  | 20% | \$1,965.60  |
| P-RAMup-32GB            | R640 Server RAM upgrade<br><i>Includes 5 year Support</i>                 | \$975.00    | 20% | \$780.00    |
| P-SSDadd 1.92TB-2.5in   | 1.92TB SSD SATA Mixed R640 2.5                                            | \$1,563.25  | 20% | \$1,250.60  |
| P-SSDadd 1.92TB-3.5in   | 1.92TB SSD SATA Mixed R640 3.5                                            | \$1,566.50  | 20% | \$1,253.20  |
| P-SSDadd-3.84TB         | R640 Server SSD Add-On<br><i>Includes 5 year Support</i>                  | \$8,461.38  | 20% | \$6,769.10  |
| P-SSP-ADM-GB-5YS+       | SFF Administration / MIS Server<br><i>Includes 5 year Support</i>         | \$16,640.56 | 20% | \$13,312.45 |
| P-SSP-ADM-R-GA-5YS+     | SFF Administration / MIS Server<br><i>Includes 5 year Support</i>         | \$16,640.56 | 20% | \$13,312.45 |
| P-SSP-ADM-S-5YS+        | SFF Administration / MIS Server<br><i>Includes 5 year Support</i>         | \$16,640.56 | 20% | \$13,312.45 |
| P-SSP-APP_GB-5YS+       | SFF Application Server<br><i>Includes 5 year Support</i>                  | \$9,049.42  | 20% | \$7,239.54  |
| P-SSP-APP-ENH-GA-5YS+   | Small Site APP Resilient Server Geo A<br><i>Includes 5 year Support</i>   | \$8,200.00  | 20% | \$6,560.00  |
| P-SSP-APP-ENH-GB-5YS+   | Small Site APP Resilient Server Geo B<br><i>Includes 5 year Support</i>   | \$8,200.00  | 20% | \$6,560.00  |
| P-SSP-APP-ENH-RA-5YS+   | Small Site APP Resilient Server Red A<br><i>Includes 5 year Support</i>   | \$7,993.50  | 20% | \$6,394.80  |
| P-SSP-APP-ENH-RB-5YS+   | Small Site APP Resilient Server Red B<br><i>Includes 5 year Support</i>   | \$7,788.75  | 20% | \$6,231.00  |
| P-SSP-APP-ENH-S-5YS+    | Small Site APP Resilient Server Simplex<br><i>Includes 5 year Support</i> | \$7,993.50  | 20% | \$6,394.80  |
| P-SSP-APP-GA-5YS+       | SFF Application Server<br><i>Includes 5 year Support</i>                  | \$10,965.54 | 20% | \$8,772.43  |
| P-SSP-APP-RA-5YS+       | SFF Application Server<br><i>Includes 5 year Support</i>                  | \$10,965.54 | 20% | \$8,772.43  |
| P-SSP-APP-RB-5YS+       | SFF Application Server<br><i>Includes 5 year Support</i>                  | \$10,965.54 | 20% | \$8,772.43  |
| P-SSP-APP-S-5YS+        | SFF Application Server<br><i>Includes 5 year Support</i>                  | \$10,965.54 | 20% | \$8,772.43  |
| P-SSP-KMM               | USB Keyboard, Mouse, 19.5" Monitor                                        | \$391.72    | 20% | \$313.38    |
| P-STD APP-GA-5YS+       | Application Server<br><i>Includes 5 year Support</i>                      | \$11,590.74 | 20% | \$9,272.59  |
| P-STD APP-GB-5YS+       | Application Server<br><i>Includes 5 year Support</i>                      | \$11,590.74 | 20% | \$9,272.59  |

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|--------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|-----|-------------|
| P-STD APP-RA-5YS+              | Application Server<br><i>Includes 5 year Support</i>                                                                                                                                                                                                                                     | \$11,590.74 | 20% | \$9,272.59  |
| P-STD APP-RB-5YS+              | Application Server<br><i>Includes 5 year Support</i>                                                                                                                                                                                                                                     | \$11,590.74 | 20% | \$9,272.59  |
| P-STD APP-S-5YS+               | Application Server<br><i>Includes 5 year Support</i>                                                                                                                                                                                                                                     | \$11,590.74 | 20% | \$9,272.59  |
| P-STD APP-SR-5YS+              | Application server<br><i>Includes 5 year Support</i>                                                                                                                                                                                                                                     | \$11,590.74 | 20% | \$9,272.59  |
| P-UPS-EXPBATT                  | UPS Expansion Battery                                                                                                                                                                                                                                                                    | \$1,875.92  | 20% | \$1,500.74  |
| P-UPS-RB-1500VA                | UPS Replacement Batt ON1500                                                                                                                                                                                                                                                              | \$750.69    | 20% | \$600.55    |
| P-UPS-RM-1500                  | Rackmounted 1500VA UPS                                                                                                                                                                                                                                                                   | \$797.88    | 20% | \$638.30    |
| P-UPS-RM-1500-NMC              | Rackmount 1500VA UPS + Net Monitoring                                                                                                                                                                                                                                                    | \$2,659.37  | 20% | \$2,127.50  |
| P-UPS-RM-1500-PC               | Rackmount 1500VA UPS + Power Conditioner                                                                                                                                                                                                                                                 | \$3,739.92  | 20% | \$2,991.94  |
| SL-IDRAC-UPG                   | iDRAC Express to Enterprise Upgrade                                                                                                                                                                                                                                                      | \$505.38    | 20% | \$404.30    |
| <b>Core Software</b>           |                                                                                                                                                                                                                                                                                          |             |     |             |
| SL-AAC & AAT                   | One time- AAC & AAT 9-1-1 system license<br><i>Requires access to system media server, if not existing this must be bought separately.</i>                                                                                                                                               | \$6,750.00  | 25% | \$5,062.50  |
| SL-ALI Simulator               | Held & Lost Simulator<br><i>Simulator for all NENA i3 v3 queries response such as: Held, Lost, Lost transfer, ADR and EIDO.</i>                                                                                                                                                          | \$403.23    | 20% | \$322.58    |
| SL-GUARD-LOC                   | Guardian Locator DB Base License                                                                                                                                                                                                                                                         | \$6,160.00  | 20% | \$4,928.00  |
| SL-GUARD-LOC-S                 | Annual Guardian Locator Subscription                                                                                                                                                                                                                                                     | \$1,404.00  | 0%  | \$1,404.00  |
| SL-GUARDSOFTLIC AT&T-FT        | Guardian Controller License<br><i>Fault-Tolerant</i>                                                                                                                                                                                                                                     | \$21,297.00 | 25% | \$15,972.75 |
| SL-GUARDSOFTLIC AT&T-GEO       | Guardian Controller License<br><i>Geo-Diverse Side A</i>                                                                                                                                                                                                                                 | \$14,976.00 | 25% | \$11,232.00 |
| SL-GUARDSOFTLIC AT&T-GEO-B     | Guardian Controller License<br><i>Geo-Diverse Side B</i>                                                                                                                                                                                                                                 | \$14,976.00 | 25% | \$11,232.00 |
| SL-GUARDSOFTLIC AT&T-GEO-U     | Guardian Controller License<br><i>Geo-Diverse Upgrade from Single Site</i>                                                                                                                                                                                                               | \$14,976.00 | 25% | \$11,232.00 |
| SL-GUARDSOFTLIC-FT             | Guardian Controller License<br><i>Fault-Tolerant</i>                                                                                                                                                                                                                                     | \$21,297.00 | 25% | \$15,972.75 |
| SL-GUARDSOFTLIC-GEO            | Guardian Controller License<br><i>Geo-Diverse Side A</i>                                                                                                                                                                                                                                 | \$14,976.00 | 25% | \$11,232.00 |
| SL-GUARDSOFTLIC-GEO-B          | Guardian Controller License<br><i>Geo-Diverse Side B</i>                                                                                                                                                                                                                                 | \$14,976.00 | 25% | \$11,232.00 |
| SL-GUARDSOFTLIC-GEO-U          | Guardian Controller License<br><i>Geo-Diverse Upgrade from Single Site</i>                                                                                                                                                                                                               | \$14,976.00 | 25% | \$11,232.00 |
| SL-GUARDSOFTLIC-SX             | Guardian Controller License<br><i>Simplex</i>                                                                                                                                                                                                                                            | \$7,500.00  | 25% | \$5,625.00  |
| SL-MariaDB 1vCPU-5YS           | MariaDB Enterprise 1vCPU 5 years                                                                                                                                                                                                                                                         | \$19,332.00 | 20% | \$15,465.60 |
| SL-RDP-5UserCAL                | Windows RDP WS2022 5 User CAL<br><i>Includes 5 year Support</i>                                                                                                                                                                                                                          | \$311.46    | 20% | \$249.17    |
| SL-SCGuardSOFTLIC              | Survivability Controller License<br><i>Fault-Tolerant</i>                                                                                                                                                                                                                                | \$11,053.00 | 25% | \$8,289.75  |
| SL-VSPH STD 16c-5YS            | vSphere Standard 8 16 Cores 5 Years                                                                                                                                                                                                                                                      | \$7,641.06  | 20% | \$6,112.85  |
| SL-VSPHESS3                    | vSphere Essentials Kit (3 hosts 2 proc/)                                                                                                                                                                                                                                                 | \$1,073.00  | 20% | \$858.40    |
| SL-WS2022 IOT-STD              | Windows Server 2022 IOT Standard                                                                                                                                                                                                                                                         | \$1,236.96  | 20% | \$989.57    |
| <b>Core Systems</b>            |                                                                                                                                                                                                                                                                                          |             |     |             |
| P-CAB-42U-SLIM                 | 42U Slim Cabinet Kit with Sides                                                                                                                                                                                                                                                          | \$5,477.40  | 20% | \$4,381.92  |
| P-SSP-APP AAC-GA-5YS+          | SFF App Server + Abandoned Auto Callback<br><i>Includes 5 year Support</i>                                                                                                                                                                                                               | \$7,748.30  | 20% | \$6,198.64  |
| P-SSP-APP AAC-GB-5YS+          | SFF App Server + Abandoned Auto Callback<br><i>Includes 5 year Support</i>                                                                                                                                                                                                               | \$7,748.30  | 20% | \$6,198.64  |
| P-SSP-APP AAC-RA-5YS+          | SFF App Server + Abandoned Auto Callback<br><i>Includes 5 year Support</i>                                                                                                                                                                                                               | \$7,748.30  | 20% | \$6,198.64  |
| P-SSP-APP AAC-RB-5YS+          | SFF App Server + Abandoned Auto Callback<br><i>Includes 5 year Support</i>                                                                                                                                                                                                               | \$7,748.30  | 20% | \$6,198.64  |
| P-SSP-APP AAC-S-5YS+           | SFF App Server + Abandoned Auto Callback<br><i>Includes 5 year Support</i>                                                                                                                                                                                                               | \$7,748.30  | 20% | \$6,198.64  |
| <b>Cyber Security Services</b> |                                                                                                                                                                                                                                                                                          |             |     |             |
| SV-CYBER SECURITY              | Cyber Security Solution<br><i>Cybersecurity service that includes SOC monitoring, Vulnerability Scanning, Managed EDR and Network Monitoring. This service includes a security log collector, setup service and up 6 or 10 days (as indicated in the quote) of remediation services.</i> |             |     | Variable    |
| SV-VU PenTest-OD               | Penetration Test On-Demand                                                                                                                                                                                                                                                               | \$17,850.00 | 0%  | \$17,850.00 |

| Disaster Recovery           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |             |     |             |
|-----------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|-----|-------------|
| P-D&R-5-10TB-CORE           | Disaster Recovery CORE 5 to 10TB                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | \$6,265.00  | 20% | \$5,012.00  |
| P-D&R-5TB-CORE              | Disaster Recovery CORE 5TB<br><i>Includes 5 Years Support</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | \$2,668.19  | 20% | \$2,134.55  |
| SV-D&R setup                | Disaster Recovery Set-up                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | \$1,900.00  | 0%  | \$1,900.00  |
| Hardware Refresh Services   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |             |     |             |
| SV-PhoneSetup               | Phone Configuration Update<br><i>Tune existing Phone configuration. Load updated config onto new Phone.</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                     | \$82.00     | 0%  | \$82.00     |
| SV-PositionSetup            | Position Configuration Update<br><i>Tune existing PC configuration and import for usability with Newer PC and Operating system. Load updated config onto new PC.</i>                                                                                                                                                                                                                                                                                                                                                                                            | \$600.00    | 0%  | \$600.00    |
| SV-PSUpgrade                | Professional Services Refresh<br><i>Ensure accurate hardware requirements<br/>Assess database requirements and provide guidance<br/>Assist with management of upgrade requirements</i>                                                                                                                                                                                                                                                                                                                                                                          | \$12,900.00 | 0%  | \$12,900.00 |
| SV-ServerSetup              | Server Configuration Update<br><i>Import existing Database and tune existing configuration for usability with newer servers and Operating system. Load updated config onto new servers.</i>                                                                                                                                                                                                                                                                                                                                                                     | \$900.00    | 0%  | \$900.00    |
| SV-SiteAudit                | System Refresh Audit<br><i>System technical audit:<br/>- Audit coordination<br/>- Assess system design, connectivity, user interface usage, call flow and site conditions<br/>- Review system changes from original to determine changes required for new updated configuration manual<br/>- Review, determine and produce system upgrade plan based on current configuration</i>                                                                                                                                                                               | \$4,000.00  | 0%  | \$4,000.00  |
| Headsets/Handsets           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |             |     |             |
| P-DP HANDSET_4W             | Dual Prong Handset - 4 Wires                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | \$52.30     | 20% | \$41.84     |
| P-DP HANDSET_6W             | Dual Prong Handset - 6 Wires                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | \$142.32    | 20% | \$113.86    |
| P-DP HANDSET_6W NC          | 2 Prong Noise Cancel Handset - 6 Wires                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | \$173.70    | 20% | \$138.96    |
| P-DP HANDSET-MU             | Dual Prong Handset with Push-To-Mute                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$121.11    | 20% | \$96.89     |
| P-DP HDSET MN               | Dual Prong Mono Headset<br><i>No Push-to-Talk</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | \$442.81    | 20% | \$354.25    |
| P-DP HDSET MN VistaM22      | Dual Prong MonoHeadset w/ M22 console                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | \$321.75    | 20% | \$257.40    |
| P-DP HDSET MN-P             | Dual Prong Mono Headset w/PTT                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | \$401.23    | 20% | \$320.98    |
| P-DP HDSET ST               | Dual Prong Binaural Headset<br><i>No Push-to-Talk</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | \$641.88    | 20% | \$513.50    |
| P-DP HDSET ST-P             | Dual Prong Binaural Headset w/PTT                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | \$505.94    | 20% | \$404.75    |
| P-DP HDSET2 MN-P            | Dual Prong Mono Headset w/PTT                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | \$377.62    | 20% | \$302.10    |
| P-DP WLHDST MN-P            | Dual Prong Mono Wireless Headset                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | \$930.80    | 20% | \$744.64    |
| P-HANDSET CRADDL            | Horizontal Handset Cradle                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | \$16.45     | 20% | \$13.16     |
| P-HDSET_RA                  | Handset Adaptor for Recording                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | \$105.63    | 20% | \$84.50     |
| P-USB HDSET MN              | Position USB Mono Headset Bundle                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | \$260.55    | 20% | \$208.44    |
| P-USB HDSET ST              | Position USB Stereo Headset Bundl                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | \$365.27    | 20% | \$292.22    |
| Installation Services       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |             |     |             |
| SV-CUTSupp                  | Cutover Support - Daily Rate                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | \$1,300.00  | 0%  | \$1,300.00  |
| SV-HGRremote                | HigherGround Prof. services 1 hour                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | \$114.00    | 0%  | \$114.00    |
| SV-InstDaily                | Installation Services - Daily Rate                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | \$1,300.00  | 0%  | \$1,300.00  |
| SV-InstMatl                 | Installation Material                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | \$250.00    | 0%  | \$250.00    |
| SV-InstRem Half day         | Remote Install Services - Half Day                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | \$650.00    | 0%  | \$650.00    |
| SV-InstRemDaily             | Remote Install Services - Daily Rate                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$1,300.00  | 0%  | \$1,300.00  |
| SV-InstT&Lprem              | Travel and Living Expenses - Weekend                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | \$255.00    | 0%  | \$255.00    |
| SV-InstTSup10H              | X25 Gateway Install & Support - 10 Hours                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | \$1,800.00  | 0%  | \$1,800.00  |
| SV-PosTransfer              | Guardian Lic position Transfer Fee                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | \$995.00    | 0%  | \$995.00    |
| SV-RegionalT&L1stD          | Travel and Living Expenses - First Day                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | \$755.00    | 0%  | \$755.00    |
| SV-Remote ESInet Setup-PSAP | Hosted PSAP Remote ESInet Set-up<br><i>Solacom will provide remote ESInet setup for remote PSAP, configuration of Guardian, readiness testing, additional customer training, and cutover remote support to the channel/customer in order to facilitate provisioning changes within the Guardian system to connect a new IP connection for voice. This service is for the remote technical support, testing and provisioning effort only and does not include any equipment (firewall, SBC) and/or software that may be deemed necessary as part of this pro</i> | \$2,500.00  | 0%  | \$2,500.00  |
| SV-T&L1stD                  | Travel and Living Expenses - First Day                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | \$1,700.00  | 0%  | \$1,700.00  |

|                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |             |     |                |
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| SV-T&LSuD              | Travel and Living Expenses - Daily                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | \$255.00    | 0%  | \$255.00       |
| <b>Line Interfaces</b> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |             |     |                |
| P-EG400-KIT            | Emergency Gateway to Legacy PSAP - 4 FXO                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | \$590.00    | 20% | \$472.00       |
| P-EGN400-KIT           | Emergency Gateway to Legacy SR - 4 FXS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | \$936.17    | 20% | \$748.94       |
| P-HDVOIP               | High Density 512 Port VoIP Card                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | \$18,111.60 | 20% | \$14,489.28    |
| P-IAD-HCWW1            | Integrated Access Device for CAMA & T1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | \$2,535.00  | 20% | \$2,028.00     |
| P-IQ1000               | IQ1000 Chassis Kit                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | \$6,496.36  | 20% | \$5,197.09     |
| P-IQ1500               | IQ1500 Chassis Kit                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | \$7,962.87  | 20% | \$6,370.30     |
| P-IQ2000               | IQ2000 Chassis Kit                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | \$7,697.00  | 20% | \$6,157.60     |
| P-IQ2000 DC            | IQ2000 Chassis Kit Dual DC                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | \$10,681.09 | 20% | \$8,544.87     |
| P-IQ500                | IQ500 Chassis Kit                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | \$4,033.39  | 20% | \$3,226.71     |
| P-LDVOIP               | Low Density 128 Port VOIP Card                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | \$14,922.06 | 20% | \$11,937.65    |
| P-M1K-4ST1             | 4S T1 Module for M1K                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | \$7,696.82  | 20% | \$6,157.46     |
|                        | <i>Includes: Single module containing quad E1/T1 spans</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |             |     |                |
| P-M1K-4T1-KIT          | Mediant 1000B with a 4S T1 Module                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | \$10,436.08 | 20% | \$8,348.86     |
|                        | <i>Includes Mediant 1000 chassis, Single module containing quad E1/T1 spans, Dual AC power supply</i>                                                                                                                                                                                                                                                                                                                                                                                                                       |             |     |                |
| P-M1K-4xT1             | Mediant 1000 4xT1 Module                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | \$14,743.78 | 20% | \$11,795.02    |
|                        | <i>Includes: Mediant Chassis and 4 X 1span T1 modules</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |             |     |                |
| P-M1K-CHASSIS-DP       | Mediant 1000 Chassis - Dual Power                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | \$2,739.25  | 20% | \$2,191.40     |
|                        | <i>Spare Chassis only, Dual Power, Modules not included.</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                |             |     |                |
| P-M1K-PS               | Mediant 1000 Power Supply                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | \$466.51    | 20% | \$373.21       |
|                        | <i>Single AC power supply</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |             |     |                |
| P-M1K-T1               | Mediant 1000 T1 Module                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | \$3,118.47  | 20% | \$2,494.78     |
|                        | <i>Single module single E1/T1 spans</i>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |             |     |                |
| P-M1K-T1-KIT           | Mediant 1000 T1 Kit with Dual Power                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | \$5,857.72  | 20% | \$4,686.18     |
|                        | <i>Includes Mediant 1000 chassis, Single module containing single T1 span, Dual AC power supply</i>                                                                                                                                                                                                                                                                                                                                                                                                                         |             |     |                |
| P-PCleVoIP-ENC         | PCle VoIP Enclosure                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | \$2,040.90  | 20% | \$1,632.72     |
| P-SURGE 66_GND BAR     | GND Bar For 66 Block                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | \$20.87     | 20% | \$16.70        |
| P-SURGE-66A            | M66 Surge Analog Protection - FXO                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | \$36.00     | 20% | \$28.80        |
| P-SURGE-PRIM-AD        | BET Primary Protection 5 Pins                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | \$10.00     | 20% | \$8.00         |
| P-VOIPPCIE             | LD VoIP Card for APP Server PCle Slot                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | \$8,054.32  | 20% | \$6,443.46     |
| <b>Maintenance</b>     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |             |     |                |
| MT-HSGUARD-01          | Guardian Hardware Support - 1 Year                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |             |     | Custom Pricing |
|                        | <i>The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) v</i> |             |     |                |
| MT-HSGUARD-02          | Guardian Hardware Support - Year 2                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |             |     | Custom Pricing |
|                        | <i>The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) v</i> |             |     |                |
| MT-HSGUARD-0205        | Hardware Support - Years 2 through 5                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |             |     | Custom Pricing |
|                        | <i>The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) v</i> |             |     |                |
| MT-HSGUARD-03          | Guardian Hardware Support - Year 3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |             |     | Custom Pricing |
|                        | <i>The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS. Individually purchased;</i>                                                                                          |             |     |                |

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| MT-HSGUARD-04   | <p>Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) v</p> <p>Guardian Hardware Support - Year 4</p> <p>The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) v</p> | Custom Pricing |
| MT-HSGUARD-05   | <p>Guardian Hardware Support - Year 5</p> <p>The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) v</p>                                                                                                 | Custom Pricing |
| MT-HSGUARD-06   | <p>Guardian Hardware Support - Year 6</p> <p>The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) v</p>                                                                                                 | Custom Pricing |
| MT-HSGUARD-0610 | <p>Hardware Support - Year 6 through 10</p> <p>The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) v</p>                                                                                               | Custom Pricing |
| MT-HSGUARD-07   | <p>Guardian Hardware Support - Year 7</p> <p>The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) v</p>                                                                                                 | Custom Pricing |
| MT-HSGUARD-08   | <p>Guardian Hardware Support - Year 8</p> <p>The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) v</p>                                                                                                 | Custom Pricing |
| MT-HSGUARD-09   | <p>Guardian Hardware Support - Year 9</p> <p>The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) v</p>                                                                                                 | Custom Pricing |
| MT-HSGUARD-10   | <p>Guardian Hardware Support - Year 10</p> <p>The Guardian hardware support program covers all hardware purchased from Solacom with the following exceptions: 1. Computers and servers are excluded, and are covered under</p>                                                                                                                                                                                                                                                                                                                                                                                                                                        | Custom Pricing |

|                             |                                                                                                                                                                                                                                                                                                                                                |             |     |                |
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|                             | <i>manufacturer support for up to five (5) years. 2. Monitors, keyboards and mouse devices purchased with the initial computer order will carry the same support purchased for the associated computer or server. 3. UPS, Individually purchased; Keyboards, mouse devices, headsets, and handsets are covered under the initial one (1) v</i> |             |     |                |
| MT-SSGUARD-01               | Position Software Support - Year 1                                                                                                                                                                                                                                                                                                             | \$1,690.00  | 0%  | \$1,690.00     |
| MT-SSGUARD-02               | Position Software Support - 2 Years<br><i>If Purchased Upfront</i>                                                                                                                                                                                                                                                                             | \$3,109.60  | 0%  | \$3,109.60     |
| MT-SSGUARD-03               | Position Software Support - 3 Years<br><i>If Purchased Upfront</i>                                                                                                                                                                                                                                                                             | \$4,563.00  | 0%  | \$4,563.00     |
| MT-SSGUARD-04               | Position Software Support - 4 Years<br><i>If Purchased Upfront</i>                                                                                                                                                                                                                                                                             | \$5,746.00  | 0%  | \$5,746.00     |
| MT-SSGUARD-05               | Position Software Support - Years 1 to 5                                                                                                                                                                                                                                                                                                       | \$6,084.00  | 0%  | \$6,084.00     |
| MT-SSGUARD-05-Refresh       | Position SW Support - 5 years Refresh                                                                                                                                                                                                                                                                                                          | \$7,605.00  | 0%  | \$7,605.00     |
| MT-SSGUARDB-01              | Guardian Bup Position SW Licence cont Y1                                                                                                                                                                                                                                                                                                       | \$1,560.00  | 0%  | \$1,560.00     |
| MT-SSGUARDB-02              | Guardian Bup Position SW Licence cont 2Y                                                                                                                                                                                                                                                                                                       | \$3,109.60  | 0%  | \$3,109.60     |
| MT-SSGUARDB-03              | Guardian Bup Position SW Licence cont 3Y                                                                                                                                                                                                                                                                                                       | \$4,563.00  | 0%  | \$4,563.00     |
| MT-SSGUARDB-04              | Guardian Bup Position SW Licence cont 4Y                                                                                                                                                                                                                                                                                                       | \$5,746.00  | 0%  | \$5,746.00     |
| MT-SSGUARDB-05              | Guardian Bup Position SW Licence cont 5Y                                                                                                                                                                                                                                                                                                       | \$6,084.00  | 0%  | \$6,084.00     |
| MT-SSGUARDB-05-Refresh      | Backup Position SW support - 5Y Refresh                                                                                                                                                                                                                                                                                                        | \$7,605.00  | 0%  | \$7,605.00     |
| MT-SSGUARDB-M               | Guardian Bup Position SW Licence Monthly                                                                                                                                                                                                                                                                                                       | \$153.79    | 0%  | \$153.79       |
| MT-SSGUARD-M                | Position Software Support - Monthly                                                                                                                                                                                                                                                                                                            | \$153.79    | 0%  | \$153.79       |
| MT-SSIIPBX-01               | SW Support IP-PBX - 1 Year                                                                                                                                                                                                                                                                                                                     | \$103.00    | 0%  | \$103.00       |
| MT-STATPS1                  | Guardian Status package support 1yr                                                                                                                                                                                                                                                                                                            | \$500.00    | 0%  | \$500.00       |
| MT-STATPS5                  | Guardian Status Package Support - 5 Year                                                                                                                                                                                                                                                                                                       | \$1,553.00  | 0%  | \$1,553.00     |
| MT-Warranty                 | Guardian First Year HW Warranty<br><i>The Guardian first year warranty covers all Hardware for the first year.</i>                                                                                                                                                                                                                             | \$0.00      | 0%  | \$0.00         |
| SV-TIER1                    | Tier 1 Services For 1 Year - Calculate                                                                                                                                                                                                                                                                                                         |             |     | Custom Pricing |
| <b>Managed services</b>     |                                                                                                                                                                                                                                                                                                                                                |             |     |                |
| P-ARMPROXY                  | Local NOC Server                                                                                                                                                                                                                                                                                                                               | \$5,794.62  | 20% | \$4,635.70     |
| P-MSApp                     | Appliance for Managed services<br><i>Includes 5 Years Support</i>                                                                                                                                                                                                                                                                              | \$15,658.92 | 20% | \$12,527.14    |
| SV-ARM_Guardian-1Y          | Active Remote Monitoring / Pos - 1 Year                                                                                                                                                                                                                                                                                                        | \$430.00    | 0%  | \$430.00       |
| SV-ARM_Guardian-3Y          | Act. Remote Monitoring Per Pos - 3 Years                                                                                                                                                                                                                                                                                                       | \$1,161.00  | 0%  | \$1,161.00     |
| SV-ARM_Guardian-5Yr Refresh | Act. Remote Monitoring Per Pos - 5 Years                                                                                                                                                                                                                                                                                                       | \$2,150.00  | 0%  | \$2,150.00     |
| SV-ARM_IPSR_1yr             | Act. Remote Monitor - IPSR/ESRP - 1 Year                                                                                                                                                                                                                                                                                                       | \$6,424.00  | 0%  | \$6,424.00     |
| SV-ARM_IPSR_5yrs            | Act. Remote Monitor - IPSR/ESRP - 5 Year                                                                                                                                                                                                                                                                                                       | \$22,400.00 | 0%  | \$22,400.00    |
| SV-ARM-Guardian-5Y          | Act. Remote Monitoring Per Pos - 5 Years                                                                                                                                                                                                                                                                                                       | \$1,720.00  | 0%  | \$1,720.00     |
| SV-ARM-Guardian-B3          | Act. Remote Monitoring/ BU Pos - 3 Years                                                                                                                                                                                                                                                                                                       | \$580.50    | 0%  | \$580.50       |
| SV-ARM-Guardian-B5          | Act. Remote Monitoring/ BU Pos - 5 Years                                                                                                                                                                                                                                                                                                       | \$860.00    | 0%  | \$860.00       |
| SV-ARM-Guardian-BU          | Act. Remote Monitoring/ BU Pos - 1 Year                                                                                                                                                                                                                                                                                                        | \$215.00    | 0%  | \$215.00       |
| SV-ARM-SETUP                | Active Remote Monitoring - Setup                                                                                                                                                                                                                                                                                                               | \$1,950.00  | 0%  | \$1,950.00     |
| SV-ARM-SETUP-AP             | Active Remote Monitoring - Setup/ PSAP                                                                                                                                                                                                                                                                                                         | \$432.00    | 0%  | \$432.00       |
| SV-ARS-1Y                   | Advance Replacement Service - 1 Year                                                                                                                                                                                                                                                                                                           | \$1,500.00  | 0%  | \$1,500.00     |
| SV-D&R Core&PSAP-1Y         | Disaster Recovery Maintenance 1 year<br><i>Includes 5 Years Support</i>                                                                                                                                                                                                                                                                        | \$650.00    | 0%  | \$650.00       |
| SV-D&R Core&PSAP-3Y         | Disaster Recovery Maintenance 3 year<br><i>Includes 5 Years Support</i>                                                                                                                                                                                                                                                                        | \$1,950.00  | 0%  | \$1,950.00     |
| SV-D&R Core&PSAP-5Y         | Disaster Recovery Maintenance 5 year<br><i>Includes 5 Years Support</i>                                                                                                                                                                                                                                                                        | \$3,250.00  | 0%  | \$3,250.00     |
| SV-EDR MGT-1yr              | Managed EDR - 1 Year<br><i>For the installation, configuration, and SOC monitoring of the Endpoint Detection and Response security solution for each postion, server and virtualized OS (Windows and Linux)</i>                                                                                                                                | \$150.00    | 0%  | \$150.00       |
| SV-EDR MGT-3yrs             | Managed EDR - 3 Year<br><i>For the installation, configuration, and SOC monitoring of the Endpoint Detection and Response security solution for each postion, server and virtualized OS (Windows and Linux)</i>                                                                                                                                | \$450.00    | 0%  | \$450.00       |
| SV-EDR MGT-5yrs             | Managed EDR - 5 Years<br><i>For the installation, configuration, and SOC monitoring of the Endpoint Detection and Response security solution for each postion, server and virtualized OS (Windows and Linux)</i>                                                                                                                               | \$750.00    | 0%  | \$750.00       |
| SV-EDR-Setup                | Anti-Virus Management set-up fee                                                                                                                                                                                                                                                                                                               | \$1,300.00  | 0%  | \$1,300.00     |
| SV-Forti 101F FPM-1Y        | 101F Firewall Patch Management 1 year<br><i>SOLACOM will update SOLACOM furnished firewalls to the latest SOLACOM tested and approved firmware, once per year if an update is available.</i>                                                                                                                                                   | \$1,207.00  | 0%  | \$1,207.00     |
| SV-Forti 101F FPM-5Y        | 101F Firewall Patch Management 5 years<br><i>SOLACOM will update SOLACOM furnished firewalls to the latest</i>                                                                                                                                                                                                                                 | \$5,572.00  | 0%  | \$5,572.00     |

|                           |                                                                                                                                                                                                                                                          |             |    |             |
|---------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|----|-------------|
|                           | SOLACOM tested and approved firmware, once per year if an update is available.                                                                                                                                                                           |             |    |             |
| SV-Forti 60E FPM-1Y       | 60E Firewall Patch Management 1 year<br>SOLACOM will update SOLACOM furnished firewalls to the latest SOLACOM tested and approved firmware, once per year if an update is available.                                                                     | \$382.00    | 0% | \$382.00    |
| SV-Forti 60E FPM-5Y       | 60E Firewall Patch Management 5 years<br>SOLACOM will update SOLACOM furnished firewalls to the latest SOLACOM tested and approved firmware, once per year if an update is available.                                                                    | \$1,761.00  | 0% | \$1,761.00  |
| SV-Forti 60F FPM-1Y       | 60F Firewall Patch Management 1 year<br>SOLACOM will update SOLACOM furnished firewalls to the latest SOLACOM tested and approved firmware, once per year if an update is available.                                                                     | \$453.00    | 0% | \$453.00    |
| SV-Forti 60F FPM-5Y       | 60F Firewall Patch Management 5 years<br>SOLACOM will update SOLACOM furnished firewalls to the latest SOLACOM tested and approved firmware, once per year if an update is available.                                                                    | \$2,090.00  | 0% | \$2,090.00  |
| SV-Forti 61F FPM-1Y       | 61F Firewall Patch Management 1 year<br>SOLACOM will update SOLACOM furnished firewalls to the latest SOLACOM tested and approved firmware, once per year if an update is available.                                                                     | \$533.00    | 0% | \$533.00    |
| SV-Forti 61F FPM-5Y       | 61F Firewall Patch Management 5 years<br>SOLACOM will update SOLACOM furnished firewalls to the latest SOLACOM tested and approved firmware, once per year if an update is available.                                                                    | \$2,462.00  | 0% | \$2,462.00  |
| SV-Forti 81F FPM-1Y       | 81F Firewall Patch Management 1 year<br>SOLACOM will update SOLACOM furnished firewalls to the latest SOLACOM tested and approved firmware, once per year if an update is available.                                                                     | \$794.00    | 0% | \$794.00    |
| SV-Forti 81F FPM-5Y       | 81F Firewall Patch Management 5 years<br>SOLACOM will update SOLACOM furnished firewalls to the latest SOLACOM tested and approved firmware, once per year if an update is available.                                                                    | \$3,666.00  | 0% | \$3,666.00  |
| SV-LINUX MgtCore-1Y       | Server Linux OS Patch Management 1 year                                                                                                                                                                                                                  | \$500.00    | 0% | \$500.00    |
| SV-LINUX Mgt-setup        | Linux OS Patch Management set-up                                                                                                                                                                                                                         | \$2,600.00  | 0% | \$2,600.00  |
| SV-MNGDSER-SETUP-AP       | Managed Services - Setup/ PSAP                                                                                                                                                                                                                           | \$432.00    | 0% | \$432.00    |
| SV-MNGDSERV-Setup         | Managed Services - Setup                                                                                                                                                                                                                                 | \$3,547.00  | 0% | \$3,547.00  |
| SV-NOC Server-1Y          | Local Noc Server Services - 1 Year                                                                                                                                                                                                                       | \$7,800.00  | 0% | \$7,800.00  |
| SV-NOC Server-3Y          | Local Noc Server Services - 3 Year                                                                                                                                                                                                                       | \$23,400.00 | 0% | \$23,400.00 |
| SV-NOC Server-5Y          | Local Noc Server Services - 5 Year                                                                                                                                                                                                                       | \$90,187.50 | 0% | \$90,187.50 |
| SV-OS MGTCore-5YR Refresh | Server Win Patch Management 5YR Refresh                                                                                                                                                                                                                  | \$1,800.00  | 0% | \$1,800.00  |
| SV-OS MGTPos-5YR Refresh  | Position Win Patch MGT 5 year Refresh                                                                                                                                                                                                                    | \$1,050.00  | 0% | \$1,050.00  |
| SV-WINOS MGTCore-1Y       | Server WIN OS Patch Management 1 year<br>For the TESTING, DISTRIBUTION, and INSTALLATION of Lab approved OS patches on compatible Windows OS Servers.<br>This service is completed twice per year (per Server)(per core)                                 | \$500.00    | 0% | \$500.00    |
| SV-WINOS MGTCore-3Y       | Server WIN OS Patch Management 3 year<br>For the TESTING, DISTRIBUTION, and INSTALLATION of Lab approved OS patches on compatible Windows OS Servers.<br>This service is completed twice per year (per Server)(per core)                                 | \$1,500.00  | 0% | \$1,500.00  |
| SV-WINOS MGTCore-5Y       | Server WIN OS Patch Management 5 year<br>For the TESTING, DISTRIBUTION, and INSTALLATION of Lab approved OS patches on compatible Windows OS Servers.<br>This service is completed twice per year (per Server)(per core)                                 | \$2,500.00  | 0% | \$2,500.00  |
| SV-WINOS MGTPos-1Y        | Position WIN OS Patch Management 1 year<br>For the TESTING, and DISTRIBUTION of Lab approved OS patches on compatible Windows OS PCs. Customer will manage the patch activation and reboot of the position.<br>This service is completed twice per year. | \$100.00    | 0% | \$100.00    |
| SV-WINOS MGTPos-3Y        | Position WIN OS Patch Management 3 year<br>For the TESTING, and DISTRIBUTION of Lab approved OS patches on compatible Windows OS PCs. Customer will manage the patch activation and reboot of the position.<br>This service is completed twice per year. | \$300.00    | 0% | \$300.00    |
| SV-WINOS MGTPos-5Y        | Position WIN OS Patch Management 5 year<br>For the TESTING, and DISTRIBUTION of Lab approved OS patches on compatible Windows OS PCs. Customer will manage the patch activation and reboot of the position.<br>This service is completed twice per year. | \$500.00    | 0% | \$500.00    |
| SV-WINOS MGTPosINT-1Y     | Position WIN OS Patch Management 1 year<br>For the TESTING, DISTRIBUTION, and INSTALLATION of Lab approved OS patches on compatible Windows OS PCs.<br>This service is completed twice per year.                                                         | \$385.00    | 0% | \$385.00    |

|                       |                                                                                                                                                                                                          |            |    |            |
|-----------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|----|------------|
| SV-WINOS MGTPosINT-3Y | Position WIN OS Patch Management 3 year<br><i>For the TESTING, DISTRIBUTION, and INSTALLATION of Lab approved OS patches on compatible Windows OS PCs.<br/>This service is completed twice per year.</i> | \$1,155.00 | 0% | \$1,155.00 |
| SV-WINOS MGTPosINT-5Y | Position WIN OS Patch Management 5 year<br><i>For the TESTING, DISTRIBUTION, and INSTALLATION of Lab approved OS patches on compatible Windows OS PCs.<br/>This service is completed twice per year.</i> | \$1,925.00 | 0% | \$1,925.00 |
| SV-WINOS Mgt-setup    | Windows OS Patch Management set-up                                                                                                                                                                       | \$2,600.00 | 0% | \$2,600.00 |

## Networking

|                            |                                          |             |     |             |
|----------------------------|------------------------------------------|-------------|-----|-------------|
| P-CISR-NIM-1GE             | Cisco 1GE NIM for ISR                    | \$923.25    | 20% | \$738.60    |
| P-CISR-NIM-2GE             | Cisco 2GE NIM for ISR                    | \$1,732.25  | 20% | \$1,385.80  |
| P-ES-BRGCBL                | Ethernet Switch Bridge Cable             | \$5.00      | 20% | \$4.00      |
| P-ES-CS1G24                | Cisco Catalyst 9200L Series 24Gb Ports   | \$2,755.79  | 20% | \$2,204.63  |
| P-ES-CS1G24-48-PSU         | Cisco C9200L 24Gb/48 PSU 125W            | \$1,477.34  | 20% | \$1,181.87  |
| P-ES-CS1G24-PoE            | Cisco C9200L 24Gb PoE                    | \$2,189.71  | 20% | \$1,751.77  |
| P-ES-CS1G24-PoE-AC AS      | Cisco C2960X 24Gb PoE w/ AS cord         | \$2,986.74  | 20% | \$2,389.39  |
| P-ES-CS1G24-PoEPSU         | Cisco C9200L 24Gb PoE PSU 600W           | \$2,604.45  | 20% | \$2,083.56  |
| P-ES-CS1G48-PoE            | Cisco C9200L 48Gb PoE                    | \$8,815.75  | 20% | \$7,052.60  |
| P-ES-CS1G48-PoE+ AS        | Cisco C9200L 48Gb PoE+ w/ AS Cord        | \$9,188.07  | 20% | \$7,350.46  |
| P-ES-CS1G48-PoE+PSU AS     | Cisco C9200L 48Gb PoE+ PSU 1000WAC       | \$3,338.53  | 20% | \$2,670.82  |
| P-ES-DC-CS10G48+8          | Cisco C9300X 48Gb w/ 8SPF Slots w/ 2xDC  | \$20,160.77 | 20% | \$16,128.62 |
| P-ES-DC-CS1G48             | Cisco C9300L Series 48Gb Ports w/ DC PSU | \$8,959.27  | 20% | \$7,167.42  |
| P-ES-DL-FM                 | Dink Fiber Module DEM 310GT              | \$650.00    | 20% | \$520.00    |
| P-ES-DLINK-100M            | Managed 24 Port 100BT Switch - DLink     | \$421.10    | 20% | \$336.88    |
| P-ES-DLINK-1G              | Managed 24 Port Gb Switch                | \$1,027.00  | 20% | \$821.60    |
| P-ES-HP-1G                 | Managed 24 Port 1000BT Switch - HP       | \$1,103.45  | 20% | \$882.76    |
| P-ES-HP-24GPOE             | ManSwitch 24G Red PoE - HP               | \$4,138.48  | 20% | \$3,310.78  |
| P-ES-HP-24POE              | Managed 24 Port 100BT 24 POE Switch - HP | \$1,561.67  | 20% | \$1,249.34  |
| P-ESK-DLINK-1G             | Managed 24 Port Gb Switch Kit            | \$2,363.66  | 20% | \$1,890.93  |
| P-ESK-GEO-C                | Switch Kit Geo-Diverse System Cisco      | \$5,482.95  | 20% | \$4,386.36  |
| P-ESK-GEO-D                | Switch Kit Geo-Diverse System DLink      | \$2,359.18  | 20% | \$1,887.34  |
| P-ESK-GEO-H                | Switch Kit Geo-Diverse System HP         | \$2,189.35  | 20% | \$1,751.48  |
| P-ESK-RED-C                | Switch Kit Redundant System Cisco        | \$5,482.95  | 20% | \$4,386.36  |
| P-ESK-RED-D                | Switch Kit Redundant System DLink        | \$2,359.18  | 20% | \$1,887.34  |
| P-ESK-RED-H                | Switch Kit Redundant System HP           | \$2,189.35  | 20% | \$1,751.48  |
| P-ESK-RES-C                | Switch Kit Resilient System Cisco        | \$5,482.95  | 20% | \$4,386.36  |
| P-ESK-RES-D                | Switch Kit Resilient System DLink        | \$2,049.13  | 20% | \$1,639.30  |
| P-ESK-RESGEO-C             | Switch Kit Resilient Geo-D System Cisco  | \$5,482.95  | 20% | \$4,386.36  |
| P-ESK-RESGEO-D             | Switch Kit Resilient Geo-D System DLink  | \$2,359.18  | 20% | \$1,887.34  |
| P-ESK-RESGEO-H             | Switch Kit Resilient Geo-D System HP     | \$2,189.35  | 20% | \$1,751.48  |
| P-ESK-RES-H                | Switch Kit Resilient System HP           | \$2,189.35  | 20% | \$1,751.48  |
| P-ESK-SPLX-C               | Switch Kit Simplex System Cisco          | \$2,755.80  | 20% | \$2,204.64  |
| P-ESK-SPLX-D               | Switch Kit Simplex System DLink          | \$1,177.25  | 20% | \$941.80    |
| P-ESK-SPLX-H               | Switch Kit Simplex System HP             | \$1,103.45  | 20% | \$882.76    |
| P-ESK-SSP-GEO              | Switch Kit Small PSAP Geo-Diverse        | \$2,359.18  | 20% | \$1,887.34  |
| P-ESK-SSP-GEO-H            | Switch Kit Small PSAP Geo-Diverse HP     | \$2,189.35  | 20% | \$1,751.48  |
| P-ESK-SSP-RED              | Switch Kit Small PSAP Redundant          | \$2,359.18  | 20% | \$1,887.34  |
| P-ESK-SSP-RED-H            | Switch Kit Small PSAP Redundant HP       | \$2,189.35  | 20% | \$1,751.48  |
| P-ESK-SSP-SPLX             | Switch Kit Small PSAP Simplex            | \$2,359.18  | 20% | \$1,887.34  |
| P-ESK-SSP-SPLX-H           | Switch Kit Small PSAP Simplex HP         | \$2,189.35  | 20% | \$1,751.48  |
| P-FG Router+FW 101F HA-1Y  | Fortigate 101F Router + FW - 1 year      | \$11,377.58 | 20% | \$9,102.06  |
| P-FG Router+FW 101F HA-5Ys | Fortigate 101F Router + FW - 5 years     | \$20,253.85 | 20% | \$16,203.08 |
| P-FG Router-1Y             | Fortigate 101F Router - 1 year           | \$5,686.43  | 20% | \$4,549.14  |
| P-FG Router-5Ys            | Fortigate 101F Router - 5 years          | \$10,050.28 | 20% | \$8,040.22  |
| P-FORTI1801F-DC-5YS+       | Fortigate FG-1801F-DC Transparent 5ys+   | \$91,834.95 | 20% | \$73,467.96 |
| P-FORTI401F-DC-3YS+        | Fortigate FG-401F-DC 3years              | \$24,318.35 | 20% | \$19,454.68 |
| P-FORTI81F                 | Fortinet Firewall 81F                    | \$2,049.73  | 20% | \$1,639.78  |
| P-FORTI81F-GEO             | Fortinet Firewall 81F Geo                | \$2,049.73  | 20% | \$1,639.78  |
| P-FORTI81F-Geo-HA          | High Avail. Fortinet Firewall 81F Geo    | \$4,108.84  | 20% | \$3,287.07  |
| P-FORTI81F-Geo-HA-DC       | HA Fortinet Firewall 81F Geo DC          | \$4,778.37  | 20% | \$3,822.70  |
| P-FORTI81F-HA              | High Avail. Fortinet Firewall 81F        | \$4,089.17  | 20% | \$3,271.34  |
| P-FortiClient-Full         | Forticlient VPN License                  | \$7,586.32  | 20% | \$6,069.06  |
| P-FortiClientVPN-5YS       | Forticlient VPN License On-Premise       | \$1,270.29  | 20% | \$1,016.23  |
| P-FORTIFw                  | Fortinet Firewall                        | \$1,065.18  | 20% | \$852.14    |
| P-FORTIFw-Geo              | Fortinet Firewall Geo                    | \$1,065.18  | 20% | \$852.14    |
| P-FORTIFw-Geo-HA           | High Avail. Fortinet Firewall Geo        | \$2,139.73  | 20% | \$1,711.78  |

|                                   |                                                                                                                                                |             |     |                |
|-----------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|-------------|-----|----------------|
| P-FORTIFw-HA                      | High Availability fortinet Firewall                                                                                                            | \$2,139.73  | 20% | \$1,711.78     |
| P-FORTIFw-PreGeo                  | Fortinet Firewall Pre-Geo                                                                                                                      | \$1,065.18  | 20% | \$852.14       |
| P-FORTIFw-PreGeo-HA               | High Avail. Fortinet Firewall pre-Geo                                                                                                          | \$2,139.73  | 20% | \$1,711.78     |
| P-FWALL-10VPN-CLIENT-LIC          | Sonicwall 10 VPN Client Licenses                                                                                                               | \$583.59    | 20% | \$466.87       |
| P-FWALL-1VPN-CLIENT-LIC           | Sonicwall 1VPN Client License                                                                                                                  | \$100.00    | 20% | \$80.00        |
| P-FWALL-5VPN-CLIENT-LIC           | Sonicwall 5 VPN Client Licenses                                                                                                                | \$279.00    | 20% | \$223.20       |
| P-M1K-2T1-KIT                     | Mediant 1000 2xT1 Kit with Dual Power<br><i>Includes Mediant 1000 chassis, Single module containing dual E1/T1 spans, Dual AC power supply</i> | \$6,495.14  | 20% | \$5,196.11     |
| P-M1K-2xT1                        | Mediant 1000 2xT1 Module<br><i>Single module dual E1/T1 spans</i>                                                                              | \$3,755.89  | 20% | \$3,004.71     |
| P-M800 DC SBC-HA                  | M800 SBC High Availability Pair, 30 Sess                                                                                                       | \$11,036.44 | 20% | \$8,829.15     |
| P-M800 SBC                        | M800 SBC Non-HA, 30 Sessions                                                                                                                   | \$5,731.72  | 20% | \$4,585.38     |
| P-M800 SBC-HA                     | M800 SBC High Availability Pair, 30 Sess                                                                                                       | \$10,378.15 | 20% | \$8,302.52     |
| P-MVE SBC-HA                      | MVE SBC HA 400 Sessions                                                                                                                        | \$82,492.15 | 20% | \$65,993.72    |
| P-OPTFIB-SM-LCLC-15M              | Optical Fiber OS1 SM DPLX LC-LC 15 Meter                                                                                                       | \$268.48    | 20% | \$214.78       |
| P-OPTFIB-SM-LCLC-1M               | Optical Fiber OS1 SM DPLX LC-LC 1 Meter                                                                                                        | \$314.11    | 20% | \$251.29       |
| P-OPTFIB-SM-LCLC-30M              | Optical Fiber OS1 SM DPLX LC-LC 30 Meter                                                                                                       | \$349.03    | 20% | \$279.22       |
| P-OPTFIB-SM-LCLC-3M               | Optical Fiber OS1 SM DPLX LC-LC 3 Meter                                                                                                        | \$205.83    | 20% | \$164.66       |
| P-OPTFIB-SM-LCLC-6M               | Optical Fiber OS1 SM DPLX LC-LC 6 Meter                                                                                                        | \$221.94    | 20% | \$177.55       |
| P-SFP 1G-SMF-LX Forti             | SFP Xceiver 1G SMF LX FortiGate                                                                                                                | \$146.03    | 20% | \$116.82       |
| P-SFP xceiver-1G-LX-LC Cisco      | SFP Xceiver 1G LX LC Cisco Compatible                                                                                                          | \$844.43    | 20% | \$675.54       |
| P-SFP xceiver-1G-LX-LC DLink      | SFP Xceiver 1G LX LC Dlink Compatible                                                                                                          | \$159.23    | 20% | \$127.38       |
| P-SFP xceiver-1G-LX-LC for HP     | SFP Transceiver 1G LX LC HP Compatible                                                                                                         | \$1,108.01  | 20% | \$886.41       |
| P-SFP xceiver-1G-ZX-LC Cisco      | SFP Xceiver 1G ZX LC Cisco Compatible                                                                                                          | \$237.82    | 20% | \$190.26       |
| P-SFP+ 10G-MMF-SR Cisco           | SFP+ Xceiver 10G MMF SR Cisco                                                                                                                  | \$489.08    | 20% | \$391.26       |
| P-SFP+ 10G-MMF-SR Forti           | SFP+ Xceiver 10G MMF SR FortiGate                                                                                                              | \$118.19    | 20% | \$94.55        |
| P-SFP+ 10G-SMF-LR Cisco           | SFP+ Xceiver 10G SMF LR Cisco                                                                                                                  | \$1,421.58  | 20% | \$1,137.26     |
| P-SFP+ 10G-SMF-LR Forti           | SFP+ Xceiver 10G SMF LR FortiGate                                                                                                              | \$226.08    | 20% | \$180.86       |
| P-SS7/ISDN Card-8                 | G 3 SS7/ISDN 8 Ports Card<br><i>Includes 5 year Support</i>                                                                                    | \$25,780.63 | 20% | \$20,624.50    |
| SL-Citrix LB                      | Citrix Load Balancer Software                                                                                                                  | \$47,632.28 | 20% | \$38,105.82    |
| SL-M800 NHA SBC-10                | 10 Session License Package for M800 NHA                                                                                                        | \$983.34    | 20% | \$786.67       |
| SL-M800 SBC-10                    | 10 Session License Package for M800 HA                                                                                                         | \$1,548.35  | 20% | \$1,238.68     |
| SL-M800 SIPREC-10                 | 10 Session License for M800 SIPREC                                                                                                             | \$533.42    | 20% | \$426.74       |
| SL-MVE SBC-10                     | MVE SBC HA 10 Sessions                                                                                                                         | \$447.00    | 20% | \$357.60       |
| SL-MVE SBC-30                     | MVE SBC 30 Sessions                                                                                                                            | \$3,227.25  | 20% | \$2,581.80     |
| SV-EthernetMPLS                   | MPL Switching Link - yearly                                                                                                                    |             | 0%  |                |
| SV-EthernetMPLS-Setup             | MultiProtocol Label Switching Link Setup                                                                                                       |             | 0%  |                |
| SV-FORTISBC                       | SBC config & setup                                                                                                                             | \$650.00    | 0%  | \$650.00       |
| SV-MPLSBKP                        | LTE Backup to MPLS - Yearly                                                                                                                    |             |     | Custom Pricing |
| SV-MPLSBKP-Setup                  | LTE Backup to MPLS Set-up                                                                                                                      |             |     | Custom Pricing |
| SV-SBC Setup                      | SBC config & setup for 1 Network                                                                                                               | \$1,300.00  | 0%  | \$1,300.00     |
| SV-SBC Setup-xNet                 | SBC config & setup for add. Net                                                                                                                | \$1,300.00  | 0%  | \$1,300.00     |
| Syndeo Services                   | Network services                                                                                                                               | \$0.00      | 0%  | \$0.00         |
| <b>Professional services</b>      |                                                                                                                                                |             |     |                |
| RECORDER - Seviles                | Recorder Services                                                                                                                              |             |     | Custom Pricing |
| SV-MISPS                          | MIS Professional Services                                                                                                                      | \$1,620.00  | 0%  | \$1,620.00     |
| SV-PC_Cert                        | Cert of Cust Provided PC or server                                                                                                             | \$6,000.00  | 0%  | \$6,000.00     |
| SV-RELUPG                         | System Upgrade Engineering Services<br><i>Services to prepare, pre-test, and perform remote version upgrade/update.</i>                        | \$5,200.00  | 0%  | \$5,200.00     |
| SV-SOLAPS                         | Remote Solacom System Engineering 1 Day                                                                                                        | \$1,620.00  | 0%  | \$1,620.00     |
| SV-SS7Prov                        | SS7 Provisioning Services                                                                                                                      | \$10,000.00 | 0%  | \$10,000.00    |
| SV-VoipConsult                    | VoIP Readiness Consulting                                                                                                                      | \$4,875.00  | 0%  | \$4,875.00     |
| <b>Project management service</b> |                                                                                                                                                |             |     |                |
| SV-PM Half Day                    | Project Management - Half Day                                                                                                                  | \$575.00    | 0%  | \$575.00       |
| SV-PMDaily                        | Project Management - Daily Rate                                                                                                                | \$1,150.00  | 0%  | \$1,150.00     |
| SV-PMDaySr                        | Solacom PM Secondary Role - Daily Rate                                                                                                         | \$1,150.00  | 0%  | \$1,150.00     |
| SV-PMSd HalfDay                   | Secondary Project Management -Half day                                                                                                         | \$482.50    | 0%  | \$482.50       |
| <b>Psap Accessories</b>           |                                                                                                                                                |             |     |                |
| P-AUDIO-ALRM                      | Audio Alerter for PACII                                                                                                                        | \$583.54    | 20% | \$466.83       |
| P-CONF_IP PHONE                   | Conference VoIP Phone                                                                                                                          | \$957.15    | 20% | \$765.72       |
| P-CORDLESS PHONE                  | Cordless VOIP phone<br><i>Includes 5 year Support</i>                                                                                          | \$152.35    | 20% | \$121.88       |
| P-CSTM-55                         | 55" LED TV with Wall Mount                                                                                                                     | \$1,400.00  | 20% | \$1,120.00     |
| P-CSTM-65                         | 65" LED TV with Wall Mount                                                                                                                     | \$1,232.81  | 20% | \$986.25       |

|                          |                                                                                                                   |            |     |            |
|--------------------------|-------------------------------------------------------------------------------------------------------------------|------------|-----|------------|
| P-CSTM-85                | 85" LED TV with Wall Mount                                                                                        | \$2,600.00 | 20% | \$2,080.00 |
| P-CSTM-MM                | 49" LCD TV with Wall Mount                                                                                        | \$1,510.76 | 20% | \$1,208.61 |
| P-DOCK                   | Dock Station Mobile Laptop<br><i>Contains Docking Station and Keyboard/Mouse Combo</i>                            | \$441.38   | 20% | \$353.10   |
| P-ENH_IP PHONE           | Enhanced IP Phone - Mitel 6869i                                                                                   | \$404.54   | 20% | \$323.63   |
| P-ENH_IPP-EM             | Enhanced IP Phone Expansion Module<br>- with 36 Keys                                                              | \$232.70   | 20% | \$186.16   |
| P-HASP_KEY               | Replacement Key for IRR                                                                                           | \$60.86    | 20% | \$48.69    |
| P-HDMI-1to4              | 4-port HDMI splitter and signal amplifie                                                                          | \$212.00   | 20% | \$169.60   |
| P-IOBox-4Out-24In        | Relay I/O Box - 4 Outputs / 24 Inputs                                                                             | \$936.17   | 20% | \$748.94   |
| P-IP PHONE WM-Kit        | 6800i Phone Wall Mount Kit                                                                                        | \$32.77    | 20% | \$26.22    |
| P-IP_SERIAL-4P           | Serial to 100BT Converter - 4 Ports                                                                               | \$1,743.46 | 20% | \$1,394.77 |
| P-IRR                    | Dual IRR Recording Software License<br><i>IRR will only work if computer is on the Guardian local network.</i>    | \$700.00   | 20% | \$560.00   |
| P-KeypadB_1x1            | Genovation Keypad Buttons 1 x 1                                                                                   | \$98.45    | 20% | \$78.76    |
| P-KeypadB_1x2            | Genovation Keypad Button 1 x 2                                                                                    | \$223.75   | 20% | \$179.00   |
| P-KYPAD6-48KEY           | Keypad- 48 Buttons, 6' Cable w/ 10' ext                                                                           | \$158.60   | 20% | \$126.88   |
| P-KYPADU6                | Keypad - 24 Button 6' Cable W/10' ext                                                                             | \$118.41   | 20% | \$94.73    |
| P-MFF POS-5YS+           | Standard Position PC in Micro FF<br><i>Includes 5 year Support</i>                                                | \$1,299.07 | 20% | \$1,039.26 |
| P-MOB_POS-5YS            | Guardian Mobile Position Kit<br><i>Includes: laptop, pelican case, Usb headset and mouse.<br/>5 Years Support</i> | \$9,082.46 | 20% | \$7,265.97 |
| P-MOB_POS-5YS AS         | Guardian Mobile Position Kit w/ AS Cord                                                                           | \$4,365.14 | 20% | \$3,492.11 |
| P-MOB-CSP                | Ancilliary SW and HW for Customer Laptop                                                                          | \$1,241.99 | 20% | \$993.59   |
| P-MONITOR 19in           | Standard Monitor 19.5"                                                                                            | \$359.55   | 20% | \$287.64   |
| P-MONITOR 19in AS        | Standard Monitor 19.5" with AS Cord                                                                               | \$371.30   | 20% | \$297.04   |
| P-MONITOR 24in           | Standard Monitor 24"                                                                                              | \$418.30   | 20% | \$334.64   |
| P-MONITOR 24in AS        | Standard Monitor 24" With AS Cord                                                                                 | \$432.40   | 20% | \$345.92   |
| P-MONITOR 27in           | Standard Monitor 27"                                                                                              | \$425.35   | 20% | \$340.28   |
| P-MONITOR 27in-4K        | 27" Monitor 4K                                                                                                    | \$935.30   | 20% | \$748.24   |
| P-PAC                    | MD - Position Audio Controller                                                                                    | \$1,913.00 | 20% | \$1,530.40 |
| P-PAC II                 | Position Audio Controller II w/ Jack Box                                                                          | \$2,290.00 | 20% | \$1,832.00 |
| P-PAC II AS              | PAC II w/ Jack Box and AS Cord                                                                                    | \$2,290.00 | 20% | \$1,832.00 |
| P-PAC II-EV              | Position Audio Controller Kit w/ Enh Vox                                                                          | \$2,290.00 | 20% | \$1,832.00 |
| P-PAC_FS                 | PAC II PTT Foot Switch                                                                                            | \$240.80   | 20% | \$192.64   |
| P-PAC-BASE               | PAC II spare kit                                                                                                  | \$1,355.95 | 20% | \$1,084.76 |
| P-PC Dual Nic Add-on     | Dual Nic Add-on for PC                                                                                            | \$304.98   | 20% | \$243.98   |
| P-PC KVM 4 PORT          | KVM for PC's 4 Ports                                                                                              | \$1,261.95 | 20% | \$1,009.56 |
| P-PC MAP-UPG             | Upgrade for STD PC for Map compatibility<br><i>Includes 5 year Support</i>                                        | \$291.77   | 20% | \$233.42   |
| P-POS KVM_EXT            | Keyboard, Video and Mouse Extender                                                                                | \$250.00   | 20% | \$200.00   |
| P-POS KVM_EXT_3MON       | Keyboard, Video & Mouse Extender (3 mon)                                                                          | \$0.00     | 20% | \$0.00     |
| P-POS-AUDMM3M            | 3.5mm Stereo Audio Cable M-M 3M                                                                                   | \$3.85     | 20% | \$3.08     |
| P-POS-CSP1               | Ancillary SW and HW for Customer PC-PCle                                                                          | \$1,550.14 | 20% | \$1,240.11 |
| P-POS-DVIDLMM3M          | DVI M-M DualLink 3M Cable                                                                                         | \$30.00    | 20% | \$24.00    |
| P-POS-LGTrev3            | Position Status Light 4x LED Desk Mount                                                                           | \$1,079.37 | 20% | \$863.50   |
| P-POS-LGTrev3 AS         | Status Light 4x LED w/ AS Cord Desk Mnt                                                                           | \$895.00   | 20% | \$716.00   |
| P-POS-LGTrev3 AS RA      | Status Light 4x LED w/ AS Cord Wall Mnt                                                                           | \$895.00   | 20% | \$716.00   |
| P-POS-LGTrev3 RA         | Position Status Light 4x LED Wall Mount                                                                           | \$1,079.37 | 20% | \$863.50   |
| P-POS-SND1               | Position PCI Sound Card                                                                                           | \$100.24   | 20% | \$80.19    |
| P-POS-USBAExt10M         | USB M-F TypeA 10M Cable                                                                                           | \$49.10    | 20% | \$39.28    |
| P-POS-USBAExt3M          | USB A-A Extension Cable A-M/F 3M                                                                                  | \$2.39     | 20% | \$1.91     |
| P-POS-VGAAudMM7M         | VGA M-M 7.6M Cable with Audio                                                                                     | \$54.00    | 20% | \$43.20    |
| P-PP24Key                | Genovation Keypad pre-printed 24 Keys                                                                             | \$66.23    | 20% | \$52.98    |
| P-PRN-CLR-CSTM           | High Capacity Network Color Printer                                                                               | \$2,151.50 | 20% | \$1,721.20 |
| P-ROOMSPK                | IP Room Speaker                                                                                                   | \$583.54   | 20% | \$466.83   |
| P-SPK PC&PAC             | Speaker for Position PC and PAC II                                                                                | \$82.34    | 20% | \$65.87    |
| P-SPKRBAR                | Speaker Bar for Positions                                                                                         | \$64.89    | 20% | \$51.91    |
| P-STATPACII              | PAC II Config for Status Light No Audio                                                                           | \$1,370.00 | 20% | \$1,096.00 |
| P-STATPKG                | Status Ring Group Package for Display                                                                             | \$1,924.14 | 20% | \$1,539.31 |
| P-STD POS-5YS+           | Standard Position PC<br><i>Includes 5 year Support</i>                                                            | \$3,980.96 | 20% | \$3,184.77 |
| P-STD POS-5YS+ AS        | Standard Position PC w/ AS Cord<br><i>Includes 5 year Support</i>                                                 | \$2,490.76 | 20% | \$1,992.61 |
| P-STD POS-5YS+ AS - STAT | Wallboard PC w/ AS Cord                                                                                           | \$2,720.44 | 20% | \$2,176.35 |
| P-STD_IP PHONE           | Standard IP Phone - Mitel 6865i                                                                                   | \$228.21   | 20% | \$182.57   |
| P-STD-LAPTOP-5YS         | Standard Laptop<br><i>Includes 5 Years Support</i>                                                                | \$8,565.15 | 20% | \$6,852.12 |

|                          |                                                                                                                                                                                                        |             |      |              |
|--------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|------|--------------|
| P-STROBE-LGT             | Strobe Light Alarm                                                                                                                                                                                     | \$423.23    | 20%  | \$338.58     |
| P-SUP POS-5YS+           | Superior Position PC<br><i>Includes 5 year Support</i>                                                                                                                                                 | \$6,473.80  | 20%  | \$5,179.04   |
| P-SUPV_JACK              | Supplemental / Supervisor Jack Box                                                                                                                                                                     | \$699.07    | 20%  | \$559.26     |
| P-TCH MON 20in           | Elo Touch Monitor 20" With stand                                                                                                                                                                       | \$1,776.60  | 20%  | \$1,421.28   |
| P-TCH MON 24in           | Touch Monitor 24"                                                                                                                                                                                      | \$609.38    | 20%  | \$487.50     |
| P-UPS-TW-1200            | 1200VA UPS                                                                                                                                                                                             | \$250.70    | 20%  | \$200.56     |
| P-UPS-TW-750-NMC         | Tower 750VA UPS w/ Net Monitoring                                                                                                                                                                      | \$1,252.31  | 20%  | \$1,001.85   |
| P-UPS-TW-900             | 900VA UPS for Guardian Workstation                                                                                                                                                                     | \$208.82    | 20%  | \$167.06     |
| P-USB-M32GB              | 32GB USB Flash Drive                                                                                                                                                                                   | \$22.00     | 20%  | \$17.60      |
| P-WLMT-CAB-12U           | 12U WallMount Cabinet                                                                                                                                                                                  | \$984.50    | 20%  | \$787.60     |
| P-WLMT-CAB-6U            | 6U WallMount Cabinet                                                                                                                                                                                   | \$265.00    | 20%  | \$212.00     |
| SL-RespondAdd            | Guardian Responder Add-on<br><i>for IP Phone (ALI)</i>                                                                                                                                                 | \$250.00    | 25%  | \$187.50     |
| SL-RespondAddPro         | Guardian Responder Add-on Pro<br><i>for IP Phone (ALI+CAD)</i>                                                                                                                                         | \$2,500.00  | 25%  | \$1,875.00   |
| SL-SoftKVM               | Software KVM solution<br><i>One License per PC controlled via Software KVM</i>                                                                                                                         | \$65.00     | 25%  | \$48.75      |
| <b>Psap Software</b>     |                                                                                                                                                                                                        |             |      |              |
| ScreenCapture            | Higher Ground Screen Recording solution                                                                                                                                                                | \$6,725.06  | -30% | \$208,476.86 |
| SL-ACD_POS               | Enhanced ACD - Position License<br><i>License per position</i>                                                                                                                                         | \$5,000.00  | 25%  | \$3,750.00   |
| SL-BUPGUARDPOS LIC       | Guardian Backup Call Taker Pos License                                                                                                                                                                 | \$5,250.00  | 25%  | \$3,937.50   |
| SL-GUARDPOS LIC          | Guardian Call Taker Position License                                                                                                                                                                   | \$10,250.00 | 25%  | \$7,687.50   |
| SL-MAPAPI                | Solacom Mapping API<br><i>Third Party Connectivity</i>                                                                                                                                                 | \$540.00    | 25%  | \$405.00     |
| SL-POS-VRTL              | Virtual Position Enablement License                                                                                                                                                                    | \$590.00    | 25%  | \$442.50     |
| SL-RGMONLIC              | Guardian Ring Group Status / Monitor Lic                                                                                                                                                               | \$3,145.00  | 20%  | \$2,516.00   |
| SL-VMWare-WRKSTN         | VMWare Workstation License                                                                                                                                                                             | \$407.00    | 20%  | \$325.60     |
| SL-WIN10-ENT-UPG         | Win10 Enterprise Upgrade                                                                                                                                                                               | \$286.40    | 20%  | \$229.12     |
| SV-BUPGUARDPOS LIC       | Guardian Annual BU POS RTU Lic-per pos                                                                                                                                                                 | \$2,055.05  | 0%   | \$2,055.05   |
| SV-GUARDPOS LIC          | CT Position License & Support (1Y)                                                                                                                                                                     | \$2,609.35  | 0%   | \$2,609.35   |
| <b>SMS services</b>      |                                                                                                                                                                                                        |             |      |              |
| P-SMS GTW 1port          | Text-from-911 (SMS) Gateway - 1 Port<br><i>Customer to provide GSM SIM card per gateway port</i>                                                                                                       | \$1,051.00  | 20%  | \$840.80     |
| P-SMS4G GTW 1port        | Text-from-911 (SMS) Gateway - 1 Port<br><i>Customer to provide LTE SIM card per gateway port</i>                                                                                                       | \$2,192.75  | 20%  | \$1,754.20   |
| SL-GMediaSMS-POS         | SMS-From-911 Guardian Position License                                                                                                                                                                 | \$250.00    | 25%  | \$187.50     |
| SL-GuardMMS-POS          | Monthly Pic and Rec. Video Per Pos<br><i>Monthly Messenger pictures and pre-recorded video, per position. Prerequisite: SL-GuardSMS-POS identified above is also required when buying this service</i> | \$40.00     | 20%  | \$32.00      |
| SL-GuardMMS-POS-1Y       | Annual Pic and Rec. Video Per Pos<br><i>Annual Messenger pictures and pre-recorded video, per position. Prerequisite: SL-GuardSMS-POS identified above is also required when buying this service</i>   | \$195.00    | 0%   | \$195.00     |
| SL-GuardSMS-POS          | Monthly Text-from-911 Per Pos<br><i>Monthly Messenger Text-from-911 only, per position</i>                                                                                                             | \$20.00     | 20%  | \$16.00      |
| SL-GuardSMS-POS 1-10-5Y  | 5 years Text-from-911 Per Pos<br><i>Annual Messenger Text-from-911 only, per position</i>                                                                                                              | \$670.00    | 20%  | \$536.00     |
| SL-GuardSMS-POS 11-15-5Y | 5 years Text-from-911 Per Pos<br><i>Annual Messenger Text-from-911 only, per position</i>                                                                                                              | \$665.00    | 20%  | \$532.00     |
| SL-GuardSMS-POS 16-20-5Y | 5 years Text-from-911 Per Pos<br><i>Annual Messenger Text-from-911 only, per position</i>                                                                                                              | \$660.00    | 20%  | \$528.00     |
| SL-GuardSMS-POS 21-25-5Y | 5 years Text-from-911 Per Pos<br><i>Annual Messenger Text-from-911 only, per position</i>                                                                                                              | \$615.00    | 20%  | \$492.00     |
| SL-GuardSMS-POS 26+ -5Y  | 5 years Text-from-911 Per Pos<br><i>Annual Messenger Text-from-911 only, per position</i>                                                                                                              | \$540.00    | 20%  | \$432.00     |
| SL-GuardSMS-POS-1Y       | Annual Text-from-911 Per Pos<br><i>Annual Messenger Text-from-911 only, per position</i>                                                                                                               | \$150.00    | 0%   | \$150.00     |
| SL-GuardSTM-POS          | Monthly Video Stream Per Pos<br><i>Monthly Messenger streaming video, per position. Prerequisite: SL-GuardMMS-POS identified above is also required when buying this service</i>                       | \$75.00     | 20%  | \$60.00      |
| SL-GuardSTM-POS-1Y       | Annual Video Stream Per Pos<br><i>Annual Messenger streaming video, per position. Prerequisite: SL-GuardMMS-POS identified above is also required when buying this service</i>                         | \$585.00    | 0%   | \$585.00     |
| SL-MMSIn-POS             | MMS-to-911 Guardian Position License                                                                                                                                                                   | \$500.00    | 25%  | \$375.00     |
| SL-TextOut               | Text-from-911 Guardian Base License                                                                                                                                                                    | \$1,090.00  | 25%  | \$817.50     |

|                     |                                                                                                                                                                                                        |             |     |                |
|---------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|-----|----------------|
| SL-TextOut-POS      | Text-from-911 Guardian Position License                                                                                                                                                                | \$250.00    | 25% | \$187.50       |
| SV-CT Circuits Conn | Comtech Circuit Connectivity Services                                                                                                                                                                  |             |     | Custom Pricing |
| SV-CT SMSConn       | Annual Text TCC service/per 10K Pop                                                                                                                                                                    | \$473.85    | 0%  | \$473.85       |
| SV-CT SMSInstall    | Text-to-911 - TCC to Controller Setup                                                                                                                                                                  | \$675.00    | 0%  | \$675.00       |
| SV-CT SMSInstPSAP   | Text-to-911 - Install Per Primary PSAP                                                                                                                                                                 | \$1,755.00  | 0%  | \$1,755.00     |
| SV-SMSConn          | Annual Text TCC service/per 10K Pop                                                                                                                                                                    | \$473.85    | 0%  | \$473.85       |
| SV-SMSINST          | Text-from-911 Gateway Install / Config                                                                                                                                                                 | \$48,750.00 | 0%  | \$48,750.00    |
| SV-SMSInstall       | Text-to-911 - TCC to Controller Setup                                                                                                                                                                  | \$675.00    | 0%  | \$675.00       |
| SV-SMSInstPSAP      | Text-to-911 - Install Per Primary PSAP                                                                                                                                                                 | \$1,755.00  | 0%  | \$1,755.00     |
| SV-T&T POS-Cdn-Y    | Per Position T&T license Yearly                                                                                                                                                                        | \$1,380.00  | 0%  | \$1,380.00     |
|                     | Transcription and Translation (Voice and Text)                                                                                                                                                         |             |     |                |
|                     | Includes access to Transcription and Translation functionality.                                                                                                                                        |             |     |                |
|                     | Must already have bought SMS Eagle.                                                                                                                                                                    |             |     |                |
| SV-T&T POS-Y        | Per Position T&T license Yearly                                                                                                                                                                        | \$1,380.00  | 0%  | \$1,380.00     |
|                     | Includes Transcription & Translation functionality for inbound emergency calls and texts (must have integrated inbound text; optionally Guardian Messenger SMS is required to support outbound texts). |             |     |                |
| Support Services    |                                                                                                                                                                                                        |             |     |                |
| SV-Remote Support   | Remote Support Hourly                                                                                                                                                                                  | \$250.00    | 0%  | \$250.00       |
| Training            |                                                                                                                                                                                                        |             |     |                |
| TR-CUT Coach        | Cut-Over Coaching - Daily rate                                                                                                                                                                         | \$1,300.00  | 0%  | \$1,300.00     |
| TR-CUTCoach         | Cut-Over Coaching - 2 Days                                                                                                                                                                             | \$2,400.00  | 0%  | \$2,400.00     |
| TR-Inst&TrainMIS    | MIS Installation and Training                                                                                                                                                                          | \$1,950.00  | 0%  | \$1,950.00     |
| TR-IPPBX            | IP PBX Training - Max 5 Students - 1 Day                                                                                                                                                               | \$1,200.00  | 0%  | \$1,200.00     |
| TR-T&LTrain1stD     | Travel and Living Expenses - First Day                                                                                                                                                                 | \$1,700.00  | 0%  | \$1,700.00     |
| TR-T&LTrainPrem     | Travel and Living Expenses - Weekend                                                                                                                                                                   | \$255.00    | 0%  | \$255.00       |
| TR-T&LTrainSubD     | Travel and Living Expenses - Daily                                                                                                                                                                     | \$255.00    | 0%  | \$255.00       |
| TR-TrainAdmin       | Admin Training - 4 Students - 1 Day                                                                                                                                                                    | \$1,200.00  | 0%  | \$1,200.00     |
| TR-TrainCallTaker   | Call-Taker Course - 6 Students - 1/2 Day                                                                                                                                                               | \$600.00    | 0%  | \$600.00       |
| TR-TrainI&M         | Installation and Maintenance Course                                                                                                                                                                    | \$20,000.00 | 0%  | \$20,000.00    |
|                     | Customer Site- 5 Days                                                                                                                                                                                  |             |     |                |
| TR-TrainI&Msol      | Installation and Maintenance Course                                                                                                                                                                    | \$2,000.00  | 0%  | \$2,000.00     |
|                     | Solacom Site- 5 Days (Does Not Include Travel and Living for Customer)                                                                                                                                 |             |     |                |
| TR-TrainSMS         | 3 Webinars for Text (SMS) Training                                                                                                                                                                     | \$600.00    | 0%  | \$600.00       |
| TR-TrainTrainer     | Train the Trainer - 4 Students - 2 Days                                                                                                                                                                | \$2,400.00  | 0%  | \$2,400.00     |

# Price List - Service Category #1: Standards-Based NG9-1-1 Call Handling System (CHE)



## Discount:

|          |     |
|----------|-----|
| Software | 25% |
| Hardware | 20% |
| Services | 0%  |

| Item                         | SubItemDesc                                                                                                                                                                    | MSRP Price  | Discount | Discounted Price |
|------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|----------|------------------|
| <b>Maintenance</b>           |                                                                                                                                                                                |             |          |                  |
| MT-MAPSTDPOS                 | Map Software Support / Position - 1 Year<br><i>For Guardian Mapping Standard Solution. Doesn't include GIS data updates. GIS data Updates need to be purchased separately.</i> | \$502.00    | 0%       | \$502.00         |
| MT-MAPSYNCPOS                | Map Sync Software Support Per Pos 1 Year<br><i>For Guardian Mapping Sync Solution Software</i>                                                                                 | \$24.00     | 0%       | \$24.00          |
| MT-GIS 100K-1Y               | 911 GIS Data Maintenance (50-100K pop)                                                                                                                                         | \$16,800.00 | 0%       | \$16,800.00      |
| MT-GIS 100K-5Y               | 911 GIS Data Maintenance (50-100K pop)                                                                                                                                         | \$67,200.00 | 0%       | \$67,200.00      |
| MT-GIS 10K-1Y                | 911 GIS Data Maintenance                                                                                                                                                       | \$0.00      | 0%       | \$0.00           |
| MT-GIS 10K-5Y                | 911 GIS Data Maintenance                                                                                                                                                       | \$0.00      | 0%       | \$0.00           |
| MT-GIS 50K-1Y                | 911 GIS Data Maintenance (10-50K pop)                                                                                                                                          | \$9,800.00  | 0%       | \$9,800.00       |
| MT-GIS 50K-5Y                | 911 GIS Data Maintenance (10-50K pop)                                                                                                                                          | \$39,200.00 | 0%       | \$39,200.00      |
| MT-GIS CUS-1Y                | 911 GIS Data Maintenance                                                                                                                                                       |             |          | Custom Pricing   |
| MT-GIS CUS-5Y                | 911 GIS Data Maintenance                                                                                                                                                       |             |          | Custom Pricing   |
| MT-MAPSTDPOS-05              | Map Software Support / Position - 5 Year<br><i>For Guardian Mapping Standard Solution. Doesn't include GIS data updates. GIS data Updates need to be purchased separately.</i> | \$2,133.50  | 0%       | \$2,133.50       |
| MT-MAPSTDPOS-1M              | Map Software Support / Position - 1 Mon<br><i>For Guardian Mapping Standard Solution. Doesn't include GIS data updates. GIS data Updates need to be purchased separately.</i>  | \$41.84     | 0%       | \$41.84          |
| MT-MAPSYNCPOS-05             | Map Sync Software Support Per Pos 5 Year                                                                                                                                       | \$102.00    | 0%       | \$102.00         |
| MT-MAPSYNCPOS-1M             | Map Sync Software Support Per Pos 1 Mon<br><i>For Guardian Mapping Sync Solution Software</i>                                                                                  | \$4.00      | 0%       | \$4.00           |
| MT-SGIS-1YR                  | GIS Data Annual Maintenance                                                                                                                                                    | \$96.25     | 0%       | \$96.25          |
| <b>Installation Services</b> |                                                                                                                                                                                |             |          |                  |
| SV-InstRem Half day          | Remote Install Services - Half Day                                                                                                                                             | \$650.00    | 0%       | \$650.00         |
| SV-InstRemDaily              | Remote Install Services - Daily Rate                                                                                                                                           | \$1,300.00  | 0%       | \$1,300.00       |
| SV-InstT&Lprem               | Travel and Living Expenses - Weekend                                                                                                                                           | \$255.00    | 0%       | \$255.00         |
| SV-RegionalT&L1stD           | Travel and Living Expenses - First Day                                                                                                                                         | \$755.00    | 0%       | \$755.00         |
| SV-T&L1stD                   | Travel and Living Expenses - First Day                                                                                                                                         | \$1,700.00  | 0%       | \$1,700.00       |
| SV-T&LSubD                   | Travel and Living Expenses - Daily                                                                                                                                             | \$255.00    | 0%       | \$255.00         |
| <b>Mapping</b>               |                                                                                                                                                                                |             |          |                  |
| P-GISSYNCSRV                 | GIS Sync server<br><i>Includes 5 years Support</i>                                                                                                                             | \$14,281.99 | 20%      | \$11,425.59      |
| P-GISSYNCSRV-CSP             | GIS Sync server SW<br><i>Includes 5 years Support</i>                                                                                                                          | \$1,074.00  | 20%      | \$859.20         |
| P-ENH POS-5YS+               | Enhanced PC For Mapping<br><i>Includes 5 year Support</i>                                                                                                                      | \$4,054.80  | 20%      | \$3,243.84       |
| P-MAPCACHE                   | Mapping Cache Appliance                                                                                                                                                        | \$2,848.58  | 20%      | \$2,278.86       |
| P-PC MAP-UPG                 | Upgrade for STD PC for Map compatibility<br><i>Includes 5 year Support</i>                                                                                                     | \$291.77    | 20%      | \$233.42         |
| P-SUP DDTI-5YS+              | DDTI Server<br><i>Includes 5 year Support</i>                                                                                                                                  | \$64,887.50 | 20%      | \$51,910.00      |
| SL-CER FTP DDTI              | DDTI Cerberus FTP<br><i>Includes 5 year Support</i>                                                                                                                            | \$7,635.88  | 20%      | \$6,108.70       |
| SL-MAPSTDPOS                 | Guardian Map Software License - Per Pos                                                                                                                                        | \$4,000.00  | 25%      | \$3,000.00       |
| SL-MAPSTDPOS-BU              | Guardian Map Backup Soft Lic - Per Pos                                                                                                                                         | \$2,000.00  | 25%      | \$1,500.00       |
| SL-MAPSYNCPOS                | Guardian Map Sync Software Lic - Per Pos                                                                                                                                       | \$265.00    | 25%      | \$198.75         |
| SL-MSQL-CAL                  | SQL Client Access License                                                                                                                                                      | \$253.48    | 20%      | \$202.78         |
| SL-MSQL-Enterprise           | MSQL Enterprise 2x Core                                                                                                                                                        | \$22,246.23 | 20%      | \$17,796.98      |

|                    |                                                                                                                                                                                                                    |             |     |                |
|--------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|-----|----------------|
| SL-MSQL-Server     | SQL Server Standard Bus Intel                                                                                                                                                                                      | \$1,088.73  | 20% | \$870.98       |
| SL-MSQL-Standard   | MSQL Standard 2x Core                                                                                                                                                                                              | \$5,801.23  | 20% | \$4,640.98     |
| SL-PICTOofl        | Pictometry Offline Lic. per Position<br><i>Includes 5 year Support</i>                                                                                                                                             | \$315.00    | 20% | \$252.00       |
| SL-PICTOonl        | Pictometry Online Lic. per Position<br><i>Includes 5 year Support</i>                                                                                                                                              | \$315.00    | 20% | \$252.00       |
| SL-WINS DDTI       | DDTI Win Server 2019 Std Software Assur.<br><i>Includes 5 year Support</i>                                                                                                                                         | \$4,891.98  | 20% | \$3,913.58     |
| SV-GIS MSAG        | MSAG/ALI GIS Synchronization Ass. <500K                                                                                                                                                                            | \$5,600.00  | 0%  | \$5,600.00     |
| SV-GIS MSAG-CUS    | MSAG/ALI GIS Synchronization Ass. >500K                                                                                                                                                                            |             |     | Custom Pricing |
| SV-GIS NGDA        | NG 911 GIS Data Assessment                                                                                                                                                                                         | \$8,400.00  | 0%  | \$8,400.00     |
| SV-GIS NGDA-CUS    | NG 911 GIS Data Assessment >500K                                                                                                                                                                                   |             |     | Custom Pricing |
| SV-GIS-BI-1Y       | BI-Annual Pack of Uptd GIS Data - 1YR<br><i>One-time provisioning of customer-generated GIS data to update Guardian Map, maximum of 10 layers</i>                                                                  | \$2,240.00  | 0%  | \$2,240.00     |
| SV-GIS-BI-1YD      | BI-Annual Pack of Uptd GIS Data - 1YR<br><i>One-time provisioning of customer-generated GIS data to update Guardian Map, 10-20 layers<br/>Deluxe Service</i>                                                       | \$3,360.00  | 0%  | \$3,360.00     |
| SV-GIS-BMO-1Y      | BI-Monthly Pack of Uptd GIS Data - 1YR                                                                                                                                                                             | \$5,040.00  | 0%  | \$5,040.00     |
| SV-GIS-BMO-1YD     | BI-Monthly Pack of Uptd GIS Data - 1YR                                                                                                                                                                             | \$11,760.00 | 0%  | \$11,760.00    |
| SV-GIS-MO-1Y       | Monthly Packaging of Uptd GIS Data - 1YR<br><i>Monthly provisioning of customer-generated GIS data to update Guardian Map for a period of one year, for original Basic package</i>                                 | \$10,080.00 | 0%  | \$10,080.00    |
| SV-GIS-MO-1YD      | Monthly Packaging of Uptd GIS Data - 1YR<br><i>Monthly provisioning of customer-generated GIS data to update Guardian Map for a period of one year, for original Deluxe package</i>                                | \$20,160.00 | 0%  | \$20,160.00    |
| SV-GIS-MO-1YP      | Monthly Packaging of Uptd GIS Data - 1YR<br><i>Monthly provisioning of customer-generated GIS data to update Guardian Map for a period of one year, for original Premium package</i>                               |             |     | Custom Pricing |
| SV-GIS-QU-1Y       | Quarter Packaging of Uptd GIS Data - 1YR<br><i>Quarterly provisioning of customer-generated GIS data to update Guardian Map for a period of one year, for original Basic package</i>                               | \$3,360.00  | 0%  | \$3,360.00     |
| SV-GIS-QU-1YD      | Quarter Packaging of Uptd GIS Data - 1YR<br><i>Quarterly provisioning of customer-generated GIS data to update Guardian Map for a period of one year, for original Deluxe package</i>                              | \$6,720.00  | 0%  | \$6,720.00     |
| SV-GIS-QU-1YP      | Quarter Packaging of Uptd GIS Data - 1YR<br><i>Quarterly provisioning of customer-generated GIS data to update Guardian Map for a period of one year, for original Premium package</i>                             |             |     | Custom Pricing |
| SV-GIS-S&R         | GIS Data Standardization & Remediation                                                                                                                                                                             |             |     | Custom Pricing |
| SV-GIS-SP-1Y       | Single Pack of Uptd GIS Data - 1YR<br><i>One-time provisioning of customer-generated GIS data to update Guardian Map, maximum of 10 layers</i>                                                                     | \$1,120.00  | 0%  | \$1,120.00     |
| SV-GIS-SP-1YD      | Single Pack of Uptd GIS Data - 1YR<br><i>One-time provisioning of customer-generated GIS data to update Guardian Map, 10-20 layers<br/>Deluxe Service</i>                                                          | \$1,680.00  | 0%  | \$1,680.00     |
| SV-GIS-SP-1YP      | Single Pack of Uptd GIS Data - 1YR<br><i>One-time provisioning of customer-generated GIS data to update Guardian Map, over 20 layers<br/>Premium Service</i>                                                       | \$0.00      | 0%  | \$0.00         |
| SV-GISSPLT         | GIS Specialist Per Hour Rate                                                                                                                                                                                       | \$140.00    | 0%  | \$140.00       |
| SV-GISSUPR         | GIS Supervisor Hourly Rate                                                                                                                                                                                         | \$119.00    | 0%  | \$119.00       |
| SV-GuardLocInstall | Guardian Locator installation                                                                                                                                                                                      | \$1,300.00  | 0%  | \$1,300.00     |
| SV-MAPSTDPOS       | Guardian Annual MAP RTU Lic-per position                                                                                                                                                                           | \$1,142.00  | 0%  | \$1,142.00     |
| SV-SGIS-DA         | Analysis and Provisionning of MAP Data<br><i>Provisioning of GIS data for initial Guardian map install. Basic package, limit of 10 layers, 3 basemaps</i>                                                          | \$6,300.00  | 0%  | \$6,300.00     |
| SV-SGIS-DA-D       | Analysis and Provisionning of MAP Data<br><i>Provisioning of GIS data for initial Guardian Map install. Deluxe package, 10-20 layers, 3-5 basemaps</i>                                                             |             |     |                |
| SV-SGIS-DA-P       | Analysis and Provisionning of MAP Data<br><i>Provisioning of GIS data for initial Guardian Map install. Premium package, quote based on how many more layers/basemaps the customer wants beyond the Deluxe pkg</i> |             |     | Custom Pricing |

|                          |                                                                                         |            |     |            |
|--------------------------|-----------------------------------------------------------------------------------------|------------|-----|------------|
| SL-SA MIS-CALL > 75 POS  | Yearly / PSAP Annual Call Vol > 75 Pos<br><i>Yearly/PSAP Call &gt; 1M (&gt;40 Pos).</i> | \$8,200.00 | 20% | \$6,560.00 |
| SL-SA MIS-CALL 10-19 POS | Annual Per PSAP 10-19 Pos<br><i>Yearly/PSAP Call Vol 250-500K (10-19 Pos).</i>          | \$6,400.00 | 20% | \$5,120.00 |
| SL-SA MIS-CALL 1-2 POS   | Annual Per PSAP 1-2 Pos<br><i>Yearly/PSAP Call Vol 0-25K (1-2 Pos).</i>                 | \$4,800.00 | 20% | \$3,840.00 |
| SL-SA MIS-CALL 20-39 POS | Annual Per PSAP 20-39 Pos<br><i>Yearly/PSAP Call Vol 500-1M (20-39 Pos).</i>            | \$7,000.00 | 20% | \$5,600.00 |
| SL-SA MIS-CALL 3-4 POS   | Annual Per PSAP 3-4 Pos<br><i>Yearly/PSAP Call Vol 25-50K (3-4 Pos)</i>                 | \$5,200.00 | 20% | \$4,160.00 |
| SL-SA MIS-CALL 40-75 POS | Annual Per PSAP Annual 40-75 Pos<br><i>Yearly/PSAP Call &gt; 1M (&gt;40 Pos).</i>       | \$7,600.00 | 20% | \$6,080.00 |
| SL-SA MIS-CALL 5-9 POS   | Annual Per PSAP 5-9 Pos<br><i>Yearly/PSAP Call Vol 50-250K (5-9 Pos).</i>               | \$5,800.00 | 20% | \$4,640.00 |
| SL-SA MIS-LAB/BACKUP     | Annual Per PSAP Lab/Training/Backup<br><i>Yearly/PSAP Lab or Training.</i>              | \$1,800.00 | 20% | \$1,440.00 |
| SL-SA MIS-Viewer License | Yearly 5 Additional Viewer License<br><i>Professional Serv Per Report.</i>              | \$600.00   | 20% | \$480.00   |
| SV-SA-MIS-PROFSVC        | Professional Service Per Report<br><i>Professional Serv Per Report.</i>                 | \$600.00   | 0%  | \$600.00   |

#### Professionnal services

|           |                                         |            |    |            |
|-----------|-----------------------------------------|------------|----|------------|
| SV-MISPS  | MIS Professional Services               | \$1,620.00 | 0% | \$1,620.00 |
| SV-SOLAPS | Remote Solacom System Engineering 1 Day | \$1,620.00 | 0% | \$1,620.00 |

#### Support Services

|                   |                       |          |    |          |
|-------------------|-----------------------|----------|----|----------|
| SV-Remote Support | Remote Support Hourly | \$250.00 | 0% | \$250.00 |
|-------------------|-----------------------|----------|----|----------|

#### Training

|                     |                                                                                             |            |    |            |
|---------------------|---------------------------------------------------------------------------------------------|------------|----|------------|
| TR-GIS Guardian MAP | GIS Training for Guardian Map<br><i>Remote Training</i>                                     | \$3,360.00 | 0% | \$3,360.00 |
| TR-GIS Updates-RM   | GIS Update Training, Single Session                                                         | \$1,120.00 | 0% | \$1,120.00 |
| TR-GISWebTR         | Initial Web-based Map Training                                                              | \$1,718.75 | 0% | \$1,718.75 |
| TR-Guardian MAP-RM  | Remote Guardian MAP - 1/2 Day                                                               | \$606.00   | 0% | \$606.00   |
| TR-SA MIS-R         | Smart Analytics Training Max 6 Seats<br><i>SmartAnalytics Training 6 Seats 1-Day Remote</i> | \$1,950.00 | 0% | \$1,950.00 |