



This is a PEPPM Contract Proposal



A Proposal for:

City of Homer

Attention: Nick Poolos

Date: 4/29/2022
Quote #: AAAQ7955
Project Name: PEPPM XProtect License Upgrades

Prepared by: App-Techs Corporation
Jenny Romanosky
jromanosky@app-techs.com

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Reference: AAAQ7955

Date: Apr 29, 2022

Project Name: PEPPM XProtect License
Upgrades

To:

City of Homer
Nick Poolos
491 E. Pioneer Avenue
Homer, AK 99603

907-435-3156

Prepared By:

Jenny Romanosky

jromanosky@app-techs.com
717-735-0848 x190

Overview

App-Techs has been providing technology solutions since 2003 and specializes in Video Surveillance Systems, Information Technology, Access Control and Industrial Wireless and Fiber-Optic systems. The convergence of these technologies has enabled App-Techs to provide high-value, reliable and affordable solutions to our clients. Businesses, educational facilities and government institutions throughout the United States choose App-Techs because of the value we provide by combining networking expertise with our knowledge of surveillance, security and communications systems. App-Techs is a preferred Milestone Solutions Diamond Partner that offers all of the hardware, software, support and services needed for a reliable and affordable world-class video surveillance solution.

Our early focus on IP video surveillance systems has led to the development and manufacturing of our own line of surveillance servers, portable and covert systems, server health monitoring software, access control integration software, a cloud-based device mapping and maintenance system, and other surveillance-related applications. We are a GSA contract holder and approved COSTARS and PEPPM supplier. App-Techs is also an awarded vendor within the Pennsylvania Statewide ITQ contract for security, surveillance and fire system maintenance. Please refer to the App-Techs website (www.app-techs.com) for additional information.

This proposal provides PEPPM pricing to upgrade your Milestone XProtect licenses associated with SLC: M01-C05-212-01-6C403A. This will convert your existing XProtect Professional+ SLC to two new SLC's (XProtect Corporate and XProtect Expert).

Pricing

Mfg / Part #	Description	Unit Price	Qty	Ext. Price
MILESTONE XPCOBT	XProtect Corporate Base Server License	\$2,368.74	1	\$2,368.74
MILESTONE XPCODL	XProtect Corporate Device Channel License	\$244.84	33	\$8,079.72
MILESTONE Y2XPCOBT	Two Years Care Plus for XProtect Corporate Base Server License	\$710.70	1	\$710.70
MILESTONE Y2XPCODL	Two Years Care Plus for XProtect Corporate Device Channel License	\$74.42	33	\$2,455.86
Milestone MCPR-Y2XPCOBT	Two Years Care Premium for XProtect Corporate Base Server License	\$308.09	1	\$308.09
Milestone MCPR-Y2XPCODL	Two Years Care Premium for XProtect Corporate Device License	\$32.00	33	\$1,056.00
Milestone XPETBL	XProtect Expert Base Server License	\$1,487.63	1	\$1,487.63
Milestone XPETDL	XProtect Expert Device Channel License	\$200.19	55	\$11,010.45
Milestone Y2XPETBL	Two Years Care Plus for XProtect Expert Base Server License	\$446.51	1	\$446.51
Milestone Y2XPETDL	Two Years Care Plus for XProtect Expert Device Channel License	\$60.28	55	\$3,315.40
Milestone MCPR-Y2XPETBL	Two Years Care Premium for XProtect Expert Base Server License	\$193.49	1	\$193.49
Milestone MCPR-Y2XPETDL	Two Years Care Premium for XProtect Expert Device Channel License	\$26.05	55	\$1,432.75
App-Techs Credit	Credit for Professional+ Trade-In	-\$14,715.87	1	-\$14,715.87

Subtotal	\$18,149.47
Sales Tax	Tax Exempt
Shipping	\$0.00
Total	\$18,149.47



App-Techs Corporation
505 Willow Lane
Lancaster, PA 17601

Video Surveillance
Access Control
Industrial Wireless

www.app-techs.com
717-735-0848
717-735-0851 (Fax)



Terms of Sale Hardware

A down-payment of any Component (Hardware / Software) cost, plus applicable sales tax, is due at the time of order. The down-payment amount is described on the Project Approval page. The balance plus applicable sales tax is due at the time of delivery. Hardware-related items and / or quantities may be revised during installation. In such cases, additional charges will be invoiced as they are incurred, and are payable upon invoice receipt.

Labor

Payment, plus applicable sales tax, is due at the time of delivery. Extended labor is invoiced on a weekly, or otherwise agreed basis, and is payable upon receipt of invoice. Labor is rounded to the nearest quarter-hour.

Payment Method

Make checks payable to "App-Techs Corporation", and send to the mailing address on the letterhead of this document or an invoice.

If payment by credit card is desired, App-Techs accepts Visa, MasterCard, American Express and Discover. Call the App-Techs Accounting Department to submit credit card information and execute the appropriate transaction. Note that credit card transactions are subject to a three-percent (3%) surcharge. If your card is declined, the fee will increase to five-percent (5%) of the transaction amount.

Returns / Restocking Fee

Returns must be requested within 30 days of receipt of merchandise.

Merchandise which is accepted for return will be subject to a 20% restocking fee.

All returned merchandise must be returned in its original packaging and pass a quality control inspection. ALL returns must be authorized by App-Techs, must be accompanied by a Return Material Authorization code (RMA) and must be shipped prepaid freight and later invoiced for all open-account customers, and is FOB Lancaster, PA. Items returned in any other manner will be rejected. The RMA code will be valid for a period of 30 days from the date of issue. App-Techs will, for a specified period from the date of shipment, repair without charge any merchandise proven defective in material or workmanship. Please see supporting documentation for each product for warranty length. Complete terms of the written warranty are set forth on the warranty cards that may be packed with the product, or are otherwise available for the customer's examination from App-Techs prior to purchase. Replacement parts are warranted for a period of 90-days.

Warranty

All App-Techs hardware is warranted against manufacturing defects in materials or workmanship for a period of one year from the date of delivery. Certain manufacturers' warranties may be longer. In cases where a manufacturer's warranty is less than one year, App-Techs will nevertheless provide its own one-year warranty against manufacturing defects in materials or workmanship. Certain manufacturers' warranties may contain language specific to their product(s). In such cases, App-Techs may defer to those details, i.e. safety instructions; references to consumables; shipping locations; specific care and handling; packing instructions.

All App-Techs warranties apply only to the original user.

App-Techs will repair or replace (at our option) any parts found to be defective during the warranty period.

Conditions

1. This warranty will be honored only on the presentation of the original dated bill of sale or sales receipt.
2. Transportation of the product to the designated App-Techs location is the responsibility of the user. Repaired or replaced product will be returned prepaid (paid by App-Techs), and if within the United States of America, during the warranty period.

Exclusions

1. This warranty does not cover adjustment of customer-operated controls. It also does not cover products that have been altered, abused, or have missing or altered serial numbers.
2. This warranty does not apply to unpacking, setup, installation, or the removal and reinstallation of products after repair.
3. This warranty does not apply to repairs or replacements necessitated by any cause beyond the result of manufacture including, but not limited to: any malfunction, defects or failure caused by or resulting from unauthorized service or parts; improper maintenance, modification or repair by the user; abuse, misuse, neglect, accident, fire, flood, or other acts of God; incorrect line voltage, damage or image burns to displays caused by or attributable to the use of any accessory, electronics game, or device; or damaged caused to image detectors by excessive light.

The foregoing is in lieu of all other expressed warranties and App-Techs does not authorize any party to assume for us any other obligation or liability. In no event shall we be liable for incidental or consequential damages arising from the use of App-Techs products, or for any delay in the use of App-Techs products due to causes beyond our control.

Note: Always use discretion when installing video and / or surveillance equipment especially when there is perceived privacy, or an expectation of privacy. Inquire regarding federal, state and / or local regulation applicable to the lawful installation of video and / or audio recording or surveillance equipment. Party consent may be required.

Software Upgrade Plans

Subscriptions to annual maintenance plans - e.g. "SUP" (software upgrade protection) entitle you to the latest release of given software packages. These releases typically include new features, improvements, and bug fixes. They also insure compatibility with contemporaneous releases of Windows, Milestone XProtect and/or other related software and hardware.

Experience suggests that it is more cost-effective to "stay current" than to allow software to become obsolete. If a maintenance plan / SUP is purchased as part of this quote, we will notify you when new releases become available, and work with you to install the updated software as needed. Likewise, we will notify you as the renewal period approaches in order to determine if renewal is appropriate.



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505 Willow Lane
Lancaster, PA 17601

Video Surveillance
Access Control
Industrial Wireless

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Project Approval

Quote Code -----> AAAQ7955

If applicable, please indicate any Options you have selected:

Quantity (If Required)

Section / Option 1

A B C D E F G H I J K L

Quantity _____

Section / Option 2

A B C D E F G H I J K L

Quantity _____

Section / Option 3

A B C D E F G H I J K L

Quantity _____

Section / Option 4

A B C D E F G H I J K L

Quantity _____

Section / Option 5

A B C D E F G H I J K L

Quantity _____

Section / Option 6

A B C D E F G H I J K L

Quantity _____

Upon receipt of this signed document (page) and the specified down-payment amount, App-Techs will commence with delivery and / or installation of the project.

Approved (signature): ----->

(Your signature represents approval to the applicable project costs.)

Approved (print name): ----->

Date ----->

Down-payment Amount ----->

100%

(Project will commence after down-payment is received.)

Payment Method ----->

Check Credit Card Lease

(See attached leasing information page, if applicable.)

If Credit Card (type & number) ----->

Add 3% fee to all credit card transactions. If the card is declined, you will be billed 5% of the transaction amount.

----->
If Credit Card (exp. date & security code)



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Sales Quote - MSRP

End Customer

City of Homer
 491 E Pioneer Ave
 Homer, AK 99603-7645
 United States

Milestone Systems A/S
 Banemarksvej 50C
 2605 Brøndby
 Denmark

Creation Date 19 April 2022
 Quote No. 2153328
 Prices Including VAT No

Phone No. +45 88 300300
 Home Page www.milestonesys.com
 E-Mail sales@milestonesys.com
 Valid until See below*
 Salesperson Jenny Browne
 Quoted By Barbara Erickson

SKU ID	Description	Quantity	Unit Cost MSRP	Total Cost MSRP
M01-C05-212-01-6C403A				
UXPAACL	Trade-in AAC license for 1 Smart Client w/C-Plus	-2		
UXPPPLUSDL	Trade-in XProtect Professional+ DL w/ C-Plus	-88	169.00	-14,872.00
UXPPPLUSBL	Trade-in XProtect Professional+ BL w/ C-Plus	-1	499.00	-499.00
YXPPPLUSDL	1 Year Care Plus for XProtect Professional+ DL	-88	31.00	-2,728.00
MXPPPLUSDL	1 Month Care Plus for XProtect Professional+ DL	-968	2.60	-2,516.80
MCPR-YXPPPLUSDL	1 Year Care Premium for XProtect Professional+ DL	-88	12.00	-1,056.00
MCPR-MXPPPLUSDL	1 Month Care Premium for XProtect Professional+ DL	-968	1.00	-968.00
XPCOBT	XProtect Corporate Base License (BL)	1	3,183.00	3,183.00
XPCODL	XProtect Corporate Device License (DL)	33	329.00	10,857.00
XPSWBL	XProtect Smart Wall Base License (BL)	1		
XPAACL	AAC license for 1 XP Smart Client	2		
YXPCOBT	1 Year Care Plus for XProtect Corporate BL	1	575.00	575.00
MXPCOBT	1 Month Care Plus for XProtect Corporate BL	11	48.00	528.00
YXPCODL	1 Year Care Plus for XProtect Corporate DL	33	60.00	1,980.00
MXPCODL	1 Month Care Plus for XProtect Corporate DL	363	5.00	1,815.00
MCPR-YXPCOBT	1 Year Care Premium for XProtect Corporate BL	1	223.00	223.00
MCPR-MXPCOBT	1 Month Care Premium for XProtect Corporate BL	11	18.60	204.60
MCPR-YXPCODL	1 Year Care Premium for XProtect Corporate DL	33	24.00	792.00
MCPR-MXPCODL	1 Month Care Premium for XProtect Corporate DL	363	2.00	726.00
XPETBL	XProtect Expert Base License (BL)	1	1,999.00	1,999.00
XPETDL	XProtect Expert Device License (DL)	55	269.00	14,795.00
XPAACL	AAC license for 1 XP Smart Client	2		
YXPETBL	1 Year Care Plus for XProtect Expert BL	1	360.00	360.00
MXPETBL	1 Month Care Plus for XProtect Expert BL	11	30.00	330.00
YXPETDL	1 Year Care Plus for XProtect Expert DL	55	49.00	2,695.00
MXPETDL	1 Month Care Plus for XProtect Expert DL	605	4.10	2,480.50
MCPR-YXPETBL	1 Year Care Premium for XProtect Expert BL	1	140.00	140.00
MCPR-MXPETBL	1 Month Care Premium for XProtect Expert BL	11	11.70	128.70
MCPR-YXPETDL	1 Year Care Premium for XProtect Expert DL	55	19.00	1,045.00
MCPR-MXPETDL	1 Month Care Premium for XProtect Expert DL	605	1.60	968.00

33 for City of Homer PD - XPCO

Sales Quote - MSRP

End Customer

City of Homer
491 E Pioneer Ave
Homer, AK 99603-7645
United States

Milestone Systems A/S
Banemarksvej 50C
2605 Brøndby
Denmark

Creation Date 19 April 2022
Quote No. 2153328
Prices Including VAT No

Phone No. +45 88 300300
Home Page www.milestonesys.com
E-Mail sales@milestonesys.com
Valid until See below*
Salesperson Jenny Browne
Quoted By Barbara Erickson

SKU ID	Description	Quantity	Unit Cost MSRP	Total Cost MSRP
	55 for City of Homer - XPET			
			Total USD	23,185.00

* This quote is a price estimate, subject to change based on current pricelist, partner discount, device license count, Milestone Care and project discount validity. Please confirm the quote online or with Milestone before issuing a Purchase Order.



To: Nick Poolos
City of Homer

Quote #: COH-22-001

Date: 4/25/2022

Prepared By: Adam Moore

adam@shermantechnologies.com

907-444-3601

Desc: Milestone Licensing

Material and Equipment Quote

Item	Description	Quantity	UOM	Manufacturer	Part #	Price Each	Price Extended
1	33 - XPCO Licenses & 55 - XPET Licenses	1	EA	Milestone	Quote No. 2153328	\$ 21,186.00	\$ 21,186.00
2						\$ -	\$ -
3						\$ -	\$ -
4						\$ -	\$ -
5						\$ -	\$ -
6						\$ -	\$ -
7						\$ -	\$ -
8						\$ -	\$ -
9						\$ -	\$ -
10						\$ -	\$ -
11						\$ -	\$ -
12						\$ -	\$ -
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20						\$ -	\$ -
21						\$ -	\$ -
22						\$ -	\$ -
23						\$ -	\$ -

Exclusions: IP addressing Cams, Installation or programming

Sub Total: \$ 21,186.00

Shipping:

Total Cost: \$ 21,186.00

Written approval required before procurement of equipment .To accept
this quotation, sign here and return:

Name and Title: _____

Date: _____

PO# _____