

**Appendix C Pricing Index**  
**DIR-TSO-3482**  
**Progressive Systems LLC dba LENSEC, LLC**

<b>Brand</b>	<b>DIR Customer Discount % off MSRP *</b>
LENSEC / PVMS	15.00%
LENSEC	20.00%
Axis	23.00%
Vicon / IQeye	30.00%
Samsung	45.00%
S2 Security	40.00%
Galaxy	25.00%
HID	45.00%
Assa Abloy / HES	42.50%
Altronix	43.00%
<b>Services</b>	<b>DIR Customer Discount % off MSRP *</b>
Server Installation/Site Configuration: On-site integration with LENSEC IP surveillance system includes connecting the server to the cameras and network, access to user maps, configuration of software to allow web control, configuration of software for Remote Diagnostics and end-user training	15.00%
Indoor Network camera placement, aiming, focusing and installation of camera with housing. Installation rate per camera	15.00%
Outdoor Network camera placement, aiming, focusing and installation of camera with housing. Installation rate per camera	15.00%
Indoor camera housing installation and adjustment. Installation rate per camera housing.	15.00%
Outdoor camera housing installation and adjustment. Installation rate per camera housing.	15.00%
Custom configuration of server - LENSEC Software and OS installation, Software configuration, Loading of custom maps and HTML linkage, Testing and Quality Assurance	15.00%
Custom and Interactive map development - Map development in HTML showing camera locations. Price per map page.	15.00%
IP Camera Configuration and Integration process including camera Setup in the lab, Custom camera functionality adjustment, Integration with LENSEC Software, System optimization, Camera information tracking, Testing and Quality Assurance. Price per camera.	15.00%
Video Converter Configuration including Video Converter Setup in the lab, Custom camera port functionality adjustment, Integration with LENSEC Software, System optimization, Camera port information tracking. Testing and Quality Assurance. Price per camera port.	15.00%
Cable and Interior Camera Installation: Cost per interior IP camera installation to include 100 meters of CAT5 Plenum cable, Ethernet connectors, cable hangers; installation of cable; installation and aiming of cameras.	15.00%
Cable and Outdoor Camera Installation: Cost per outdoor IP camera installation to include 100 meters of CAT5 Plenum cable, 4-feet of flexible weather-resistant, Ethernet conduit, cable hangers; installation of cable; installation and aiming of cameras.	15.00%
IDF/MDF Equipment Installation: Cost per MDF/IDF location to include installation of network equipment, power equipment, and cable dressing.	15.00%
Wireless Camera and Node: Labor for the installation of wireless bundle with antennas and cameras on the pole. Scope includes camera placement, aiming, focusing and installation of camera with housing. Price per camera. Price does not include installation of pole, high voltage electrical work on the pole, and any trenching or conduit work that could be needed to bring power wire to the pole.	15.00%
Installation of power and switching equipment in locations where camera cables terminate other than where the server is installed.	15.00%
Trenching/directional boring of cables or wireless equipment installation and configuration. Miscellaneous hardware as required will be quoted separately. Labor rate per hour.	15.00%

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Conduit : Supply and Installation. 3 inch EMT conduit - Rate / ft	15.00%
Conduit : Supply and Installation. 1 inch EMT conduit - Rate / ft	15.00%
Bucket Truck Rental: Estimated rental charges for bucket truck. Rate/Day	15.00%
As-built CAD Drawing: For the CCTV Security System showing location of devices, cable routing, IDF/MDF locations, legend for the drawing and necessary information as needed. This drawing will be furnished after the installation is complete. Architectural CAD drawing for the building will be provided the customer and/or their architect. Price is for a specific system layout.	15.00%
System Design Services: Scope includes detailed site walk(s), submission of drawings with camera/device locations for initial approval, development of termination sheets and staging information for the camera system, video storage and bandwidth calculations, specification of equipment, presentation of system design to the customer project team, and revisions and final updates to drawings and termination sheets. Price per system design.	15.00%
Consulting Services: LENSEC Consulting and Technical Services may include doing security needs assessment, IT infrastructure audit, system design, site walk and scoping, software and hardware recommendation, budget estimation, and outlining deployment plan for the integrated security system. The Consulting Fee would be worked out depending on the scope of services. Rate per hour.	15.00%
Access Control Server Installation/Site Configuration: On-site installation of Access Control Server includes configuration of Access Control DNA software for controllers, Sub-controllers, card readers and other access control field devices. Installation of server and software is followed by end-user training.	15.00%
Import of Student Data: Import of student data from an existing database in to Access Control DNA database	15.00%
Access Control Cable and Field Devices: Installation of Access Control cable and field devices. Scoping and pricing would depend on the system configuration and layout. Miscellaneous hardware as required will be quoted separately. Rate per hour.	15.00%
Installation of Bus Camera System in the school bus including installation of cameras, cable, wireless device, and remote power control device as scoped above; per bus	15.00%
Installation of Bus Camera System in the school bus including installation of cameras, cable, wireless device, remote power control device, battery back-up system, and external microphone as scoped above.	15.00%
On-bus system configuration, testing, and Quality Assurance Checks for the system scoped above. The video system will be tested for optimum performance and quality video output, wireless system will be tested for throughput to make sure video data is getting transmitted as expected, and remote power control device will be tested to remotely power on/off bus video system.	15.00%
Project Management and Onsite Technical Services: Regular Work Hours (8:00 A.M. - 5:00 P.M. Local Time) per hour	5.00%
Project Management and Onsite Technical Services: After Hours per hour	5.00%
Project Management and Onsite Technical Services: Weekends and Holidays per hour	5.00%
Onsite Training Services: Onsite training will be provided after the system is fully functional and is ready for customer acceptance. The scope will include end-user and admin training for using LENSEC IP Video Surveillance System depending on the access level of each user group. A copy of user manual for the software will be provided after the training session. Price per training session.	5.00%
Service Fee paid annually that covers for limited equipment warranty by the manufacturer, server maintenance, remote support for server and camera, telephone calls for technical support, and LENSEC software update during the service period. Service contract will be valid for one year and service extension can be done based on mutual evaluation and agreement.	5.00%

Services	DIR Customer Discount % off MSRP *
<p>Comprehensive Remote &amp; Onsite Service Plan: The scope of this plan includes Software Maintenance Agreement, Remote Service, and Onsite Support. This plan provides traditional software maintenance support which includes all version and hot-fix releases (both major and incremental) for the software product purchased during the service period. The maintenance fee also includes both email and telephone technical support for software related issues as well as access to our knowledge base, FAQs, release notes, and any forthcoming documentation for the software product purchased. In addition to the software maintenance plan, this service also includes LENSEC's comprehensive remote service monitoring (RSM). RSM helps ensure maximum uptime of your system by proactively monitoring the up/down status of each camera and server in your surveillance network. If a camera or server is determined to be off line, LENSEC's customer service Technicals will remotely diagnose and attempt to remedy the problem to ensure your system is always online and operational. In the event of a software issue or hardware failure that cannot be resolved remotely, LENSEC's customer service team will work with our onsite service technician to troubleshoot the issue and have them retrieve the defective device and return it for repair/replacement if it is covered under warranty. The onsite support plan would also include any onsite service visits that may be required as part of our proactive software and hardware maintenance program. The Maintenance fee will be valid for one year and service extension can be done based on mutual evaluation and agreement. The Software Maintenance Plus Fee is not included and is quoted separately in the proposal.</p>	5.00%
<p>Remote and on-site support (per year/per bus). Annual Service Fee paid annually that covers for limited equipment warranty by the manufacturer, bus camera system maintenance, remote support for the DVR and cameras, telephone calls for technical support, next business day on-site support and LENSEC software update during the service period. Service billing rate will be applied based on the quantity of bus depending on the tiered service fee proposed by LENSEC.</p>	5.00%
<p>Perspective VMS - (Enterprise Edition) Software Maintenance Agreement - This software maintenance support plan entitles the customer to all versions (minor and major) and hotfix releases (incremental) for the software product purchased during the service period. It also includes access to our knowledge base, FAQs, release notes, and any forthcoming documentation for the software product purchased. Software Maintenance fee is paid annually per license. Service contract will be valid for one year and service extension can be acquired based on mutual evaluation and agreement.</p>	5.00%
<p>Perspective VMS - (Enterprise Edition) Software Maintenance Plus Agreement - This software maintenance plus support plan entitles the customer to all version (minor and major) and hot-fix releases (incremental) for the software product purchased during the service period. Includes email and telephone technical support for software related issues as well as access to our knowledge base, FAQs, release notes, and any forthcoming documentation for the software product purchased. During the period of the service contract, up to 8 hours of LENSEC Technical Services may be provided at no additional charge, as pertains to the particular scope and size of the project. All active maintenance customers receive loyalty preferred pricing on select LENSEC software products and Technical services. Software Maintenance Plus fee will be valid for one year and service extension can be done based on mutual evaluation and agreement. Software Maintenance Plus fee is paid annually per license.</p>	5.00%
<p>Perspective VMS - (Standard Edition) Software Maintenance Agreement - This software maintenance support plan entitles the customer to all versions (minor and major) and hotfix releases (incremental) for the software product purchased during the service period. It also includes access to our knowledge base, FAQs, release notes, and any forthcoming documentation for the software product purchased. Software Maintenance fee is paid annually per license. Service contract will be valid for one year and service extension can be acquired based on mutual evaluation and agreement.</p>	5.00%

Services	DIR Customer Discount % off MSRP *
<p>Perspective VMS - (Standard Edition) Software Maintenance Plus Agreement - This software maintenance plus support plan entitles the customer to all version (minor and major) and hot-fix releases (incremental) for the software product purchased during the service period. Includes email and telephone technical support for software related issues as well as access to our knowledge base, FAQs, release notes, and any forthcoming documentation for the software product purchased. During the period of the service contract, up to 8 hours of LENSEC Technical Services may be provided at no additional charge, as pertains to the particular scope and size of the project. All active maintenance customers receive loyalty preferred pricing on select LENSEC software products and Technical services. Software Maintenance Plus fee will be valid for one year and service extension can be done based on mutual evaluation and agreement. Software Maintenance Plus fee is paid annually per license.</p>	5.00%
<p>Perspective VMS - (Express Edition) Software Maintenance Agreement - This software maintenance support plan entitles the customer to all versions (minor and major) and hotfix releases (incremental) for the software product purchased during the service period. It also includes access to our knowledge base, FAQs, release notes, and any forthcoming documentation for the software product purchased. Software Maintenance fee is paid annually per license. Service contract will be valid for one year and service extension can be acquired based on mutual evaluation and agreement.</p>	5.00%
<p>Perspective VMS - Remote Status Monitoring - This remote monitoring support plan entitles the customer to all version (minor and major) and hot-fix releases (incremental) for the software product purchased during the service period. Includes email and telephone technical support for software related issues as well as access to our knowledge base, FAQs, release notes, and any forthcoming documentation for the software product purchased. During the period of the service contract, up to 8 hours of LENSEC Technical Services may be provided at no additional charge, as pertains to the particular scope and size of the project. All active maintenance customers receive loyalty preferred pricing on select LENSEC software products and Technical services. This service includes LENSEC's Remote Status Monitoring (RSM). RSM helps ensure maximum uptime of your system by proactively monitoring the up/down status of each camera and server in your surveillance network. If a camera or server is determined to be off line, LENSEC's customer service Technicals will remotely diagnose and attempt to remedy the problem to ensure your system is always online and operational. In the event of a hardware failure, LENSEC's customer service team can work remotely with customer's own server support personnel to have them retrieve the defective device and return to LENSEC for repair/replacement if the hardware is covered under warranty. In addition to RSM, server assessment reports, remote diagnostic support and remote hardware support are offered in this support plan. The Remote Monitoring fee will be valid for one year and service extensions can be done on initial evaluation and agreement. The fee is paid annually per license. The Software Plus Fee may be itemized separately in the proposal.</p>	5.00%
<p>Standard Monitoring Service, includes alarm notification in the event of intrusion and law enforcement dispatch; annual service</p>	40.00%
<p>GSM Module add-on to monitoring service; annual service</p>	40.00%
<p>Video Alarm Monitoring – Indoor environment; annual service</p>	40.00%
<p>Video Alarm Monitoring – Outdoor secure environment; annual service</p>	40.00%
<p>Video Alarm Monitoring – Outdoor unsecure environment; annual service</p>	40.00%
<p>Video Alarm Verification Services (based on the number of cameras at One location) (1-4 cameras); annual service</p>	40.00%
<p>Video Alarm Verification Services (based on the number of cameras at One location) (5-8 cameras); annual service</p>	40.00%
<p>Video Alarm Verification Services (based on the number of cameras at One location) (9-16 cameras); annual service</p>	40.00%
<p>Video Alarm Verification Services (based on the number of cameras at One location) (17-24 cameras); annual service</p>	40.00%
<p>Video Alarm Verification Services (based on the number of cameras at One location) (25-32 cameras); annual service</p>	40.00%