

Zetron Inc  
6812 185th Ave NE  
REDMOND WA 98052  
USA

**Customer # :** 83008  
**Sold to Name** City of Sunnyvale  
**Sold to Address** 456 W Olive Avenue  
Sunnyvale CA 94086

**Quote Number** 20062166  
**Quote Date** 05/25/2024  
**Quote Expires** 08/23/2024  
**End User** Sunnyvale FSA  
**End User Site** -CA  
**System ID**  
**Sales Person** Ryan Pierson  
**Price Sheet** MAX FSA  
**Price List** STANDARD

Remit to:  
PO Box 97004  
REDMOND WA 98073-9704  
USA

**Contact Name**  
**Contact Phone**  
**Contact Fax**  
**Contact Email**

Phone: +1 425 820 6363

**Opportunity #**

MAX FSA solution to replace IP-FSA. 6 stations currently operating within the system. Looking for basic functionality. Quote built for FSA operation directly from the Spillman CAD integration. An audio route from current radio system will be required to route into the FSA solution for movement through the FSA gateways. No radio resources are in the quote. If radio resources for the dispatch center are needed for radio paging, a new quote with the appropriate hardware would need to be provided. - DPSDispatcher: 700 All American Way, Sunnyvale, 9408 - Fire Station No 1: 171 N. Mathilda Ave, Sunnyvale, CA 94086 - Fire Station No 2: 795 E. Arques Ave, Sunnyvale, CA 94085 - Fire Station No 3: 910 Ticonderoga Dr, Sunnyvale, Ca 94087 - Fire Station No4: 996 S Wolfe Rd, Sunnyvale, Ca 94086 - Fire Station No 5: 1210 Bordeaux Dr, Sunnyvale, CA 94089 - Fire Station No 6: 1282 Lawrence Station Rd, Sunnyvale, CA 94089 Exclusions: - Upgrading site to meet current R56 guidelines unless quoted - Conduit installation (if conduit is required a change order will be issued from subcontractor) - Any additional equipment needed due to customer's design change. -Electrical circuits to be provided by others. - No roof penetration's to be performed by DWS - No coring or drilling of concrete for cable pathways Customer responsibilities: - Dedicated power outlet within 5' of new equipment location. - Building ground points within 20' of equipment in storage room and antenna location. - Parking area for work vehicles. - Site or building access Start date for PSP starts at notification from customer that the system is installed an running. Typically 6 months after shipment of equipment to customer.

Line	Part Number	Description	List Price	Disc. %	Net Price	Quantity	Ext. List	Ext. Net
		<b>HARDWARE - Fire Station</b>						
		<b>This BOM contains Sub-Item: 20, 150 to 210</b>						
20	905-0621	<b>Fire Station Touch Control Console Bundle</b> <b>?Includes Hardware: Fire Station Touch Control Console, PTT handset &lt;(&gt;&amp;&lt;)&gt; speaker, wall-mount kit. Licenses: Sold Separately Requires: 930-0439 MAX FSA Base Software License 930-0453 FSA Fire Station Apparatus and Status &lt;(&gt;&amp;&lt;)&gt; Alerting Feature Lic 930-0457 MAX FSA AUX I/O Gateway and Console Feature Set</b> <b>This BOM contains Sub-Item: 30 to 140</b>	4,365.00	0%	4,348.00	1 EA	4,365.00	4,348.00
30	220-0035	Screw, M4X10Mm, Pan, Phl, S-Zn				4 EA		
40	220-0159	Screw,Self Tap,#6X3/4,Type Ab,Pan,Phl				6 EA		
50	265-0067	Drywall Anchor, #6, Plasticself-Drilling				6 EA		
60	415-0760	USB PTT Handset Stnd Wall/Desk Mount				1 EA		
70	709-0163-18I	Cable, USB 2.0, Type A to Type B, 18IN				1 EA		
80	709-0222-18I	Cable, HDMI, High Speed, 18IN				1 EA		
90	802-0686	Handset, USB With PTT And Desktop Cradle				1 EA		
100	802-0687	Speaker, Wall Mountable, for USB Handset				1 EA		
110	802-2224	Monitor, LCD, 22' WS,1080p HD, Optical Touchscreen				1 EA		
120	802-5066	Next Unit of Computing PC (VESA capable)				1 EA		
130	802-5067	VESA Mount Adapter for NUC				1 EA		
140	802-5068	VESA Wall Mount				1 EA		
150	905-0536	MAX Fire Station Gateway	3,835.00	0%	3,835.00	7 EA	26,845.00	26,845.00
160	709-7968-20F	MAX Radio Gateway to Tail Cable (20ft)	130.00	0%	130.00	7 EA	910.00	910.00

Line	Part Number	Description	List Price	Disc. %	Net Price	Quantity	Ext. List	Ext. Net
170	802-5036	8 Port PoE Managed Switch Passes multicast by default, select for any PoE devices at Fire Station.	550.00	0%	550.00	6 EA	3,300.00	3,300.00
180	802-0255	Power Supply for 802-2117 Acromag Ethernet Unit	80.00	0%	80.00	6 EA	480.00	480.00
190	802-0641	ControlByWeb Ethernet I/O Unit Control By Web X-432 Ethernet I/O Unit16 Optically Isolated Inputs, 16 Relay Outputs (30VDC, 30VAC@ 2A) 9 to 28 VDC, Power Supply Not Included.	1,500.00	0%	1,500.00	6 EA	9,000.00	9,000.00
200	802-0642	DIN Rail Mounts for ControlByWeb	25.00	0%	25.00	6 EA	150.00	150.00
210	802-0645	Distribution Block for ControlByWeb	25.00	0%	25.00	6 EA	150.00	150.00
<b>HARDWARE - Dispatch Center</b>								
<b>This BOM contains Sub-Item: 230 to 240</b>								
230	901-9740	MAX Central MAX Central is the hardware platform that hosts the MAX Manager, Telephony Gateway, IP Voice Logger Gateway, and the Aux I/O Gateway. Includes five 10' shielded Cat 5e cables.	5,685.00	0%	5,685.00	2 EA	11,370.00	11,370.00
240	950-1461	MAX Disp 24-Port (Non- POE) Managed Gigabit Switch Two required for high availability network.	1,275.00	0%	1,275.00	1 EA	1,275.00	1,275.00
<b>SOFTWARE - Fire Station</b>								
<b>This BOM contains Sub-Item: 260</b>								
260	930-0453	FSA Fire Station Apparatus and Status <(>&<)> Alerting Feature License (1 license per Fire Station) Compatible with CAD API release 5.8 or later	1,988.00	0%	1,988.00	7 EA	13,916.00	13,916.00
<b>SOFTWARE</b>								
<b>This BOM contains Sub-Item: 280 to 350</b>								
280	950-1363	MAX Dispatch <(>&<)> MAX FSA Stacked Actions Feature License One License Per Console (formerly Multi-Function Button Software Kit)	1,882.00	0%	1,882.00	1 EA	1,882.00	1,882.00
290	950-1423	MAX FSA CAD API with Premium Text Gateway Bundle Advanced MAX FSA CAD API bundle with 930-0412 Critical note: "Mandatory Add-on for this CAD API bundle is (1) 950-1363 to reside on the default MAX FSA workstation console"	16,450.00	0%	16,450.00	1 EA	16,450.00	16,450.00
300	950-1435	MAX FSA Standard Software	6,525.00	0%	6,525.00	1 EA	6,525.00	6,525.00
310	930-0231	Z-Node Manager At least 1 Z-Node Manager is required for each system.	4,795.00	0%	4,795.00	2 EA	9,590.00	9,590.00
320	930-0224	Tone Signaling/Paging Feature Set Includes: Manual paging operation, instant call <(>&<)> stacked paging, 2-tone 100, 1000, <(>&<)> Custom Calls (Mot <(>&<)> GE), Quick Call (2+2), DTMF, Knox.	2,320.00	0%	2,320.00	1 EA	2,320.00	2,320.00

Line	Part Number	Description	List Price	Disc. %	Net Price	Quantity	Ext. List	Ext. Net
330	930-0226	MAX Dispatch Aux I/O Console Feature Set Enables Aux I/O features for the Dispatch Console	2,320.00	0%	2,320.00	1 EA	2,320.00	2,320.00
340	930-1214	AUX I/O Port License - 16 Ports Supports any combination of Inputs and Outputs up to 16	620.00	0%	620.00	1 EA	620.00	620.00
350	930-0446	MAX FSA Connection License per Fire Station Enter quantity of fire stations for PSP calculation of Price List PN XMP-0359-EBS <b>MAINTENANCE - Product Service Plans</b> <b>*****Plans are for North America and Latin America only*****</b> <b>This BOM contains Sub-Item: 370 to 390</b>	1.00	100%	0.00	6 EA	6.00	0.00
370	XMP-0359-BAS	MAX FSA-PSP Base Service Plan 1 year Software Services, 1 years Hardware Services, 1 year of Advance Hardware replacement, Operator web training (2-4 hr sessions) and 1 year membership in the Zetron MAX Users Group. The base service plan starts at time of go live. Once installation is completed and accepted, contact Zetron to have service started.	1.00	100%	0.00	6 EA	6.00	0.00
380	XMP-0359-EBS-3	MAX FSA-PSP Extended Service Plan (3YR) for 6 fire stations is combined to (4YR) for a total of 7 years protection of 6 Fire Stations. Coverage is combined with 1 free year for total of 8 years.	5,600.00	0%	5,600.00	6 EA	33,600.00	33,600.00
390	XMP-0359-EBS-4	MAX FSA-PSP Extended Service Plan (4YR) for 6 fire stations is combined with (3YR) plan to have 7 additional years for protection to 6 fire stations. Coverage is added to other service plans for a total of 8 year coverage. <b>Services</b> <b>This BOM contains Sub-Item: 410</b>	6,800.00	0%	6,800.00	6 EA	40,800.00	40,800.00
410	XPS-EXPENSE	Mounting, Grounding and securing materials <b>SERVICES - Remote Services</b> <b>*****Plans are for North America and Latin America only*****</b> <b>This BOM contains Sub-Item: 430</b>	1,712.33	0%	1,712.33	1 EA	1,712.33	1,712.33
430	XMP-0359-RCS	MAX FSA-PSP Remote Configuration Services Systems (<>) CSSI. Used by customer for Zetron remote assistance with the configuration/troubleshooting of the fire station alerting software. Remote assistance for initial system configuration. Additional remote and/or on-site configuration may be necessary based on design and project complexity <b>SERVICES - On-Site Services</b> <b>*****Plans are for North America only*****</b> <b>This BOM contains Sub-Item: 450 to 460</b>	8,970.00	0%	8,970.00	1 EA	8,970.00	8,970.00

Line	Part Number	Description	List Price	Disc. %	Net Price	Quantity	Ext. List	Ext. Net
450	XMP-0359-OSO	MAX FSA-PSP On-Site Operator Training, Per Day Price is Per Day, is for North America Only and with 3 weeks Advance Notice	4,995.00	0%	4,995.00	3 EA	14,985.00	14,985.00
460	XMP-0359-OST	MAX FSA-PSP On-Site Configuration Service, Per Day Price is Per Day, is for North America Only and with 3 weeks Advance Notice	4,995.00	0%	4,995.00	7 EA	34,965.00	34,965.00
		<b>Miscellaneous</b>						
		<b>This BOM contains Sub-Item: 480 to 520</b>						
480	X99-M0213	Installation of Fire Station Touch Control Console Bundle at DPS Dispatcher: 700 All America Way	17,534.20	0%	17,534.20	1 EA	17,534.20	17,534.20
490	X99-M0213	Installation of Zetron Equipment at 6 Fire Stations	108,493.15	0%	108,493.15	1 EA	108,493.15	108,493.15
500	X99-M0213	Removal of all legacy equipment at 7 locations.	28,054.79	0%	28,054.79	1 EA	28,054.79	28,054.79
510	XPS-EXPENSE	Per Diem Travel Cost	9,109.59	0%	9,109.59	1 EA	9,109.59	9,109.59
520	XPS-EXPENSE	Mobilization of personnel and equipment.	7,232.88	0%	7,232.88	1 EA	7,232.88	7,232.88

**Ext. List total** USD 416,936.94

**Ext. Net Total** USD 416,907.94

Shipping not included