



For:	<b>Lee County, FL</b>	Attn.: <b>Andy Stadler</b>
Quotation Date:	<b>12/11/2012</b>	Via: <b>Email</b>
Valid Until:	<b>2/9/2013</b>	Info:
Quote #:	<b>LEEFL121112C</b>	By: <b>KMC</b>

This Quote is For:

- ☐ GW3 for 3600
- ☐ GW3 for 9600
- ☐ GenSPOut
- ☐ GEnSAC
- ☒ GenGET
- ☒ GW3 NetVista (ATIA feed)
- ☐ iVISTA
- ☒ GenHPD
- ☒ UEM Interface
- ☐ TRIO
- ☐ APM

## Quotation Summary

Software and Support	\$	69,698
Hardware	\$	-
2 Additional Years of Support	\$	13,246
Training and Installation	\$	7,472
Shipping	\$	-
<b>Total</b>	<b>\$</b>	<b>90,416</b>

NOTES:



# **QUOTATION**

The Genesis Group  
Burks GenCore Co, Inc.  
GenCore International, Ltd.  
GenCore Candeo, Ltd.

For: **Lee County, FL**  
Date: **12/11/2012**  
Valid Until: **2/9/2013**  
Quote # **LEEFL121112C**

Atten: **Andy Stadler**  
Via: **Email**  
Contact Info: **0**

TITLE	Genesis PART #	DESCRIPTION	QUAN	EACH	EXTENDED
<b>CORE GenGET MODULES</b>					
MAIN GenGET Reader	GG-READER	GenGET Reader module resides on a PC at the zone controller to receive the ATIA stream UDP packet from the zone controller and passes them on to GW3.	1	4,534.00	4,534.00
MAIN GenGET DataProc	GG-PROC	GenGET DataProc module co-resides with the GZ-DATASRV at the Network Ops Center to process the ATIA stream from the GZ-READER	1	4,911.84	4,911.84
MAIN GenGET Database Server	GG-DATASRV	GenGET Data Server module co-resides with the GZ-PROC at the Network Ops Center to store the decoded ATIA stream from the GZ-PROC	1	4,534.00	4,534.00
<b>OPTIONAL UNIQUE GW3 ENHANCEMENT MODULES</b>					
GenWatch3 NetVista	GW3-NV	This is a bundle of selected features, modules and reports for use with GenGET v6 or newer. This shows live SmartZone, ASTRO, ASTRO 25, and Dimetra activity via the ATIA data as well as allows easy access to ~30 Core reports.	1	15,491.18	15,491.18
CloneWatch for SmartZone, ASTRO 25 & Dimetra	GW3-CW	Optional module for GW3-NV. Dynamically find and show radios suspected of being cloned.	1	7,178.84	7,178.84
GenHPD - HPD and IV&D archiving and reporting	GG-HPD	HPD Archiving and Reporting for Motorola HPD and IV&D systems	1	4,534.00	4,534.00
Genesis Interface to the UEM for SNMP Reporting	GG-UEM	Includes the connection to the UEM to capture the UEM activity, Basic reports on the UEM activity, capturing and reporting of GW3 health	1	18,891.67	18,891.67
GW3-NetVista Additional Client Connections	GG-CL	Bundle of 5 additional client connections to GW3-NetVista	1	3,000.00	3,000.00
		<b>Software Subtotal</b>			<b>63,075.53</b>
		GenGET / GenWatch3 NetVista Total Support & Maintenance - 10.5% of software cost) Price includes all telephone consulting, upgrades, web and pcAnywhere connection for system analysis and support for 1 year. It does not cover training of new employees. On site work will be performed at cost of travel, lodging and meals.	1	6,622.93	6,622.93
<b>SUBTOTAL OF SOFTWARE and SUPPORT</b>					<b>69,698.46</b>
<b>TOTAL OF SOFTWARE and SUPPORT</b>					<b>69,698.46</b>
<b>OPTIONAL HARDWARE</b>					
GenGET MAIN Reader	GG-HW-Reader	GenGET MAIN READER Computer Includes - Intel Dual Core, Minimum 2GB SDRAM, Minimum 160.0 GB 7200RPM hard drive, keyboard, mouse, 2 NIC cards, modem, CD Drive, 17+monitor, 3 Year Next Business Day Service Warranty Includes Required Software: Windows OS	1	0.00	Customer Supplied
GenGET MAIN Data Processor and Database Server	GG-HW-DPDBS	GenGET MAIN DATA PROCESSOR / DATABASE SERVER Computer Includes AT A MINIMUM - Rack Mount server, Intel Xeon Processor, 4 GB SDRAM, RAID with (5) 73 GB 10k RPM SCSI Hard Drives, CD-ROM, External USB Hard Drive for Back up, keyboard, mouse, Versa Rails for Rack Mount, Redundant Power Supply, 3 Year Next Business Day Service Warranty ** Monitor is not included with server** Includes Required Software: Windows 2008 Server, MS SQL Server 2008	1	0.00	Customer Supplied
GenWatch3 NetVista or iVista Host Computer	GW3-HW-CPU2	Minimum Specifications: Intel® Pentium® Dual Core Processor, 256MB Graphics, Dual Monitor Capable Graphics Card, 4GB SDRAM Memory, CD/DVD-ROM, 160GB SATA, 10K RPM Hard Drive, COM Port, 20 inch Flat Panel, Sound plus basic speakers, Keyboard, Mouse, External UPS, Modem, 3 Year Next Business Day Service Warranty. Includes Required Software: Windows OS, MS Office Basic, PC Anywhere	1	0.00	Customer Supplied



# **QUOTATION**

The Genesis Group  
 Burks GenCore Co, Inc.  
 GenCore International, Ltd.  
 GenCore Candeo, Ltd.

<b>SUBTOTAL OF HARDWARE</b>					<b>0.00</b>
<b>OTHER SERVICES</b>					
INSTALLATION and TRAINING	GG/GW3-INST	On Site - Installation, Set up & training for up to 20 people on GenGET & GenWatch3 NetVista, CloneWatch daily function, reporting, database maintenance and hardware with (1) Genesis representative on site. Includes all travel expenses	1	7,472.00	7,472.00
Additional Support and Maintenance	GG/GW3-MTS	Additional Year of Total Support @10.5% of Software beyond 1 year.	2	6,622.93	13,245.86
ATIA Based Input Package Total	GG/GW3-PK	<b>CUSTOMER TOTAL</b>			<b>90,416.32</b>



## QUOTATION

The Genesis Group  
Burks GenCore Co, Inc.  
GenCore International, Ltd.  
GenCore Candeo, Ltd.



**QUOTATION**

The Genesis Group  
Burks GenCore Co, Inc.  
GenCore International, Ltd.  
GenCore Candeo, Ltd.

Training and Travel Calculation	Total per day of training	Quantity	Extended



## QUOTATION

The Genesis Group  
Burks GenCore Co, Inc.  
GenCore International, Ltd.  
GenCore Candee, Ltd.

These Terms and Conditions are to be considered as an integral part of the pricing on the previous page(s).

For: <b>COMPANY</b>	Attn.: <b>Andy Stadler</b>
Quotation Date: <b>12/11/2012</b>	Via: <b>Email</b>
Valid Until: <b>2/9/2013</b>	Info:
Quote #: <b>LEEFL121112C</b>	

### NOTES:

- 1: PRICES:** All prices are expressed in U.S. Dollars and are payable in U.S. Dollars.  
Please make all checks and wire transfers payable to **GenCore Candee, Ltd.**  
*Contact Genesis for Bank Wire Transfer Instructions*
- 2: PAYMENT TERMS:** Scheduled percentages based on Software Agreement that is to be supplied after quotation acceptance. In general, unless otherwise noted, a 50% down payment is required upon order initiation if hardware is included in the order.
- 3: DELIVERY TERM:** If quotation is accepted, items must be shipped within 30 days of the date of this quotation.
- 4: SHIPPING:** All prices are F.O.B. Tyler, Texas, USA. Customer will be billed for all shipping and insurance costs. Customer is directly responsible for any and all import taxes, local taxes, customs fees and any other governmental fees assessed to get Genesis products into country of ultimate destination. All international orders will be shipped via Federal Express or DHL unless otherwise noted.
- 5: QUOTATION TERM:** All quotations, unless otherwise noted, are good for 60 days from quotation date.
- 6: SUPPORT:** Annual software support contracts are required for all customers and will automatically be renewed each year throughout the duration of the client's use of all Genesis software. Failure to maintain support contract will result in \$190/hour charges for all support. Genesis reserves the right to charge any additional fees necessary for support if customer is not able to supply and maintain a high speed connection for Genesis to support the installation.
- 7: TRAVEL:** (1) For any on site work (installation, training, etc.), the customer is responsible for the following expenses: travel, lodging, meals, transfers, and transportation. (2) **If travel is needed prior to at least a 14 day advance for airfare, an additional \$1500 will be added to travel cost.**
- 8: HARDWARE:** Customer to provide correct and adequate rack types, rack space, furniture for desk type PCs, electrical power, UPS power, air conditioning, network connections and miscellaneous cables and hubs.
- 9: WAIT TIME:** If, due to network connections not being ready, hardware issues, or any other reason that is out of Genesis's control, we are required to wait on site until these issues are resolved before completing our installation, setup or training or any other task that has been set out, Genesis reserves the right to charge a day rate plus additional travel costs that might be incurred.
- 10: ORDER REQUIREMENT:** System IDs are required for all software orders to be valid.
- 11: CUSTOM WORK:** This quotation does not include custom programming unless otherwise explicitly noted.
  - a. Custom Reports- GenSZAI GenWatch3 NetVista, Trio and GenWatch3 include a large selection of core reports that Genesis has designed to work with the GenSZAI, Trio and GenWatch3 databases and Microsoft Office. Pricing of custom reports greatly depends on the complexity, output format, etc. If other Genesis customers can use a requested report, there is a greatly reduced price for this.
  - b. GenWatch3 NetVista includes up to 3 custom reports. The customer is permitted to have Genesis design up to three custom reports of Level1 complexity, two Level2 complexity reports, or one Level3 complexity report.
  - c. -----Custom Reports Level Definitions-----
  - e. Level1 Reports- Custom Reports that take less than one hour to create and test.
  - f. Level2 Reports- Custom Reports that take less than one day to create and test.
  - g. Level3 Reports- Custom Reports that take apx. three days to create and test.
  - h. Genesis reserves the right to determine the level of custom reports being requested.
- 12: ESTIMATED CHARGES:** Items that have been estimated for quotation purposes may differ from actual prices. Genesis reserves the right to bill client for additional charges incurred for those line items.
- 13: TAX & DUTIES:** This quotation does not include any applicable taxes and import duties that must be paid directly by the customer.

Customer Signature \_\_\_\_\_

Date \_\_\_\_\_

Contact eMail, Phone and/or Address \_\_\_\_\_

Customer P.O. # \_\_\_\_\_

**\*\*I hereby agree to the above stated prices, terms and conditions set forth by The Genesis Group.\*\***

**Please FAX ALL pages back to The Genesis Group to indicate your acceptance.  
We will then contact you regarding payment terms and desired date for shipping and installation.**

# This is a PDF of our Maintenance & Total Support Commitment

Double click on the PDF Icon below to view the entire document



Acrobat Document

## Support



### Genesis Standard Maintenance and Total Support for Domestic & International Customers (April 2008 updates)

**Superior Support**  
The Genesis Group prides itself on maintaining a high level of product quality and personal support services on which our customers can rely. Our support staff is committed to providing timely problem resolution. Support is a two-way effort. We require that our customers maintain a current, fully paid Maintenance and Support contract that is renewable on an annual basis. We also require that our customers actively participate in the support of their Genesis investment by following Genesis' recommended maintenance procedures on databases and hardware. We also ask that our customers watch for signs of erratic operation and report those incidents to Genesis rather than waiting until a catastrophe occurs.



Support issues come in two phases: (1) the Entry Level Tier and then the (2) Problem Severity Level.

We define the Entry Level Tier of support issues in the following way:

- § TIER 1= accepting the initial support inquiries by phone or electronic means, and initial problem or service request characterization steps including collecting general data about the problem such as System ID and serial number, customer contact information, and a description of the problem. Limited product technical information is required by a staff member taking a Tier 1 call. This is basic call center level support.
- § TIER 2= the initial problem characterization and resolution attempt by a technical staff resource trained on the product, its use and configuration, and routine troubleshooting techniques. This tier attempts to determine if the problem is generated by the Genesis software, the machine running the software or the trunk system feeding the information to the previous elements. Access to a knowledge database and/or significant experience on the product is typically utilized by the technical resource to resolve most problems that come up. Laboratory simulation of problems and internal escalations within the technical staff and internal support engineering staff members will be deployed as needed in this level of support.
- § TIER 3= a level of support that may require additional effort to duplicate a customer problem using specialized lab equipment and/or additional higher skilled technical assistance being applied to resolve the problem. Advanced troubleshooting techniques, product design tools, and specialized engineering level product expertise is brought in as needed to understand and resolve a problem.
- § TIER 4= support requiring developmental assistance, often including either product hardware/software redesign generally using the highest level of engineering talent available. This level of support engagement typically results in new product releases, component changes, or

The Genesis Group, 601 Shady Dr., Suite 101, York, PA 17404, USA Tel: 717-331-7500, Fax: 717-331-7501, Email: sales@genesis.com



## QUOTATION

The Genesis Group  
Burks GenCore Co, Inc.  
GenCore International, Ltd.  
GenCore Candeo, Ltd.

### SAMPLE HARDWARE SCENARIOS

For: <b>0</b>	Attn.: <b>Andy Stadler</b>
Quotation Date: <b>12/11/2012</b>	Via: <b>Email</b>
Valid Until: <b>2/9/2013</b>	
Quote #:	

#### Suggested Hardware for this Quotation

---

##### **GW3 with short archiving (60 days), no networked clients, light to medium reporting:**

P4 Dual Core >2.8Ghz;  
80GHD;  
2GRAM;  
  
nVidia Quadro NVS 285 128M PCI-E  
(while we are certifying the use of only one monitor, this card will handle two monitors);  
1 native COM Port (for RIMII);  
Basic Sound card & Speakers  
CD / DVD R/W  
NIC for remote support via pcAnywhere  
Keyboard & Mouse;  
56k Modem (for emergency slow support)  
Large monitor with ~ 1280x1024 resolution;  
UPS  
Software: XP Pro, pcAnywhere, MS Office Basic, MS SQL  
for Workgroups

---

##### **GW3 with one year archiving and up to 5 networked clients:**

P4 Dual Core >3.0Ghz;  
160GHD; SATA; 10-15k RPM  
4GRAM;  
  
nVidia Quadro NVS 285 128M PCI-E  
(while we are certifying the use of only one monitor, this card will handle two monitors);  
1 native COM Port (for RIMII);  
1 native COM Port (for RIMII);  
Basic Sound card & Speakers  
CD/DVDRW  
NIC for remote support via pcAnywhere  
Keyboard & Mouse;  
56k Modem (for emergency slow support)  
Large monitor with ~ 1280x1024 resolution;  
UPS  
Software: XP Pro, pcAnywhere, MS Office 2007, SQL  
2005 for Workgroups (minimum)\*\*

**NOTES:** If archiving and reporting on more than 1 year of data, it is suggested that a separate machine or SAN be used to house the SQL database.

\*\* - SQL for Workgroups has a maximum connection limit of 5. If more than 4 clients are connected, SQL Standard is required.

## Instructions for Sales

TAB	INSTRUCTION	COMMENT
1 SUMMARY	Put Customer Name on SUMMARY Page	This will then carry to all pages
2 SUMMARY	Put Quote Date & Valid Till Date, Name & Quote # on SUMMARY Page	This will then carry to all pages
3 SUMMARY	X' the most accurate Summary of this Quote on the SUMMARY Tab	
4 SUMMARY	Add any summary notes for the client on the SUMMARY Page	
5 QUOTE	Fill in Quantities of desired modules on QUOTE Tab.	Math will automatically be done for you
6 QUOTE	Apply any PROGRAM DISCOUNTS that apply (dealer, package, etc.) Make sure you have approval and indicate that approval in the description cell.	Math will automatically be done for you
7 QUOTE	RCM and General License Fee is automatically Applied & calculated	Math will automatically be done for you
8 QUOTE	If Installation & Training is being supplied, please do good description of statement of work (SOW) in the description field and enter total amounts.	Math is NOT done on these two fields!
9 QUOTE	GW3 CUSTOMER TOTAL will carry forward to the SUMMARY Page	
10 SAMPLE HW	Select the best machine on the SAMPLE HW tab for this quotation.	
11	PRINTING formatting is already set up for all pages.	You're welcome

**Date**

1/6/2009

7/21/2009

6/25/2010

## Change

This tab is new

Licensing incorrectly included EzSaveWin. Fixed

Added in GW3-HW-DELL-B for \$3,500

Fixed pricing issues in Archiving & reports upgrades

Updated GenSZAI Tab from Kelley's Workbook.

Updated MTS percentage from 9.5% to 13%

Updated Hardware pricing and specs for the GW3 HOST and CLIENT bundles to reflect Dell's current pricing. Based it on OptiPlex 760.

Updated T&C

Updated all product descriptions

Updated and verified formulas

Added new products (UEM, HPD, XTL2500 Radio)

Updated Summary pages

MTS percenage to 10.5%

## By

PEB

PEB

KMC