

Proposal Pricing Pages

**Public Safety/Law Enforcement Video Products, Services and Solutions
Attachment D - Pricing Template**

CATEGORY DISCOUNTS

1. BASELINE PRICING

Identify Baseline/List pricing Utilized

Neology INC
ALPR Price List - as of June 2021

2. CATEGORY DISCOUNT

In space provided below, list the discount percentage you will be bidding for each category of products.

If offering a range of discount, i.e., 10 - 80%, only the lowest discount will be evaluated.

CATEGORY:	DISCOUNT
CATEGORY 1 - BODY WORN VIDEO AND RECORDING	Category not offered
CATEGORY 2 - VEHICLE MOUNTED VIDEO AND RECORDING	Category not offered
CATEGORY 3 - AUTOMATED LICENSE PLATE READERS AND RECORDING	20% off List Price
CATEGORY 4 - INTERVIEW ROOM VIDEO AND RECORDING	Category not offered
CATEGORY 5 - VIDEO STORAGE, SECURITY, SOFTWARE, AND PERIPHERALS	Category not offered

3. VOLUME DISCOUNTS

CATEGORY:	Volume	DISCOUNT
	List Price volume	
Level 1 Volume Order	\$1 to \$400,000.00	20% off List Price (standard category discount)
Level 2 Volume Order	\$400,001 to \$625,000	27.50% off List Price
Level 3 Volume Order	\$625,001 to \$950,000	35% off List Price
Level 4 Volume Order	\$950,001+	38% off List Price

4. ADDITIONAL DISCOUNTS OFFERED

CATEGORY:		DISCOUNT
Upfront BOSS4 Software License Order discounts		
3 years license payable upfront	3 year	25% off List Price
5 years license payable upfront	5 year	29% off List Price

Public Safety/Law Enforcement Video Products, Services and Solutions
Attachment D Category 3 - Pricing Workbook

Category 3 - Automated License Plate Readers and Recording Devices

Respondent Name:

Neology Inc.

In the space provided below, please list your product offerings for this category. Prices will be held for the initial term of the contract.

All equipment required to make unit operational must be included below. If additional cost to base equipment please describe.

Pricing must be discounted per the baseline price and discounts

All pricing is for quantity of one (1)

Base Equipment

Item	Mfg. PN	Item Description	List Price	Discount	Final Price
Example	FC481-9750-100	P497 Integrated ALPR Camera - 810nm	\$5,750.00	0%	\$ 5,750.00
	FA450-0140-000	Power Supply for ALPR Camera	\$83.30	0%	\$ 83.30
	HW52X0020	Urban Pole Mounting Bracket	\$245.92	0%	\$ 245.92
	75-0302-5363-9	UNIVERSAL FIXED CAM CABLE (per foot price - assuming minimum 5ft length)	\$3.00	0%	\$ 3.00

Options/Upgrades

FIXED ALPR

Neology Fixed ALPR Camera (P497 series)

Spec Item	Mfg. SKU	Item Description	List Price	Discount	Final Price
	FC481-9750-100	P497 Integrated ALPR Camera - 810nm	\$5,750.00	0%	\$ 5,750.00
	FC475-9750-100	P497 Integrated ALPR Camera - 750nm	\$5,750.00	0%	\$ 5,750.00

Neology Multi Lane ALPR Camera (IRIS P525 series)

Spec Item	Mfg. SKU	Item Description	List Price	Discount	Final Price
	FC5742550110	P500 2.5K sensor 740nm Wifi & GPS	\$9,495.00	0%	\$ 9,495.00
	FC5812550110	P500 2.5K sensor 810nm Wifi & GPS	\$9,495.00	0%	\$ 9,495.00
	FC5852550110	P500 2.5K sensor 850nm Wifi & GPS	\$9,495.00	0%	\$ 9,495.00
	FC5942550110	P500 2.5K sensor 940nm Wifi & GPS	\$9,495.00	0%	\$ 9,495.00
	FC4G_MODEM	P500 4G Modem optional add	\$445.00	0%	\$ 445.00

Neology Fixed ALPR Accessories

Spec Item	Mfg. SKU	Item Description	List Price	Discount	Final Price	
	HW52X0011	Pole Mounting Bracket with Pole Strap	\$403.00	0%	\$	403.00
	FA432-0000-000	Interface Adapter Box (IAB)	\$381.18	0%	\$	381.18
	HC350244L010	P52X Cables- 10m Ethernet cable & 10m Power & Serial Cable	\$413.70	0%	\$	413.70
	HC350244L015	P52X Cables- 15m Ethernet cable & 15m Power & Serial Cable	\$529.01	0%	\$	529.01
	HC350244L020	P52X Cables- 20m Ethernet cable & 20m Power & Serial Cable	\$622.57	0%	\$	622.57
	HC350244L025	P52X Cables- 25m Ethernet cable & 25m Power & Serial Cable	\$742.80	0%	\$	742.80
	HC350244L030	P52X Cables- 30m Ethernet cable & 30m Power & Serial Cable	\$861.59	0%	\$	861.59
	HC350244L040	P52X Cables- 40m Ethernet cable & 40m Power & Serial Cable	\$1,142.11	0%	\$	1,142.11
	HC350244L050	P52X Cables- 50m Ethernet cable & 50m Power & Serial Cable	\$1,422.63	0%	\$	1,422.63
	HC350242L002	P500 Single Ethernet -2.5m	\$193.72	0%	\$	193.72
	HC350242L010	P500 Single Ethernet -10m	\$231.24	0%	\$	231.24
	HC350242L015	P500 Single Ethernet -15m	\$264.51	0%	\$	264.51
	HC350242L020	P500 Single Ethernet -20m	\$311.29	0%	\$	311.29
	HC350242L040	P500 Single Ethernet -40m	\$571.06	0%	\$	571.06
	HC350242L050	P500 Single Ethernet -50m	\$711.32	0%	\$	711.32
	78-8800-0478-9	UL Listed 48V Power Supply Camera Interface Module 48V	\$750.00	0%	\$	750.00
	FA4401400000	48v CIM Neology wo/cable	\$660.00	0%	\$	660.00
	75-0302-5460-3	TBOX 1-48V 1 P500	\$1,000.00	0%	\$	1,000.00
	75-0302-5461-1	TBOX 2-48V 2 P500	\$1,450.00	0%	\$	1,450.00
	75-0302-5462-9	TBOX 3-48V 3 P500	\$2,000.00	0%	\$	2,000.00
	FA3100100000	Tbox Neology I-Bracket Mount	\$80.00	0%	\$	80.00

MOBILE ALPR

Neology Mobile ALPR Camera SX4e_P720 Systems

Spec Item	Mfg. SKU	Item Description	Camera Type			List Price	Discount	Final Price	
			Traffic	Parking	Cable				
	MS2811100005	Mobile ALPR Two Camera SX4e_P720 Systems	0	2	EL 5m	\$11,250	0%	\$	11,250.00
	MS2813100005	Mobile ALPR Two Camera SX4e_P720 Systems	1	1	EL 5m	\$11,250	0%	\$	11,250.00
	MS2813300005	Mobile ALPR Two Camera SX4e_P720 Systems	2	0	EL 5m	\$11,250	0%	\$	11,250.00
	MS3811110005	Mobile ALPR Three Camera SX4e_P720 Systems	0	3	EL 5m	\$14,350	0%	\$	14,350.00
	MS3813110005	Mobile ALPR Three Camera SX4e_P720 Systems	1	2	EL 5m	\$14,350	0%	\$	14,350.00
	MS3813310005	Mobile ALPR Three Camera SX4e_P720 Systems	2	1	EL 5m	\$14,350	0%	\$	14,350.00
	MS3813330005	Mobile ALPR Three Camera SX4e_P720 Systems	3	0	EL 5m	\$14,350	0%	\$	14,350.00
	MS4811111005	Mobile ALPR Four Camera SX4e_P720 Systems	0	4	EL 5m	\$17,450	0%	\$	17,450.00
	MS4813311005	Mobile ALPR Four Camera SX4e_P720 Systems	2	2	EL 5m	\$17,450	0%	\$	17,450.00
	MS4813331005	Mobile ALPR Four Camera SX4e_P720 Systems	3	1	EL 5m	\$17,450	0%	\$	17,450.00
	MS4813333005	Mobile ALPR Four Camera SX4e_P720 Systems	4	0	EL 5m	\$17,450	0%	\$	17,450.00

Neology Mobile System Brackets

75-0302-1778-2	2 CAM LEGEND MOUNTING ASSEMBLY	\$800.00	0%	\$	800.00
75-0302-1774-1	3 CAM LEGEND MOUNTING ASSEMBLY	\$900.00	0%	\$	900.00
75-0302-1776-6	4 CAM LEGEND MOUNTING ASSEMBLY	\$1,000.00	0%	\$	1,000.00
75-0302-1789-9	2 CAM ARJENT MOUNTING ASSEMBLY	\$750.00	0%	\$	750.00
75-0302-1786-5	3 CAM ARJENT MOUNTING ASSEMBLY	\$900.00	0%	\$	900.00
75-0302-1787-3	4 CAM ARJENT MOUNTING ASSEMBLY	\$1,050.00	0%	\$	1,050.00
75-0302-1827-7	2 CAM VALOR MOUNTING ASSEMBLY	\$1,000.00	0%	\$	1,000.00

75-0302-1824-4	3 CAM VALOR MOUNTING ASSEMBLY	\$1,125.00	0%	\$	1,125.00
75-0302-1828-5	4 CAM VALOR MOUNTING ASSEMBLY	\$1,250.00	0%	\$	1,250.00
75-0302-1781-6	2 CAM WHELEN MOUNTING ASSEMBLY	\$700.00	0%	\$	700.00
75-0302-1775-8	3 CAM WHELEN MOUNTING ASSEMBLY	\$800.00	0%	\$	800.00
75-0302-1777-4	4 CAM WHELEN MOUNTING ASSEMBLY	\$900.00	0%	\$	900.00
75-0302-1820-2	2 CAM WHELEN/JUSTICE MOUNTING ASSEMBLY	\$1,550.00	0%	\$	1,550.00
75-0302-1821-0	3 CAM WHELEN/JUSTICE MOUNTING ASSEMBLY	\$1,700.00	0%	\$	1,700.00
75-0302-1822-8	4 CAM WHELEN/JUSTICE MOUNTING ASSEMBLY	\$1,850.00	0%	\$	1,850.00
75-0302-3741-8	2 CAM TOMAR MOUNTING ASSEMBLY	\$1,075.00	0%	\$	1,075.00
75-0302-1810-3	3 CAM TOMAR MOUNTING ASSEMBLY	\$1,200.00	0%	\$	1,200.00
75-0302-3742-6	4 CAM TOMAR MOUNTING ASSEMBLY	\$1,325.00	0%	\$	1,325.00
75-0302-1812-9	2 CAM CODE 3 FOR <13.25" LB ASSEMBLY	\$900.00	0%	\$	900.00
75-0302-1813-7	3 CAM CODE 3 FOR <13.25" LB ASSEMBLY	\$1,100.00	0%	\$	1,100.00
75-0302-1814-5	4 CAM CODE 3 FOR <13.25" LB ASSEMBLY	\$1,300.00	0%	\$	1,300.00
MA3720202002	2 CAM SOUNDOFF NFORCE MOUNTING ASSEMBLY	\$505.00	0%	\$	505.00
MA3720202003	3 CAM SOUNDOFF NFORCE MOUNTING ASSEMBLY	\$758.00	0%	\$	758.00
MA3720202004	4 CAM SOUNDOFF NFORCE MOUNTING ASSEMBLY	\$1,010.00	0%	\$	1,010.00
75-0302-1807-9	2 CAM UNMARKED MOUNTING ASSEMBLY	\$750.00	0%	\$	750.00
75-0302-1808-7	3 CAM UNMARKED SOUNDOFF MOUNTING ASSEMBLY	\$900.00	0%	\$	900.00
75-0302-1809-5	4 CAM UNMARKED SOUNDOFF MOUNTING ASSEMBLY	\$1,050.00	0%	\$	1,050.00
75-0302-1802-0	TRUNK MOUNT	\$475.00	0%	\$	475.00
75-0302-1721-2	AUXILIARY MOUNT (SUPPORTS 1 ADDITIONAL CAM)	\$225.00	0%	\$	225.00
75-0302-1803-8	MAGNET MOUNT FOR SUV (1/CAM)	\$475.00	0%	\$	475.00
75-0302-3785-5	GUTTER MOUNTING ASSEMBLY , TAHOE 2018>	\$550.00	0%	\$	550.00
MA3720003151	GUTTER MOUNTING ASSEMBLY , TAHOE 2019<	\$550.00	0%	\$	550.00
75-0302-1805-3	GUTTER MOUNTING ASSEMBLY, EXPLORER >2018	\$550.00	0%	\$	550.00
MA3720003201	GUTTER MOUNTING ASSEMBLY, EXPLORER <2019	\$550.00	0%	\$	550.00
75-0302-1790-7	P720 ZERO CLEARANCE BRKT	\$175.00	0%	\$	175.00
75-0302-1708-9	P720 OUTRIGGER FOR ZCB (1/CAM)	\$75.00	0%	\$	75.00
75-0302-3564-4	SUV REAR FACING LIGHTBAR MOUNT	\$225.00	0%	\$	225.00

Neology Software Products

BOSS4 Back Office Analytical Software

Spec Item	Mfg. SKU	Item Description	List Price	Discount	Final Price
	SB1400001001	BOSS 4.0 Level 1, 1 Year License	\$1,695.00	0%	\$ 1,695.00
	SB1400002001	BOSS 4.0 Level 2, 1 Year License	\$3,395.00	0%	\$ 3,395.00
	SB1400003001	BOSS 4.0 Level 3, 1 Year License	\$5,095.00	0%	\$ 5,095.00
	SB1400004001	BOSS 4.0 Level 4, 1 Year License	\$6,795.00	0%	\$ 6,795.00
	SB1400005001	BOSS 4.0 Level 5, 1 Year License	\$8,495.00	0%	\$ 8,495.00
	SB1400006001	BOSS 4.0 Level 6, 1 Year License	\$10,195.00	0%	\$ 10,195.00
	75-0302-2162-8	SDK Software (USB Dongle)	\$2,500.00	0%	\$ 2,500.00
	SB1410001001	BOSS Mantis Level 1, 1yr, <300k	\$0.00	0%	\$ -
	SB1410001002	BOSS Mantis Level 2, 1yr, <3.75M	\$5,000.00	0%	\$ 5,000.00
	SB1410001003	BOSS Mantis Level 3, 1yr, <7.5M	\$10,000.00	0%	\$ 10,000.00
	SB1410001004	BOSS Mantis Level 4, 1yr, <25M	\$25,000.00	0%	\$ 25,000.00

Neology Warranty and Maintenance

Neology ALPR hardware and software have a 2 year manufacturer warranty that begins at the date of product shipment included in the price of the system. Additional years of coverage are available in the form of Extended Warranty or Annual Maintenance Packages. Extended Warranties and Maintenance Packages are tied to individual systems using the Neology serial number.

Spec Item	Mfg. SKU	Item Description	List Price	Discount	Final Price
	75-0302-3684-0	Ext Warranty-Sx4e/P720 2Cam(per car)BO 1 YR	\$1,300.00	0%	\$ 1,300.00
	75-0302-3683-2	Ext Warranty-Sx4e/P720 3Cam(per car)BO 1 YR	\$1,400.00	0%	\$ 1,400.00
	75-0302-3682-4	Ext Warranty-Sx4e/P720 4Cam(per car)BO 1 YR	\$1,500.00	0%	\$ 1,500.00
	WM3010001112	Ext. Warranty-Sx4e Processor (per processor) BO 1 YR	\$826.00	0%	\$ 826.00
	WM4010001112	Ext. Warranty-P720 Cam(per cam)BO 1 YR	\$392.00	0%	\$ 392.00
	WF5001000112	Ext. Warranty -IRIS Series P500 BO 1 YR	\$1,950.00	0%	\$ 1,950.00
	75-0302-3830-9	Software Maintenance -PAGIS Annual	\$785.00	0%	\$ 785.00

Neology Services

Spec Item	Mfg. SKU	Item Description	List Price	Discount	Final Price
	75-0302-3692-3	Travel Fee- Day 1	\$1,500.00	0%	\$ 1,500.00
	WN1001001201	Travel Fee- Additional Day/s	\$600.00	0%	\$ 600.00
	75-0302-5459-5	Software Tech Support- Daily Rate	\$1,200.00	0%	\$ 1,200.00
	WF5021000100	Electrical Contracting Services - Daily rate (exc. Travel)	\$1,200.00	0%	\$ 1,200.00
	75-0302-3694-9	Mobile System Installation	\$1,200.00	0%	\$ 1,200.00
	WF5011000100	Fixed Camera Installation - Daily rate (exc. Travel)	\$1,200.00	0%	\$ 1,200.00
	75-0302-3696-4	BOSS Admin Training	\$400.00	0%	\$ 400.00
	75-0302-3697-2	Software Group Training 3HR Session	\$300.00	0%	\$ 300.00
	75-0302-5308-4	Mobile System Commissioning	\$260.00	0%	\$ 260.00
	75-0302-5309-2	Fixed Camera Commissioning	\$260.00	0%	\$ 260.00
	75-0302-3698-0	Customer-site Cert.Training each - Daily Rate	\$1,800.00	0%	\$ 1,800.00
	75-0302-3699-8	Webinar / Neology site Cert. Training each Daily Rate	\$1,200.00	0%	\$ 1,200.00

Neology Subscription Options

This includes subscription fees, software and core ALPR hardware. This excludes brackets, with the exception of zero-clearance bracket which is provided as part of the subscription package.

Spec Item	Mfg. SKU	Item Description	List Price	Discount	Final Price
	LM400-1100-105	4CAM mobile system w/hosted Saas BOSS4 w/ Vehicle Classification. Annual cost for 5 yr commitment. (hardware installation & mounting brackets not included)	\$3,997.00	0%	\$3,997.00
	LM400-1100-103	4CAM mobile system w/hosted Saas BOSS4 w/ Vehicle Classification. Annual cost for 3 yr commitment. (hardware installation & mounting brackets not included)	\$4,522.00	0%	\$4,522.00
	LM300-1100-105	3CAM mobile system w/hosted Saas BOSS4 w/ Vehicle Classification. Annual cost for 5 year commitment. (hardware installation & mounting brackets not included)	\$3,493.00	0%	\$3,493.00

LM300-1100-103	3CAM mobile system w/ hosted Saas BOSS4 w/ Vehicle Classification. Annual cost for 3 year commitment. (hardware installation & mounting brackets not included)	\$4,062.00	0%	\$4,062.00
LM200-1100-105	2CAM mobile system w/hosted Saas BOSS4 w/ Vehicle Classification. Annual cost for 5 year commitment. (hardware installation & mounting brackets not included)	\$2,496.00	0%	\$2,496.00
LM200-1100-103	2CAM mobile system w/hosted Saas BOSS4 w/ Vehicle Classification. Annual cost for 3 yr commitment. (hardware installation & mounting brackets not included)	\$2,988.00	0%	\$2,988.00
LS000-1000-101	SW Only for Agencies selecting Subscription - addition of existing devices to programme	\$1,000.00	0%	\$1,000.00
LM201-1100-101	2CAM mobile system maintenance & data hosting in Neology Saas BOSS4 w/ Vehicle Classification. Annual cost after 5 year commitment. BO	\$1,500.00	0%	\$1,500.00
LM301-1100-101	3CAM mobile system maintenance & data hosting in Neology Saas BOSS4 w/ Vehicle Classification. Annual cost after 5 year commitment. BO	\$2,250.00	0%	\$2,250.00
LM401-1100-101	4CAM mobile system maintenance & data hosting in Neology Saas BOSS4 w/ Vehicle Classification. Annual cost after 5 year commitment. BO	\$2,750.00	0%	\$2,750.00
LF100-1100-105	Subscription 5 Year FC – Single Lane (<75mph), Hosted w/MANTIS & BOSS4	\$2,496.00	0%	\$2,496.00
LF200-1100-105	Subscription 5 Year FC – Multi Lane (<135mph), Hosted w/MANTIS & BOSS4	\$2,997.00	0%	\$2,997.00
LF100-1100-103	Subscription 3 Year FC – Single Lane (<75mph), Hosted w/MANTIS & BOSS4	\$2,947.00	0%	\$2,947.00
LF200-1100-103	Subscription 3 Year FC – Multi Lane (<135mph), Hosted w/MANTIS & BOSS4	\$3,699.00	0%	\$3,699.00

Category 3 - Automated License Plate Readers and Recording Devices

Neology Inc

Quotation to include implementation of 100 units and must include all costs associated for a base unit, startup costs, and base software to start a license plate recognition/recording program. Pricing is to be priced per unit, with a total implementation cost for 100 units. Cost should include the initial purchase, and any monthly or annual fees for data storage.

QTY	Mfg PN	Item Description	List Price		Contract Price	Total Cost Per 100
			Each	Discount		
100	FC481-9750-100	P497 Integrated ALPR Can	5750		35%	3737.5
50	FA450-0140-000	Power Supply for ALPR Ca	83.3		35%	54.145
100	HW52X0020	Urban Pole Mounting Brac	245.92		35%	159.848
1	SB140-0004-001	BOSS 4.0 Level 4, 1 Year Li	6795		35%	4416.75
500	75-0302-5363-9	UNIVERSAL FIXED CAM CA	3		35%	1.95
100	75-0302-5309-2	Fixed Camera Commissior	260		35%	169
Total						414733.8