

| DYNAMIC MESSAGE SIGNS (DMS) |  |     |     | Skyline Products, Inc. |                 | Swarco McCain Inc. |                 |
|-----------------------------|--|-----|-----|------------------------|-----------------|--------------------|-----------------|
| LINE #                      | DESCRIPTION  | QTY | UOM | UNIT PRICE             | EXTENDED PRICE  | UNIT PRICE         | EXTENDED PRICE  |
| 1                           | DMS SIGN 89 X 347 PIXEL FULL MATRIX LED 3 LINE 17 CHAR | 20  | EA  | \$ 71,885.00           | \$ 1,437,700.00 | \$ 63,748.00       | \$ 1,274,960.00 |
| 2                           | DMS SIGN 89 X 245 PIXEL FULL MATRIX LED 3 LINE 12 CHAR | 30  | EA  | \$ 59,885.00           | \$ 1,796,550.00 | \$ 51,771.00       | \$ 1,553,130.00 |
| 3                           | TRAINING OPTIONAL                                      | 10  | DY  | \$ 3,190.00            | \$ 31,900.00    | \$ 250.00          | \$ 2,500.00     |
| 4                           | EXTENDED WARRANTY OPTIONAL                             | 11  | YR  | N/A                    |                 | \$ 5,000.00        | \$ 55,000.00    |
| 5                           | SIGN PAINTING BACK OF SIGN OPTIONAL                    | 100 | EA  | \$ 1,500.00            | \$ 150,000.00   | \$ 500.00          | \$ 50,000.00    |
| 6                           | PARTS/CIRCUIT BOARD CONTROL BOARD                      | 100 | EA  | N/A                    |                 | \$ 400.00          | \$ 40,000.00    |
| 7                           | PARTS/COMM.MODEM                                       | 100 | EA  | N/A                    |                 | \$ 100.00          | \$ 10,000.00    |
| 8                           | PARTS/RELAYS CONTROL RELAY/ALL                         | 100 | EA  | N/A                    |                 | \$ 75.00           | \$ 7,500.00     |
| 9                           | PARTS/PIXIL OR PIXIL MODULE, MODULE GROUP, OR BOARD    | 100 | EA  | \$ 735.00              | \$ 73,500.00    | \$ 100.00          | \$ 10,000.00    |
| 10                          | PARTS/PRESSURE FAN FORCED AIR BLOWING DEVICE           | 100 | EA  | \$ 425.00              | \$ 42,500.00    | \$ 80.00           | \$ 8,000.00     |
| TOTAL:                      |  |     |     |                        | \$ 3,532,150.00 |                    | \$ 3,011,090.00 |
| PAYMENT TERMS:              |  |     |     | 0%, 0 DAYS             |                 | 2%, 20 Days        |                 |
| DELIVERY DAYS ARO:          |  |     |     | 150 DAYS               |                 | 90 Days            |                 |

COMMENTS:

Skyline's sign face will be a masked aluminum face with holes for the pixel apertures. The pixels will be further back from the face, protecting them from the sun without the use of external sun shades. 89x347 and 89x245 pixel matrixes are not obtainable with Skyline's 20mm RGB pixel pitch display boards. Instead Skyline will provide pixel matrixes of 96x352 and 96x256 respectively for the two sign types. These DMS will have skyline model numbers of VMSLED-WV-20F-96x352-30C-I+-ISC and VMSLED-WV-20F-96x256-30C-I+-ISC respectively. For 20mm pixel pitch DMS, Skyline only provides an 1/8" thick polycarbonate glazing. This is to ensure the LED display boards are not too pushed back from the sign face giving the best LED appearance possible. Skyline is providing vertical zee bars for mounting that are adjustable from 0° to 10° to adjust the tilt angle of our DMS to best match the roadway. Because of this adjustability of our tilting angle, the walk-way will be level at 0° only. Skyline has hundreds of walk-in DMS with this design in the field with zero issues with the walkway being tilted to the same angle of the sign. Skyline's controller uses a full temp range (-40°F - +165°F), sunlight readable VFD display. This enables superior legibility to that of a color LCD display in many different weather conditions including extreme cold. It provides access to the message libraries which contain the message MULTI, along with the MULTI of the message displayed on the DMS. Full color message management and DMS control are best performed from a laptop or central computer, giving the user much more control. This is why Skyline has included Skyline's EnvoyDMS software. EnvoyDMS provides the user with full WYSIWYG capabilities as well as many VMS monitoring and management capabilities including but not limited to message library creation and management, font library creation and management, graphic library creation and management, and message scheduling. NDOT has Skyline Controllers with this VFD display currently

Each LED is a 3 in 1 (RGB) SMD design. From Datasheet: Dominant Wavelength: Red (619-624mm)Green (520-540mm) Blue (460-480mm)  
LED display module and driver electronics are integrated into one board.  
LED driver is built into LED display module. With our lens technology, our signs do not require the need for any sheeting.