

Original



**State of Nebraska
State Purchasing Bureau
Request for Proposal
Network Management Control
System
Cost Proposal**

Solicitation # RFP 5820 Z1

May 31, 2018 (2PM CT)

Submitted by:
DataPath, Inc.
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Submitted to:
**State of Nebraska State Purchasing
Bureau
Dept. of Admin. Services
Materiel Division
Attention: Nancy Storant/Dianna Gilliland
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Proprietary Data

This proposal includes data that shall not be disclosed outside the Government and shall not be duplicated, used, or disclosed in whole or in part for any purpose other than to evaluate this proposal. If, however, a contract is awarded to DataPath as a result of or in connection with the submission of this data, the State of Nebraska shall have the right to duplicate, use, or disclose the data to the extent needed in the resulting contract. This restriction does not limit the State of Nebraska's right to use information contained in this data if it is obtained from another source without restriction. The data subject to the restriction are contained in all sheets of this proposal.

Non-Export Controlled

ATTACHMENT TWO

Cost Proposal
RFP 5820 Z1
Network Management Control System

Firm Name: DataPath, Inc.

Description	Initial Contract Period - Year One	Initial Contract Period - Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Transmissions and Remote Transmissions V.F.1.0					
Installation	\$4,408				
Integration	\$4,950				
Serial Interface	Reuse existing				
Ethernet Interface	Reuse existing				
Parallel Interface	Reuse existing				
Analog Interface	Reuse existing				
All Hardware needed to fulfill requirements	Provided by NET				
All Software needed to fulfill requirements	\$38,850				
Communications with Remote Devices	Reuse existing				
Execution of Simultaneous Instructions	Standard Feature				
Scheduled Events and External Triggers	Standard Feature				
Integration with Third Party Systems	TBD				
Reporting/Logging	Standard Feature				
Redundancy	\$0 Cold Standby on VM				
Interoperability	Standard Feature				
User Access	Standard Feature				
Upgrades	Standard Feature				
Automated Workflows	Standard Feature				
Alarm Correlation	Standard Feature				
Tally Systems	Standard Feature				

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Security	Standard Feature				
Monitoring by Exception	Standard Feature				
Notifications	Standard Feature				
Extended Warranty (if applicable)	See Maintenance				
Driver Development	See Section 2				
Layout Development	Included in Integration				
Expandability	Standard Feature				
Tiered Technical Support Please list each Tier	See Software Maintenance Plans				
Maintenance and Support (if applicable)	\$7,358	\$7,358	\$7,358	\$7,358	\$7,358

Optional Costs:

Description	Initial Contract Period - Year One	Initial Contract Period - Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Transmissions and Remote Transmissions V.F.1.0					
Cost for all optional items that are not included in the base price.	N/A				
Cost of any additional items needed to increase capability of system. Please list items.	N/A				
Hourly Rate for Technical Support: (please list all job titles and the hourly rates associated with that title)	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Driver Development: (please list all job titles and the hourly rates associated with that title)	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Layout Development: (please list all job titles and the hourly rates associated with that title)	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Installation	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Integration	\$165	\$170	\$175	\$180	\$186
Remote Training Per Person including all associated expenses.(at DataPath, NET responsible for attendees expenses)	\$1,950 per person for Datapath for standard class, \$6,500 for customized training for up to eight students for a week	Same as Year 1	Same as Year 1	Same as Year 1	Same as Year 1
On-Site Training Per Person including all associated expenses.(at NET)	\$8,500/week up to 8 students	Same as Year 1	Same as Year 1	Same as Year 1	Same as Year 1

Optional Renewal COSTS

Description	First Optional Renewal Period	Second Optional Renewal Period	Third Optional Renewal Period	Fourth Optional Renewal Period	Fifth Optional Renewal Period
Transmissions and Remote Transmissions V.F.1.0					
Maintenance and Support					
Cost for all optional items that are not included in the base price.	N/A				
Cost of any additional items needed to increase capability of system. Please list items.	N/A				
Hourly Rate for Technical Support; (please list all job titles and the hourly rates associated with that title)	\$191	\$197	\$203	\$209	\$215
Hourly Rate for Driver Development; (please list all job titles and the hourly rates associated with that title)	\$191	\$197	\$203	\$209	\$215
Hourly Rate for Layout Development; (please list all job titles and the hourly rates associated with that title)	\$191	\$197	\$203	\$209	\$215
Hourly Rate for Installation	\$191	\$197	\$203	\$209	\$215
Hourly Rate for Integration	\$191	\$197	\$203	\$209	\$215
Remote Training Per Person including all associated expenses.	\$2,250 per person for Datapath for standard class, \$7,000 for customized training for up to eight students for a week	Same as Year 6	Same as Year 6	Same as Year 6	Same as Year 6
On-Site Training Per Person including all associated expenses.	\$9,000/week up to 8 students	Same as Year 6	Same as Year 6	Same as Year 6	Same as Year 6

ATTACHMENT TWO
Cost Proposal
RFP 5820 Z1
Network Management Control System

Description	Initial Contract Period - Year One	Initial Contract Period - Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Remote Transmission Site KUON V.F.1.1					
Installation	\$5,710				
Integration	\$6,277				
Serial Interface	Reuse existing				
Ethernet Interface	Reuse existing				
Parallel Interface	Reuse existing				
Analog Interface	Reuse existing				
All Hardware	Reuse existing				
All Software	\$15,750	\$3,150	\$3,150	\$3,150	\$3,150
Communications with Remote Devices	Reuse existing				
Execution of Simultaneous Instructions	Standard Feature				
Scheduled Events and External Triggers	Standard Feature				
Integration with Third Party Systems	Standard Feature				
Reporting/Logging	Standard Feature				
Redundancy	From NOC				
Interoperability	Standard Feature				
User Access	Standard Feature				
Upgrades	Standard Feature				
Automated Workflows	Standard Feature				
Alarm Correlation	Standard Feature				
Tally Systems	Standard Feature				
Security	Standard Feature				
Monitoring by Exception	Standard Feature				
Notifications	Standard Feature				
Driver Development	See Section 2				

Layout Development	Included in Integration				
Equipment required but not included	None for Phase I				
Expandability	Standard Feature				
Tiered Technical Support	See Software Maintenance Plans				

Optional Costs:

Description	Initial Contract Period - Year One	Initial Contract Period Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Remote Transmission Site KUON V.F.1.1					
Hourly Rate for Technical Support	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Driver Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Layout Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Installation	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Integration	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Remote Training	\$165	\$170	\$175	\$180	\$186
Hourly Rate for On-Site Training (Excludes expenses)	\$165	\$170	\$175	\$180	\$186

Optional Renewal COSTS

Description	First Optional Renewal Period	Second Optional Renewal Period	Third Optional Renewal Period	Fourth Optional Renewal Period	Fifth Optional Renewal Period
Remote Transmission Site KUON V.F.1.1					
Maintenance and Support	\$3,245	\$3,342	\$3,442	\$3,545	\$3,652
Extended Warranty	See Maintenance cost				
Hourly Rate for Technical Support	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Driver Development	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Layout Development	\$165	\$191	\$197	\$203	\$209

ATTACHMENT TWO
Cost Proposal
RFP 5820 Z1
Network Management Control System

Description	Initial Contract Period - Year One	Initial Contract Period - Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Remote Transmission Site KHNE V.F.1.2					
Installation	\$8,715				
Integration	\$6,977				
Serial Interface	Reuse existing				
Ethernet Interface	Reuse existing				
Parallel Interface	Reuse existing				
Analog Interface	Reuse existing				
All Hardware	Reuse existing				
All Software	\$17,138	\$3,428	\$3,428	\$3,428	\$3,428
Communications with Remote Devices	Reuse existing				
Execution of Simultaneous Instructions	Standard Feature				
Scheduled Events and External Triggers	Standard Feature				
Integration with Third Party Systems	Standard Feature				
Reporting/Logging	Standard Feature				
Redundancy	From NOC				
Interoperability	Standard Feature				
User Access	Standard Feature				
Upgrades	Standard Feature				
Automated Workflows	Standard Feature				
Alarm Correlation	Standard Feature				
Tally Systems	Standard Feature				
Security	Standard Feature				
Monitoring by Exception	Standard Feature				
Notifications	Standard Feature				
Driver Development	See Section 2				

Layout Development	Included in Integration				
Equipment required but not included	None for Phase I				
Expandability	Standard Feature				
Tiered Technical Support	See Software Maintenance Plans				

Optional Costs:

Description	Initial Contract Period - Year One	Initial Contract Period Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Remote Transmission Site KHNE V.F.1.2					
Hourly Rate for Technical Support	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Driver Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Layout Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Installation	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Integration	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Remote Training	\$165	\$170	\$175	\$180	\$186
Hourly Rate for On-Site Training (Excludes expenses)	\$165	\$170	\$175	\$180	\$186

Optional Renewal COSTS

Description	First Optional Renewal Period	Second Optional Renewal Period	Third Optional Renewal Period	Fourth Optional Renewal Period	Fifth Optional Renewal Period
Remote Transmission Site KHNE V.F.1.2					
Maintenance and Support	\$3,530	\$3,636	\$3,745	\$3,858	\$3,973
Extended Warranty	See Maintenance cost				
Hourly Rate for Technical Support	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Driver Development	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Layout Development	\$165	\$191	\$197	\$203	\$209

ATTACHMENT TWO
 Cost Proposal
 RFP 5820 Z1
Network Management Control System

Description	Initial Contract Period - Year One	Initial Contract Period - Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Remote Transmission Site KLNE V.F.1.3					
Installation	\$8,896				
Integration	\$7,013				
Serial Interface	Reuse existing				
Ethernet Interface	Reuse existing				
Parallel Interface	Reuse existing				
Analog Interface	Reuse existing				
All Hardware	Reuse existing				
All Software	\$18,525	\$3,705	\$3,705	\$3,705	\$3,705
Communications with Remote Devices	Reuse existing				
Execution of Simultaneous Instructions	Standard Feature				
Scheduled Events and External Triggers	Standard Feature				
Integration with Third Party Systems	Standard Feature				
Reporting/Logging	Standard Feature				
Redundancy	From NoC				
Interoperability	Standard Feature				
User Access	Standard Feature				
Upgrades	Standard Feature				
Automated Workflows	Standard Feature				
Alarm Correlation	Standard Feature				
Tally Systems	Standard Feature				
Security	Standard Feature				
Monitoring by Exception	Standard Feature				
Notifications	Standard Feature				
Driver Development	See Section 2				

Layout Development	Included in Integration				
Equipment required but not included	None for Phase I				
Expandability	Standard Feature				
Tiered Technical Support	See Software Maintenance Plans				

Optional Costs:

Description	Initial Contract Period - Year One	Initial Contract Period Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Remote Transmission Site KLNE V.F.1.3					
Hourly Rate for Technical Support	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Driver Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Layout Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Installation	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Integration	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Remote Training	\$165	\$170	\$175	\$180	\$186
Hourly Rate for On-Site Training (Excludes expenses)	\$165	\$170	\$175	\$180	\$186

Optional Renewal COSTS

Description	First Optional Renewal Period	Second Optional Renewal Period	Third Optional Renewal Period	Fourth Optional Renewal Period	Fifth Optional Renewal Period
Remote Transmission Site KLNE V.F.1.3					
Maintenance and Support	\$3,816	\$3,931	\$4,049	\$4,170	\$4,295
Extended Warranty	See Maintenance cost				
Hourly Rate for Technical Support	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Driver Development	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Layout Development	\$165	\$191	\$197	\$203	\$209

ATTACHMENT TWO
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Network Management Control System

Description	Initial Contract Period - Year One	Initial Contract Period - Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Remote Transmission Site KMNE V.F.1.4					
Installation	\$8,054				
Integration	\$6,829				
Serial Interface	Reuse existing				
Ethernet Interface	Reuse existing				
Parallel Interface	Reuse existing				
Analog Interface	Reuse existing				
All Hardware	Reuse existing				
All Software	\$17,138	\$3,428	\$3,428	\$3,428	\$3,428
Communications with Remote Devices	Reuse existing				
Execution of Simultaneous Instructions	Standard Feature				
Scheduled Events and External Triggers	Standard Feature				
Integration with Third Party Systems	Standard Feature				
Reporting/Logging	Standard Feature				
Redundancy	From NoC				
Interoperability	Standard Feature				
User Access	Standard Feature				
Upgrades	Standard Feature				
Automated Workflows	Standard Feature				
Alarm Correlation	Standard Feature				
Tally Systems	Standard Feature				
Security	Standard Feature				
Monitoring by Exception	Standard Feature				
Notifications	Standard Feature				

Driver Development	See Section 2				
Layout Development	Included in Integration				
Equipment required but not included	None for Phase I				
Expandability	Standard Feature				
Tiered Technical Support	See Software Maintenance Plans				

Optional Costs:

Description	Initial Contract Period - Year One	Initial Contract Period Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Remote Transmission Site KMNE V.F.1.4					
Hourly Rate for Technical Support	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Driver Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Layout Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Installation	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Integration	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Remote Training	\$165	\$170	\$175	\$180	\$186
Hourly Rate for On-Site Training (Excludes expenses)	\$165	\$170	\$175	\$180	\$186

Optional Renewal COSTS

Description	First Optional Renewal Period	Second Optional Renewal Period	Third Optional Renewal Period	Fourth Optional Renewal Period	Fifth Optional Renewal Period
Remote Transmission Site KMNE V.F.1.4					
Maintenance and Support	\$3,530	\$3,636	\$3,745	\$3,858	\$3,973
Extended Warranty	See Maintenance cost				
Hourly Rate for Technical Support	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Driver Development	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Layout Development	\$165	\$191	\$197	\$203	\$209

ATTACHMENT TWO
 Cost Proposal
 RFP 5820 Z1
Network Management Control System

Description	Initial Contract Period - Year One	Initial Contract Period - Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Remote Transmission Site KPNE V.F.1.5					
Installation	\$8,355				
Integration	\$6,903				
Serial Interface	Reuse existing				
Ethernet Interface	Reuse existing				
Parallel Interface	Reuse existing				
Analog Interface	Reuse existing				
All Hardware	Reuse existing				
All Software	\$17,138	\$3,428	\$3,428	\$3,428	\$3,428
Communications with Remote Devices	Reuse existing				
Execution of Simultaneous Instructions	Standard Feature				
Scheduled Events and External Triggers	Standard Feature				
Integration with Third Party Systems	Standard Feature				
Reporting/Logging	Standard Feature				
Redundancy	From NoC				
Interoperability	Standard Feature				
User Access	Standard Feature				
Upgrades	Standard Feature				
Automated Workflows	Standard Feature				
Alarm Correlation	Standard Feature				
Tally Systems	Standard Feature				
Security	Standard Feature				

Monitoring by Exception	Standard Feature				
Notifications	Standard Feature				
Driver Development	See Section 2				
Layout Development	Included in Integration				
Equipment required but not included	None for Phase I				
Expandability	Standard Feature				
Tiered Technical Support	See Software Maintenance Plans				

Optional Costs:

Description	Initial Contract Period - Year One	Initial Contract Period Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Remote Transmission Site KPNE V.F.1.5					
Hourly Rate for Technical Support	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Driver Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Layout Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Installation	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Integration	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Remote Training	\$165	\$170	\$175	\$180	\$186
Hourly Rate for On-Site Training (Excludes expenses)	\$165	\$170	\$175	\$180	\$186

Optional Renewal COSTS

Description	First Optional Renewal Period	Second Optional Renewal Period	Third Optional Renewal Period	Fourth Optional Renewal Period	Fifth Optional Renewal Period
Remote Transmission Site KPNE V.F.1.5					
Maintenance and Support	\$3,530	\$3,636	\$3,745	\$3,858	\$3,973
Extended Warranty	See Maintenance cost				
Hourly Rate for Technical Support	\$165	\$191	\$197	\$203	\$209

Hourly Rate for Driver Development	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Layout Development	\$165	\$191	\$197	\$203	\$209

ATTACHMENT TWO
Cost Proposal
RFP 5820 Z1
Network Management Control System

Description	Initial Contract Period - Year One	Initial Contract Period - Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Remote Transmission Site KRNE V.F.1.6					
Installation	\$8,174				
Integration	\$6,866				
Serial Interface	Reuse existing				
Ethernet Interface	Reuse existing				
Parallel Interface	Reuse existing				
Analog Interface	Reuse existing				
All Hardware	Reuse existing				
All Software	\$17,138	\$3,428	\$3,428	\$3,428	\$3,428
Communications with Remote Devices	Reuse existing				
Execution of Simultaneous Instructions	Standard Feature				
Scheduled Events and External Triggers	Standard Feature				
Integration with Third Party Systems	Standard Feature				
Reporting/Logging	Standard Feature				
Redundancy	From NoC				
Interoperability	Standard Feature				
User Access	Standard Feature				
Upgrades	Standard Feature				
Automated Workflows	Standard Feature				
Alarm Correlation	Standard Feature				

Tally Systems	Standard Feature				
Security	Standard Feature				
Monitoring by Exception	Standard Feature				
Notifications	Standard Feature				
Driver Development	See Section 2				
Layout Development	Included in Integration				
Equipment required but not included	None for Phase I				
Expandability	Standard Feature				
Tiered Technical Support	See Software Maintenance Plans				

Optional Costs:

Description	Initial Contract Period - Year One	Initial Contract Period Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Remote Transmission Site KRNE V.F.1.6					
Hourly Rate for Technical Support	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Driver Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Layout Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Installation	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Integration	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Remote Training	\$165	\$170	\$175	\$180	\$186
Hourly Rate for On-Site Training (Excludes expenses)	\$165	\$170	\$175	\$180	\$186

Optional Renewal COSTS

Description	First Optional Renewal Period	Second Optional Renewal Period	Third Optional Renewal Period	Fourth Optional Renewal Period	Fifth Optional Renewal Period
Remote Transmission Site KRNE V.F.1.6					
Maintenance and Support	\$3,530	\$3,636	\$3,745	\$3,858	\$3,973

Extended Warranty	See Maintenance cost				
Hourly Rate for Technical Support	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Driver Development	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Layout Development	\$165	\$191	\$197	\$203	\$209

ATTACHMENT TWO
 Cost Proposal
 RFP 5820 Z1
Network Management Control System

Description	Initial Contract Period - Year One	Initial Contract Period - Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Remote Transmission Site KTNE V.F.1.7					
Installation	\$8,355				
Integration	\$6,903				
Serial Interface	Reuse existing				
Ethernet Interface	Reuse existing				
Parallel Interface	Reuse existing				
Analog Interface	Reuse existing				
All Hardware	Reuse existing				
All Software	\$17,138	\$3,428	\$3,428	\$3,428	\$3,428
Communications with Remote Devices	Reuse existing				
Execution of Simultaneous Instructions	Standard Feature				
Scheduled Events and External Triggers	Standard Feature				
Integration with Third Party Systems	Standard Feature				
Reporting/Logging	Standard Feature				
Redundancy	From NoC				
Interoperability	Standard Feature				
User Access	Standard Feature				

Upgrades	Standard Feature				
Automated Workflows	Standard Feature				
Alarm Correlation	Standard Feature				
Tally Systems	Standard Feature				
Security	Standard Feature				
Monitoring by Exception	Standard Feature				
Notifications	Standard Feature				
Driver Development	See Section 2				
Layout Development	Included in Integration				
Equipment required but not included	None for Phase I				
Expandability	Standard Feature				
Tiered Technical Support	See Software Maintenance Plans				

Optional Costs:

Description	Initial Contract Period - Year One	Initial Contract Period Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Remote Transmission Site KTNE V.F.1.7					
Hourly Rate for Technical Support	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Driver Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Layout Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Installation	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Integration	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Remote Training	\$165	\$170	\$175	\$180	\$186
Hourly Rate for On-Site Training (Excludes expenses)	\$165	\$170	\$175	\$180	\$186

Optional Renewal COSTS

Description	First Optional Renewal Period	Second Optional Renewal Period	Third Optional Renewal Period	Fourth Optional Renewal Period	Fifth Optional Renewal Period
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Remote Transmission Site KTNE V.F.1.7					
Maintenance and Support	\$3,530	\$3,636	\$3,745	\$3,858	\$3,973
Extended Warranty	See Maintenance cost				
Hourly Rate for Technical Support	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Driver Development	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Layout Development	\$165	\$191	\$197	\$203	\$209

ATTACHMENT TWO
Cost Proposal
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Network Management Control System

Description	Initial Contract Period - Year One	Initial Contract Period - Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Remote Transmission Site KXNE V.F.1.8					
Installation	\$8,174				
Integration	\$6,866				
Serial Interface	Reuse existing				
Ethernet Interface	Reuse existing				
Parallel Interface	Reuse existing				
Analog Interface	Reuse existing				
All Hardware	Reuse existing				
All Software	\$17,138	\$3,428	\$3,428	\$3,428	\$3,428
Communications with Remote Devices	Reuse existing				
Execution of Simultaneous Instructions	Standard Feature				
Scheduled Events and External Triggers	Standard Feature				
Integration with Third Party Systems	Standard Feature				
Reporting/Logging	Standard Feature				
Redundancy	From NoC				

Interoperability	Standard Feature				
User Access	Standard Feature				
Upgrades	Standard Feature				
Automated Workflows	Standard Feature				
Alarm Correlation	Standard Feature				
Tally Systems	Standard Feature				
Security	Standard Feature				
Monitoring by Exception	Standard Feature				
Notifications	Standard Feature				
Driver Development	See Section 2				
Layout Development	Included in Integration				
Equipment required but not included	None for Phase I				
Expandability	Standard Feature				
Tiered Technical Support	See Software Maintenance Plans				

Optional Costs:

Description	Initial Contract Period - Year One	Initial Contract Period Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Remote Transmission Site KXNE V.F.1.8					
Hourly Rate for Technical Support	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Driver Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Layout Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Installation	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Integration	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Remote Training	\$165	\$170	\$175	\$180	\$186
Hourly Rate for On-Site Training (Excludes expenses)	\$165	\$170	\$175	\$180	\$186

Optional Renewal COSTS

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Description	First Optional Renewal Period	Second Optional Renewal Period	Third Optional Renewal Period	Fourth Optional Renewal Period	Fifth Optional Renewal Period
Remote Transmission Site KXNE V.F.1.8					
Maintenance and Support	\$3,530	\$3,636	\$3,745	\$3,858	\$3,973
Extended Warranty	See Maintenance cost				
Hourly Rate for Technical Support	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Driver Development	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Layout Development	\$165	\$191	\$197	\$203	\$209

ATTACHMENT TWO
Cost Proposal
RFP 5820 Z1
Network Management Control System

Description	Initial Contract Period - Year One	Initial Contract Period - Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Remote Transmission Site KYNE V.F.1.9					
Installation	\$5,590				
Integration	\$6,313				
Serial Interface	Reuse existing				
Ethernet Interface	Reuse existing				
Parallel Interface	Reuse existing				
Analog Interface	Reuse existing				
All Hardware	Reuse existing				
All Software	\$15,750	\$3,150	\$3,150	\$3,150	\$3,150
Communications with Remote Devices	Reuse existing				
Execution of Simultaneous Instructions	Standard Feature				
Scheduled Events and External Triggers	Standard Feature				
Integration with Third Party Systems	Standard Feature				

Reporting/Logging	Standard Feature				
Redundancy	From NoC				
Interoperability	Standard Feature				
User Access	Standard Feature				
Upgrades	Standard Feature				
Automated Workflows	Standard Feature				
Alarm Correlation	Standard Feature				
Tally Systems	Standard Feature				
Security	Standard Feature				
Monitoring by Exception	Standard Feature				
Notifications	Standard Feature				
Driver Development	See Section 2				
Layout Development	Included in Integration				
Equipment required but not included	None for Phase I				
Expandability	Standard Feature				
Tiered Technical Support	See Software Maintenance Plans				

Optional Costs:

Description	Initial Contract Period - Year One	Initial Contract Period Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Remote Transmission Site KYNE V.F.1.9					
Hourly Rate for Technical Support	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Driver Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Layout Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Installation	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Integration	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Remote Training	\$165	\$170	\$175	\$180	\$186
Hourly Rate for On-Site Training (Excludes expenses)	\$165	\$170	\$175	\$180	\$186

Optional Renewal COSTS

Description	First Optional Renewal Period	Second Optional Renewal Period	Third Optional Renewal Period	Fourth Optional Renewal Period	Fifth Optional Renewal Period
Remote Transmission Site KYNE V.F.1.9					
Maintenance and Support	\$3,245	\$3,342	\$3,442	\$3,542	\$3,652
Extended Warranty	See Maintenance cost				
Hourly Rate for Technical Support	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Driver Development	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Layout Development	\$165	\$191	\$197	\$203	\$209

ATTACHMENT TWO

Cost Proposal
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Network Management Control System

Description	Initial Contract Period - Year One	Initial Contract Period - Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Remote Transmission Site KUCV V.F.1.10					
Installation	\$2,104				
Integration	\$5,392				
Serial Interface	Reuse existing				
Ethernet Interface	Reuse existing				
Parallel Interface	Reuse existing				
Analog Interface	Reuse existing				
All Hardware	Reuse existing				
All Software	\$8,025	\$1,605	\$1,605	\$1,605	\$1,605
Communications with Remote Devices	Reuse existing				
Execution of Simultaneous Instructions	Standard Feature				

Scheduled Events and External Triggers	Standard Feature				
Integration with Third Party Systems	Standard Feature				
Reporting/Logging	Standard Feature				
Redundancy	From NoC				
Interoperability	Standard Feature				
User Access	Standard Feature				
Upgrades	Standard Feature				
Automated Workflows	Standard Feature				
Alarm Correlation	Standard Feature				
Tally Systems	Standard Feature				
Security	Standard Feature				
Monitoring by Exception	Standard Feature				
Notifications	Standard Feature				
Driver Development	See Section 2				
Layout Development	Included in Integration				
Equipment required but not included	None for Phase I				
Expandability	Standard Feature				
Tiered Technical Support	See Software Maintenance Plans				

Optional Costs:

Description	Initial Contract Period - Year One	Initial Contract Period Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Remote Transmission Site KUCV V.F.1.10					
Hourly Rate for Technical Support	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Driver Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Layout Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Installation	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Integration	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Remote Training	\$165	\$170	\$175	\$180	\$186

Hourly Rate for On-Site Training (Excludes expenses)	\$165	\$170	\$175	\$180	\$186
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Optional Renewal COSTS

Description	First Optional Renewal Period	Second Optional Renewal Period	Third Optional Renewal Period	Fourth Optional Renewal Period	Fifth Optional Renewal Period
Remote Transmission Site KUCV V.F.1.10					
Maintenance and Support	\$1,653	\$1,703	\$1,754	\$1,806	\$1,861
Extended Warranty	See Maintenance cost				
Hourly Rate for Technical Support	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Driver Development	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Layout Development	\$165	\$191	\$197	\$203	\$209

ATTACHMENT TWO

Cost Proposal
RFP 5820 Z1

Network Management Control System

Description	Initial Contract Period - Year One	Initial Contract Period - Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Satellite Teleport V.F.2.0					
Installation	\$3,466				
Integration	\$7,566				
Serial Interface	Reuse existing				
Ethernet Interface	Reuse existing				
Parallel Interface	Reuse existing				
Analog Interface	Reuse existing				
All Hardware	Reuse existing				
All Software	\$20,063	\$4,013	\$4,013	\$4,013	\$4,013

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Communications with Remote Devices	Reuse existing				
Execution of Simultaneous Instructions	Standard Feature				
Scheduled Events and External Triggers	Standard Feature				
Integration with Third Party Systems	Standard Feature				
Reporting/Logging	Standard Feature				
Redundancy	N/A				
Interoperability	Standard Feature				
User Access	Standard Feature				
Upgrades	Standard Feature				
Automated Workflows	Standard Feature				
Alarm Correlation	Standard Feature				
Tally Systems	Standard Feature				
Security	Standard Feature				
Monitoring by Exception	Standard Feature				
Notifications	Standard Feature				
Driver Development	See Section 2				
Layout Development	Included in Integration				
Equipment required but not included	None for Phase I				
Expandability	Standard Feature				
Tiered Technical Support	See Software Maintenance Plans				

Optional Costs:

Description	Initial Contract Period - Year One	Initial Contract Period Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Satellite Teleport V.F.2.0					
Hourly Rate for Technical Support	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Driver Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Layout Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Installation	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Integration	\$165	\$170	\$175	\$180	\$186

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Hourly Rate for Remote Training	\$165	\$170	\$175	\$180	\$186
Hourly Rate for On-Site Training (Excludes expenses)	\$165	\$170	\$175	\$180	\$186

Optional Renewal COSTS

Description	First Optional Renewal Period	Second Optional Renewal Period	Third Optional Renewal Period	Fourth Optional Renewal Period	Fifth Optional Renewal Period
Satellite Teleport V.F.2.0					
Maintenance and Support	\$4,133	\$4,257	\$4,385	\$4,516	\$4,652
Extended Warranty	See Maintenance cost				
Hourly Rate for Technical Support	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Driver Development	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Layout Development	\$165	\$191	\$197	\$203	\$209

ATTACHMENT TWO

Cost Proposal
RFP 5820 Z1

Network Management Control System

Description	Initial Contract Period - Year One	Initial Contract Period - Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Facilities V.F.3.0					
Installation	\$4,849				
Integration	\$9,261				
Serial Interface	Reuse existing				
Ethernet Interface	Reuse existing				
Parallel Interface	Reuse existing				
Analog Interface	Reuse existing				
All Hardware	Reuse existing				

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All Software	\$26,175	\$5,235	\$5,235	\$5,235	\$5,235
Communications with Remote Devices	Reuse existing				
Execution of Simultaneous Instructions	Standard Feature				
Scheduled Events and External Triggers	Standard Feature				
Integration with Third Party Systems	Standard Feature				
Reporting/Logging	Standard Feature				
Redundancy	N/A				
Interoperability	Standard Feature				
User Access	Standard Feature				
Upgrades	Standard Feature				
Automated Workflows	Standard Feature				
Alarm Correlation	Standard Feature				
Tally Systems	Standard Feature				
Security	Standard Feature				
Monitoring by Exception	Standard Feature				
Notifications	Standard Feature				
Driver Development	See Section 2				
Layout Development	Included in Integration				
Equipment required but not included	None for Phase I				
Expandability	Standard Feature				
Tiered Technical Support	See Software Maintenance Plans				

Optional Costs:

Description	Initial Contract Period - Year One	Initial Contract Period Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Facilities V.F.3.0					
Hourly Rate for Technical Support	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Driver Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Layout Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Installation	\$165	\$170	\$175	\$180	\$186

Hourly Rate for Integration	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Remote Training	\$165	\$170	\$175	\$180	\$186
Hourly Rate for On-Site Training (Excludes expenses)	\$165	\$170	\$175	\$180	\$186

Optional Renewal COSTS

Description	First Optional Renewal Period	Second Optional Renewal Period	Third Optional Renewal Period	Fourth Optional Renewal Period	Fifth Optional Renewal Period
Facilities V.F.3.0					
Maintenance and Support	\$5,392	\$5,554	\$5,720	\$5,892	\$6,069
Extended Warranty	See Maintenance cost				
Hourly Rate for Technical Support	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Driver Development	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Layout Development	\$165	\$191	\$197	\$203	\$209

ATTACHMENT TWO

Cost Proposal
RFP 5820 Z1

Network Management Control System

Description	Initial Contract Period - Year One	Initial Contract Period - Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Terminal Equipment and Production Matrix Router V.F.4.0					
Installation	\$6,912				
Integration	\$16,017				
Serial Interface	Reuse existing				
Ethernet Interface	Reuse existing				
Parallel Interface	Reuse existing				

Analog Interface	Reuse existing				
All Hardware	Reuse existing				
All Software	\$40,688	\$8,138	\$8,138	\$8,138	\$8,138
Communications with Remote Devices	Reuse existing				
Execution of Simultaneous Instructions	Standard Feature				
Scheduled Events and External Triggers	Standard Feature				
Integration with Third Party Systems	Standard Feature				
Reporting/Logging	Standard Feature				
Redundancy	N/A				
Interoperability	Standard Feature				
User Access	Standard Feature				
Upgrades	Standard Feature				
Automated Workflows	Standard Feature				
Alarm Correlation	Standard Feature				
Tally Systems	Standard Feature				
Security	Standard Feature				
Monitoring by Exception	Standard Feature				
Notifications	Standard Feature				
Driver Development	See Section 2				
Layout Development	Included in Integration				
Equipment required but not included	None for Phase I				
Expandability	Standard Feature				
Tiered Technical Support	See Software Maintenance Plans				

Optional Costs:

Description	Initial Contract Period - Year One	Initial Contract Period - Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Terminal Equipment and Production Matrix Router V.F.4.0					
Hourly Rate for Technical Support	\$165	\$170	\$175	\$180	\$186

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Hourly Rate for Driver Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Layout Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Installation	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Integration	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Remote Training	\$165	\$170	\$175	\$180	\$186
Hourly Rate for On-Site Training (Excludes expenses)	\$165	\$170	\$175	\$180	\$186

Optional Renewal COSTS

Description	First Optional Renewal Period	Second Optional Renewal Period	Third Optional Renewal Period	Fourth Optional Renewal Period	Fifth Optional Renewal Period
Terminal Equipment and Production Matrix Router V.F.4.0					
Maintenance and Support	\$8,382	\$8,633	\$8,892	\$9,159	\$9,434
Extended Warranty	See Maintenance cost				
Hourly Rate for Technical Support	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Driver Development	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Layout Development	\$165	\$191	\$197	\$203	\$209

ATTACHMENT TWO
 Cost Proposal
 RFP 5820 Z1
Network Management Control System

Description	Initial Contract Period - Year One	Initial Contract Period - Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Master Control, Production Studios, Remote Production V.F.5.0					
Installation	\$6,752				
Integration	\$10,072				
Serial Interface	Reuse existing				
Ethernet Interface	Reuse existing				
Parallel Interface	Reuse existing				
Analog Interface	Reuse existing				
All Hardware	Reuse existing				
All Software	\$31,725	\$6,345	\$6,345	\$6,345	\$6,345
Communications with Remote Devices	Reuse existing				
Execution of Simultaneous Instructions	Standard Feature				
Scheduled Events and External Triggers	Standard Feature				
Integration with Third Party Systems	Standard Feature				
Reporting/Logging	Standard Feature				
Redundancy	N/A				
Interoperability	Standard Feature				
User Access	Standard Feature				
Upgrades	Standard Feature				
Automated Workflows	Standard Feature				
Alarm Correlation	Standard Feature				
Tally Systems	Standard Feature				
Security	Standard Feature				
Monitoring by Exception	Standard Feature				

Notifications	Standard Feature				
Driver Development	See Section 2				
Layout Development	Included in Integration				
Equipment required but not included	None for Phase I				
Expandability	Standard Feature				
Tiered Technical Support	See Software Maintenance Plans				

Optional Costs:

Description	Initial Contract Period - Year One	Initial Contract Period Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Master Control, Production Studios, Remote Production V.F.5.0					
Hourly Rate for Technical Support	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Driver Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Layout Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Installation	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Integration	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Remote Training	\$165	\$170	\$175	\$180	\$186
Hourly Rate for On-Site Training (Excludes expenses)	\$165	\$170	\$175	\$180	\$186

Optional Renewal COSTS

Description	First Optional Renewal Period	Second Optional Renewal Period	Third Optional Renewal Period	Fourth Optional Renewal Period	Fifth Optional Renewal Period
Master Control, Production Studios, Remote Production V.F.5.0					
Maintenance and Support	\$6,535	\$6,731	\$6,933	\$7,141	\$7,356
Extended Warranty	See Maintenance cost				

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Hourly Rate for Technical Support	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Driver Development	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Layout Development	\$165	\$191	\$197	\$203	\$209

ATTACHMENT TWO
 Cost Proposal
 RFP 5820 Z1
Network Management Control System

Description	Initial Contract Period - Year One	Initial Contract Period - Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Web Services and IT Networking V.F.6.0					
Installation	\$601				
Integration	\$5,097				
Serial Interface	Reuse existing				
Ethernet Interface	Reuse existing				
Parallel Interface	Reuse existing				
Analog Interface	Reuse existing				
All Hardware	Reuse existing				
All Software	\$2,250	\$450	\$450	\$450	\$450
Communications with Remote Devices	Reuse existing				
Execution of Simultaneous Instructions	Standard Feature				
Scheduled Events and External Triggers	Standard Feature				
Integration with Third Party Systems	Standard Feature				
Reporting/Logging	Standard Feature				
Redundancy	N/A				
Interoperability	Standard Feature				
User Access	Standard Feature				
Upgrades	Standard Feature				
Automated Workflows	Standard Feature				
Alarm Correlation	Standard Feature				

Tally Systems	Standard Feature				
Security	Standard Feature				
Monitoring by Exception	Standard Feature				
Notifications	Standard Feature				
Driver Development	See Section 2				
Layout Development	Provided in integration				
Equipment required but not included	None for Phase I				
Expandability	Standard Feature				
Tiered Technical Support	See Software Maintenance Plans				

Optional Costs:

Description	Initial Contract Period - Year One	Initial Contract Period Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Web Services and IT Networking V.F.6.0					
Hourly Rate for Technical Support	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Driver Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Layout Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Installation	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Integration	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Remote Training	\$165	\$170	\$175	\$180	\$186
Hourly Rate for On-Site Training (Excludes expenses)	\$165	\$170	\$175	\$180	\$186

Optional Renewal COSTS

Description	First Optional Renewal Period	Second Optional Renewal Period	Third Optional Renewal Period	Fourth Optional Renewal Period	Fifth Optional Renewal Period
Web Services and IT Networking V.F.6.0					
Maintenance and Support	\$464	\$477	\$492	\$506	\$522
Extended Warranty	See Maintenance cost				
Hourly Rate for Technical Support	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Driver Development	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Layout Development	\$165	\$191	\$197	\$203	\$209

ATTACHMENT TWO

Cost Proposal

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Network Management Control System

Description	Initial Contract Period - Year One	Initial Contract Period - Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Government Services Audio-Video V.F.7.0					
Installation	\$621				
Integration	\$5,466				
Serial Interface	Reuse existing				
Ethernet Interface	Reuse existing				
Parallel Interface	Reuse existing				
Analog Interface	Reuse existing				
All Hardware	Reuse existing				
All Software	\$5,400	\$1080	\$1080	\$1080	\$1080
Communications with Remote Devices	Reuse existing				
Execution of Simultaneous Instructions	Standard Feature				
Scheduled Events and External Triggers	Standard Feature				
Integration with Third Party Systems	Standard Feature				

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Reporting/Logging	Standard Feature				
Redundancy	N/A				
Interoperability	Standard Feature				
User Access	Standard Feature				
Upgrades	Standard Feature				
Automated Workflows	Standard Feature				
Alarm Correlation	Standard Feature				
Tally Systems	Standard Feature				
Security	Standard Feature				
Monitoring by Exception	Standard Feature				
Notifications	Standard Feature				
Driver Development	See Section 2				
Layout Development	Included in Integration				
Equipment required but not included	None for Phase I				
Expandability	Standard Feature				
Tiered Technical Support	See Software Maintenance Plans				

Optional Costs:

Description	Initial Contract Period - Year One	Initial Contract Period Year Two	Initial Contract Period - Year Three	Initial Contract Period - Year Four	Initial Contract Period - Year Five
Government Services Audio-Video V.F.7.0					
Hourly Rate for Technical Support	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Driver Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Layout Development	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Installation	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Integration	\$165	\$170	\$175	\$180	\$186
Hourly Rate for Remote Training	\$165	\$170	\$175	\$180	\$186
Hourly Rate for On-Site Training (Excludes expenses)	\$165	\$170	\$175	\$180	\$186

Optional Renewal COSTS

Description	First Optional Renewal Period	Second Optional Renewal Period	Third Optional Renewal Period	Fourth Optional Renewal Period	Fifth Optional Renewal Period
Government Services Audio-Video V.F.7.0					
Maintenance and Support	\$1,112	\$1,146	\$1,180	\$1,216	\$1,252
Extended Warranty	See Maintenance cost				
Hourly Rate for Technical Support	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Driver Development	\$165	\$191	\$197	\$203	\$209
Hourly Rate for Layout Development	\$165	\$191	\$197	\$203	\$209

Section 2: Additional Driver Development Pricing

Any new drivers that are not integrated already with MaxView and are required by NET and are currently part of the extensive DataPath Driver library will be provided to NET at no cost provided NET has a valid maintenance contract in force with DataPath. Should a driver not exist but be required by NET, NET is able to develop the driver yourselves using the MaxView Driver Development Tools or if desired DataPath can build out the driver for NET. The cost for the driver development is based upon the driver class, and is outlined below:

Driver Tier	DESCRIPTION	Cost
1	Driver with support to of up to 50 points	\$5,250
2	Driver supporting between 51-200 points	\$7,100
3	Driver for Fiber Tx/Rx, Multiviewers, Routers(>2RU), RTUs, Spec Ans, Protocol Analyzer	\$12,000

Form A
Bidder Contact Sheet
Request for Proposal Number 5820 Z1

Form A should be completed and submitted with each response to this RFP. This is intended to provide the State with information on the bidder's name and address, and the specific person(s) who are responsible for preparation of the bidder's response.

Preparation of Response Contact Information	
Bidder Name:	DataPath (Inc.)
Bidder Address:	2205 Northmont Parkway Suite 100 Duluth, Georgia 30096
Contact Person & Title:	Tammy Jo. Morgan (Director of Contracts)
E-mail Address:	tammyjo.morgan@datapath.com
Telephone Number (Office):	+1.678.597.0406
Telephone Number (Cellular):	+1.404.242.9343
Fax Number:	+1.678.471.7892

Each bidder should also designate a specific contact person who will be responsible for responding to the State if any clarifications of the bidder's response should become necessary. This will also be the person who the State contacts to set up a presentation/demonstration, if required.

Communication with the State Contact Information	
Bidder Name:	DataPath (Inc.)
Bidder Address:	2205 Northmont Parkway Suite 100 Duluth, Georgia 30096
Contact Person & Title:	Tammy Jo. Morgan (Director of Contracts)
E-mail Address:	tammyjo.morgan@datapath.com
Telephone Number (Office):	+1.678.597.0406
Telephone Number (Cellular):	+1.404.242.9343
Fax Number:	+1.678.471.7892