# EXHIBIT 7-A - BASIC CONFIGURATION PRICING TABLE

Bidder's Name: Zetron, Inc.

Manufacturer/Model: MAX Call Taking System

| Number of Workstations | Basic Configuration Price | Monthly Maintenance Years 2-5 | Monthly Maintenance Year 6 | Monthly Maintenance Year 7 |
|---|---|---|---|---|
| 1 | $ 135,854 | $ 1,359 | $ 1,440 | $ 1,483 |
| 2 | $ 157,448 | $ 1,574 | $ 1,669 | $ 1,719 |
| 3 | $ 179,247 | $ 1,792 | $ 1,900 | $ 1,957 |
| 4 | $ 201,235 | $ 2,012 | $ 2,133 | $ 2,197 |
| 5 | $ 228,197 | $ 2,282 | $ 2,419 | $ 2,491 |
| 6 | $ 261,952 | $ 2,620 | $ 2,777 | $ 2,860 |
| 7 | $ 298,711 | $ 2,987 | $ 3,166 | $ 3,261 |
| 8 | $ 342,328 | $ 3,423 | $ 3,629 | $ 3,738 |
| 9 | $ 369,562 | $ 3,696 | $ 3,917 | $ 4,035 |
| 10 | $ 396,145 | $ 3,961 | $ 4,199 | $ 4,325 |
| 11 | $ 461,130 | $ 4,611 | $ 4,888 | $ 5,035 |
| 12 | $ 488,369 | $ 4,884 | $ 5,177 | $ 5,332 |
| 13 | $ 515,516 | $ 5,155 | $ 5,464 | $ 5,628 |
| 14 | $ 542,722 | $ 5,427 | $ 5,753 | $ 5,925 |
| 15 | $ 575,712 | $ 5,757 | $ 6,103 | $ 6,286 |
| 16 | $ 662,181 | $ 6,622 | $ 7,019 | $ 7,230 |

# EXHIBIT 7-B - ITEMIZED PRICE LIST

Bidder's Name: Zetron, Inc.
Manufacturer/Model: MAX Call Taking System

| | Description | UOM | Bid unit price | Bid Install price | Monthly Maint yr 2-5 | Monthy Maint Yr 6 | Monthly Maint Yr 7 | Total (a) |
|---|---|---|---|---|---|---|---|---|
| 1 | Intelligent Workstation as described in Section 6.5.5.1 | Each | $ 27,125 | $ 5,968 | $ 271 | $ 288 | $ 296 | $ 53,117 |
| 2 | Black and white laser jet printer capable of printing 15 pages per minute | Each | $ 977 | $ 450 | $ 10 | $ 10 | $ 11 | $ 2,147 |
| 3 | 19" computer monitor as described in Section 6.2.3.5 | Each | $ 326 | $ 325 | $ 3 | $ 3 | $ 4 | $ 891 |
| 4 | 21" computer monitor with all the other specifications in Section 6.2.3.5 | Each | $ 434 | $ 325 | $ 4 | $ 5 | $ 5 | $ 1,079 |
| 5 | 24" computer monitor with all the other specifications in Section 6.2.3.5 | Each | $ 543 | $ 325 | $ 5 | $ 6 | $ 6 | $ 1,268 |
| 6 | CAMA interface line card | Each | $ 2,713 | $ 640 | $ 27 | $ 29 | $ 30 | $ 5,355 |
| 7 | Chassis to mount CAMA interface line cards with all required interconnect cabling | Each | $ 326 | $ 325 | $ 3 | $ 3 | $ 4 | $ 891 |
| 8 | GIS interface software as described in Section 6.3.7. | IWS License | $ 1,085 | $ 325 | $ 11 | $ 12 | $ 12 | $ 2,211 |
| 9 | Automatic call distribution (ACD) functionality as described in Section 6.3.4 including all required hardware, software, training, cabling and minor materials | Each | $ 13,020 | $ 940 | $ 130 | $ 138 | $ 142 | $ 23,572 |
| 10 | Management information system (MIS) functionality as described in Section 6.3.6 including all required hardware, software, training, cabling and minor materials | Each | $ 1,628 | $ 540 | $ 16 | $ 17 | $ 18 | $ 3,369 |
| 11 | Logging recorder functionality as described in Section 6.3.5 including all required hardware, software, training, cabling and minor materials | Each | $ 141,050 | $ 31,031 | $ 1,411 | $ 1,495 | $ 1,540 | $ 276,206 |

Note:(a) = [(bid price+install)+(48*monthly maintenance Yr 2-5)+(12*monthly maintenance Yr 6)+(12* montly maintenance Yr 7)]

# EXHIBIT 7-C - LABOR RATES

Bidder's Name: Zetron, Inc.
Manufacturer/Model: MAX Call Taking System

| Classifications (Section 6.4.9.6) | Hourly Rate |
|---|---|
| Factory Trained Technician | $190 |
| Technician | $190 |
| System Engineer | $244 |
| Project Manager | $244 |

# EXHIBIT 7-D -HOSTED CONFIGURATION PRICING TABLE (DESIRABLE)

Bidder's Name: Zetron, Inc.
Manufacturer/Model: MAX Call Taking System

| Configuration Title | Number of Host Systems/ Sites | Number of PSAPs in the Configuration | Number of Work-stations at each PSAP | Hosted Configuration Price | Monthly Maintenance Years 2 - 5 | Monthly Maintenance Year 6 | Monthly Maintenance Year 7 |
|---|---|---|---|---|---|---|---|
| Configuration A | 2 | 2 | 3 | $ 374,325 | $ 3,743 | $ 3,968 | $ 4,127 |
| Configuration B | 2 | 3 | 3 | $ 499,100 | $ 4,991 | $ 5,290 | $ 5,502 |
| Configuration C | 2 | 4 | 3 | $ 651,000 | $ 6,510 | $ 6,901 | $ 7,177 |
| Configuration D | 2 | 4 | 5 | $ 976,500 | $ 9,765 | $ 10,351 | $ 10,765 |
| Configuration E | 2 | 5 | 3 | $ 759,500 | $ 7,595 | $ 8,051 | $ 8,373 |
| Configuration F | 2 | 5 | 5 | $ 1,247,750 | $ 12,478 | $ 13,226 | $ 13,755 |
| Configuration G | 2 | 6 | 3 | $ 813,750 | $ 8,138 | $ 8,626 | $ 8,971 |
| Configuration H | 2 | 6 | 5 | $ 1,356,250 | $ 13,563 | $ 14,376 | $ 14,951 |
| Configuration I | 2 | 8 | 3 | $ 1,030,750 | $ 10,308 | $ 10,926 | $ 11,363 |
| Configuration J | 2 | 8 | 5 | $ 1,627,500 | $ 16,275 | $ 17,252 | $ 17,942 |
| Configuration K | 2 | 10 | 3 | $ 1,410,500 | $ 14,105 | $ 14,951 | $ 15,549 |
| Configuration L | 2 | 10 | 5 | $ 1,898,750 | $ 18,988 | $ 20,127 | $ 20,932 |