RACKWISE®
EVERY ASSET • EVERY LOCATION • EVERY TIME™

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Attention: David Burdette
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Quotation UofFL-08162012
Date: 8/16/2012
Sales Sam Collier

Product Code / Description	Qty	Time Frame	Unit List Price	Total List Price	Discount %	Total Disc Price
Rackwise DCM Product						
DCM-BDL-2U-PUR: RACKWISE Data Center Manager (DCM) Server perpetual software license includes: - single server / location license - two (2) concurrent users	1	Perpetual	$40,000.00	$40,000.00	20%	$32,000.00
DCM-BDL-1U-PUR RACKWISE Data Center Manager (DCM) additional concurrent user licenses to add to software license: - Requires DCM Server License with 2 existing User Licenses - This adds one (1) additional concurrent user to a single server license.	1	Perpetual	$6,000.00	$6,000.00	20%	$4,800.00
DCM-ANNUAL-MNT: includes twelve (12) months of software update maintenance and technical support Monday though Friday (normal business hours) - 20% of product total price for servers and users.		Annual	20%	$9,200.00		$7,360.00
On-Site Physical Inventory (OSPI)						
OSPI-MDCM-SYS-BDL: OSPI Solution Bundle includes the following components: - One (1) OSPI® v3 Admin and Mobile Suite w/ RACKWISE DCM Inventory Module - One (1) OSPI® v3 Mobile Device Motorola MC55A0-P40SWQQA9WR - One (1) OSPI® MC55 Starter Kit includes charging / communications cradle, USB cable, US power supply and AC line cord, and 3 year comprehesive service coverage from the Start Service Center (Bronze). Does not include coverage for cradles.	1	Perpetual	$14,995.00	$14,995.00		$14,995.00

OSPI-MDCM-MNT: includes software update maintenance, and technical support Monday though Friday (normal business hours) - 20% of product total price.		Annual	20%	$2,999.00	$2,999.00
OSPI-MDCM-TRN: includes on-site training on OSPI v2 Admin and Mobile Suite, based on users and locations where training will be required.	8	Training Units	$275.00	$2,200.00	$2,200.00

Professional Services

RW-RDCM-TRN: RACKWISE DCM user technical training units to be used for on-site end-user product training, based on users and locations where training will be required. - Ten (10) Training Units typical per each user-day of training. - Training Units must be used within twelve (12) months of purchase.	16	Training Units	$275.00	$4,400.00	$4,400.00
RW-RDCM-INST: includes installation and/or upgrade of RACKWISE DCM software and configuration within customer's environment.	8	Hours	$180.00	$1,440.00	$1,440.00
RW-DCM-DATA-IMPRT: includes professional services to import, reconcile and clean data from customer-provided spreadsheets and other source data within RACKWISE DCM. (reference: Rackwise project statement of work for scope details)	32	Hours	$180.00	$5,760.00	$5,760.00

Note 1: Travel Expenses, Taxes and Shipping are not included.
Note 2: Rackwise and OSPI travel expenses are passed-through to customer as actuals and comply with Rackwise travel policy.
Note 3: Support for OSPI is provided by ISA, Support for RACKWISE DCM is provided by Rackwise
Note 4: User license counts are based on concurrent client and viewer usage expectation.
Note 5: Purchase Order should be received on or before the quote date, else subject to change.

Quotation valid until September 28, 2012

* This is a quotation on the goods and services named, subject to the conditions noted below:

Rackwise Product and Maintenance Subtotal	$55,200.00	$44,160.00
ISA/OSPI Product and Maintenance Subtotal	$20,194.00	$20,194.00
Rackwise Professional Services Subtotal	$11,600.00	$11,600.00
Balance Due:		**$75,954.00**