ABB Power and productivity for a better world™

ABB, Inc.
3055 Orchard Drive
San Jose, CA 95134, U.S.A.
(408) 331-6800

Sales Quote

Quote Number	AKP-US-2019-175C
Date of Quote	27-Jun-19
Budgetary Quote (Yes/No)	No

Purchaser:

Company:	Elster Solutions for Ft Collins
Address:	
Address:	
City, State:	
Country:	USA
Contact:	
Phone #:	
Fax #:	
Email Address:	

Ship To:

Company:	NA
Address:	
Address:	
City, State:	
Country:	
Contact:	
Phone #:	
Fax #:	
Email Address:	

Qty	Product	Part Number	Price/Unit	Disc. %	Disc. Price/Unit	Ext. Price
TropOS Mesh Routers and Client Nodes, MicrOS Client Nodes, TeleOS Radios						
SO Shipments or Invoice No. |40087457 (Support starts on 1st May, 2019 and ends on 30th April, 2024)						
255	7320 2.4/5.8, FCC, AC, Batt	73203130	$ 5,995.00	0%	$ 5,995.00	$ 1,528,725.00
-				0%	$ -	$ -
-				0%	$ -	$ -
					Wireless Products Subtotal	$ 1,528,725.00
SO Shipments or Invoice No. |2060611 (Support starts on 1st Jul, 2019 and ends on 30th April, 2024)						
1	6420 2.4/5, FCC, Ethernet, GPS	64203000G	$ 3,995.00	0%	$ 3,995.00	$ 3,995.00
1	6420-XA 2.4/5, FCC, Ethernet, GPS	64203000GX	$ 4,495.00	0%	$ 4,495.00	$ 4,495.00
-				0%	$ -	$ -
-				0%	$ -	$ -
					Wireless Products Subtotal	$ 8,490.00

Software and Hardware Maintenance Plans

ABB Maintenance - Software Maintenance provided by ABB. Includes Software Updates, Bug Fixes & Maintenance Releases; phone, web and email technical assistance
Hardware Maintenance includes extended product warranty and advance replacement

	SO Shipments or Invoice No.40087457 (Support starts on 1st May, 2019 and ends on 30th April, 2024)	SO Shipments or Invoice No.2060611 (Support starts on 1st Jul, 2019 and ends on 30th April, 2024)	SO Shipments or Invoice No.
Total wireless products at list	$ 1,528,725.00	$ 8,490.00	$ -

Per device (router or bridge) plans are priced as a percentage of the list price of the routers and bridges, not including accessories

	SO Shipments or Invoice No.40087457 (Support starts on 1st May, 2019 and ends on 30th April, 2024)						
Years	Price (% of total routers and bridges at list price)						
5	18.00%	Complete Software Care	SWMTN001	$ 275,170.50	10%	$ 247,653.45	$ 247,653.50
Months	Price (% of total routers and bridges at list price)						
-				$ -	10%	$ -	$ -

	SO Shipments or Invoice No.2060611 (Support starts on 1st Jul, 2019 and ends on 30th April, 2024)						
Years	Price (% of total routers and bridges at list price)						
4	15.50%	Complete Software Care	SWMTN001	$ 1,315.95	10%	$ 1,184.36	$ 1,184.40
Months	Price (% of total routers and bridges at list price)						
10	4.17%	Complete Software Care	SWMTN001	$ 353.75	10%	$ 318.38	$ 318.40

Maintenance Subtotal $ 249,156.30

Notes: Support expires on 30th April, 2024

GRAND TOTAL $ 249,156.00

Sales Director: Miguel Violante

Link to ABB website:
Quote Terms and Conditions http://new.abb.com/network-management/communication-networks/wireless-networks/terms

1. Payment terms: Net 30 upon prior approval, F.O.B. ABB manufacturing facility
2. Quote expires in 30 days from date of quote.
3. Sales tax and shipping will be added to final invoice as appropriate.
4. Delivery of the products is Ex Works (Incoterms 2000) Seller's factory or Ex Works facility of Seller's agent, as designated by Seller. Seller reserves the right to ship Best Way at its own expense.
5. This price quotation does not constitute an offer by ABB, Inc. to sell products, but is instead an invitation to issue a purchase order to ABB before the validity date specified in this quotation has
6. If this quote is indicated as budgetary, the offer is preliminary and not final and as such non-binding. It is tendered for discussion only, does not constitute an offer to sell and/or term to contract