

**Q-MATIC Corporation**

**2400 Commerce Ave., Building 1100, Suite 100
Duluth, GA 30096**

ver. 27.1

Organization:	City of Newport Beach	Date:	May 21, 2012
Customer Name:	Daniel Campagnolo	Expires On:	June 20, 2012
Address:	Newport Bld	Rep:	Garry Hines
City/State/Zip:	Newport Beach CA	Phone:	949 922 1653
Phone:		Fax:	
Fax:		Email:	garry.hines@qmatic.com
Email:	Campagnolo, Daniel [DCampagnolo@newportbeachca.gov]	Quote #:	mlggg-049-040212-V3

RE: Customer Flow Management System as per RFI requirements. Initial Pilot system prior to final install at new location

QTY	GP Part #	DESCRIPTION	PER UNIT	PRICE
ENSEMBLE VIRTUA				
1	10115101	Ensemble Virtua Base License	\$4,496.70	\$4,496.70
1	10115119	Ensemble Virtua Digital Signage Connector	\$1,300.00	\$1,300.00
15	10115100	Ensemble Virtua User License	\$305.50	\$4,582.50
1	1022QMC	Ensemble Basic Screen Layout Software - Qmatic Kiosk Touchscreen	\$1,495.00	\$1,495.00
TP TICKET PRINTERS				
2	213031	Qmatic TP3110 Client Ticket Printer	\$1,312.53	\$2,625.06
1	213204	Qmatic TP Ticket Printer Table Stand	\$134.55	\$134.55
1	213210	Qmatic TP Ticket Printer Floor Pedestal 3111	\$920.00	\$920.00
1	900085	TP Thermal Tickets (24 rolls @ 2,000 tickets per roll)	\$393.30	\$393.30
HARDWARE				
1	99900507	Weighted Base for Qmatic Vision Floor Pedestal or P3311 Ticket Printer Pedestal	\$135.00	\$135.00
TELEVISION HARDWARE & ACCESSORIES (Manufacturer's Warranty)				
1	99900415	Audio / VGA Video over Cat5 – 4 Port Transmitter	\$270.00	\$270.00
1	99900416	Audio / VGA Video over Cat5 – Receiver	\$240.00	\$240.00
SERVICES & LITERATURE				
6	CS9037	Programming and Development Services - Hourly	\$175.00	\$1,050.00
1	PM1002	Project Management	\$825.00	\$825.00
1	CS9069	Orchestra or MP Server Configuration	\$950.00	\$950.00
1	TRN8-O	Orchestra Training (1 day on site)	\$1,999.00	\$1,999.00
16	IN9090	Installation	\$125.00	\$2,000.00
1	SH9090	Shipping & Handling (UPS Ground)	\$107.95	\$107.95
LANGUAGE SERVICES				
1	LG0001	English (included with voice unit at no charge)	\$0.00	\$0.00
MAINTENANCE				
1	HW-MAINT	Q-MATIC Hardware Maintenance - (6% of Hardware List Price, months 1-6 included, charges for months 7-12)	\$313.17	\$313.17
SOFTWARE SUBTOTAL				\$11,874.20
HARDWARE SUBTOTAL				\$4,717.91
SERVICES SUBTOTAL				\$6,931.95
MAINTENANCE SUBTOTAL				\$313.17
GRAND TOTAL				\$23,837.23

PURCHASE ORDER INSTRUCTIONS

To help expedite your order, please include the following items on the purchase order:

- Bill To Address
 - Ship To Address
 - Purchase Order Number
 - Purchase Order Dollar Amount
 - Q-MATIC Quote Number
 - Itemized List of Equipment
 - Contact Name and Phone Number for the Purchase Order
- PLEASE FAX ALL PURCHASE ORDERS TO: (828) 209-1100

STANDARD TERMS & CONDITION OF SALE

Acceptance of Order: Termination

Acceptance of any order is subject to credit approval and acceptance of order by Q-Matic, and when applicable, Q-Matic's Suppliers. If Customer's credit becomes unsatisfactory to Q-Matic, Q-Matic reserves the right to terminate upon notice to Customer and without liability to Q-Matic.

Payment

A minimum down payment of 40% of the total purchase price of the system is required. Installations will not be scheduled until receipt of down payment.

Payment Terms

Invoice terms are 1% 20 days net 30 days. We reserve the right to charge a monthly interest rate of 1.5% on all invoices past due.

Prices and Shipments

Unless otherwise quoted, prices shall be those in effect at time of shipment which shall be made F.O.B. shipping point prepaid and bill.

Return of Goods

Items for credit must be returned within 30 days of receipt and are subject to prior approval and a 25% restocking fee.

Taxes

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Delay in Delivery

Q-Matic is not to be accountable for delays in delivery occasioned by force majeure or other circumstances beyond Q-Matic's reasonable control.

Maintenance

Unless otherwise noted, Q-Matic will provide a six (6) month original maintenance agreement per the terms of our "EXTENDED LIMITED MAINTENANCE."

Installation

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Changes to Scope of Work

Should either Customer or Q-Matic desire to change the terms of the order, the following will occur:

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ASSUMPTIONS

The assumptions we have made in creating this recommendation are as follows:

As our customer, we expect you to be responsible for:

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- Providing IT support during installation
- Allowing Q-Matic network access
- Providing us with a contact person (name, telephone, mobile, and email) on site with the authority to sign off on the system
- Network drops will be provided by the Customer

TELEVISIONS AND LARGE MONITORS

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Fax:		Email:	garry.hines@qmatic.com
Email:	Campagnolo, Daniel [DCampagnolo@newportbeachca.gov]	Quote #:	mlggg-049-040212-V4

RE: Relocate system to new location after Pilot. Installation based on using a local resource and must be scheduled accordingly, or additional travel charges may apply. This quote is supplemental to Software on quote mlggg-049-040212-V3.

QTY	GP Part #	DESCRIPTION	PER UNIT	PRICE
INTERFACE				
1	214150	Orchestra Branch Hub	\$1,100.00	\$1,100.00
1	112080	Branch Hub 1745 interface	\$568.00	\$568.00
HARDWARE				
1	112014	Qmatic Main Connection Box	\$118.13	\$118.13
1	112018	Qmatic Power Connection Box	\$98.44	\$98.44
1	117020	Qmatic Choral Automatic Announcer	\$950.00	\$950.00
3	99900210	Wall Mount Speaker	\$40.00	\$120.00
1	99900200	Voice Amplifier	\$164.90	\$164.90
1	HW9024L	Hardware, Signage and Cabling Lite	\$300.00	\$300.00
1	100987	Qmatic Power Supply PS2.5A	\$106.70	\$106.70
TELEVISION HARDWARE & ACCESSORIES (Manufacturer's Warranty)				
1	99900416	Audio / VGA Video over Cat5 – Receiver	\$240.00	\$240.00
SERVICES & LITERATURE				
2	PM1001	Project Management Services - Hourly	\$150.00	\$300.00
1	CS9069	Orchestra or MP Server Configuration (Re config after Pilot)	\$950.00	\$950.00
1	TR9085	Startup Training	\$750.00	\$750.00
16	IN9090	Installation	\$125.00	\$2,000.00
1	SH9090	Shipping & Handling (UPS Ground)	\$96.35	\$96.35
MAINTENANCE				
1	HW-MAINT	Q-MATIC Hardware Maintenance - (6% of Hardware List Price, months 1-6 included, charges for months 7-12)	\$616.77	\$616.77
1	SW-MAINT	Q-MATIC Annual Software Maintenance Program - Starts Day One	\$2,579.00	\$2,579.00
SOFTWARE SUBTOTAL				\$0.00
HARDWARE SUBTOTAL				\$3,766.17
SERVICES SUBTOTAL				\$4,096.35
MAINTENANCE SUBTOTAL				\$3,195.77
GRAND TOTAL				\$11,058.29

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REVISED 05/17/2012

T. MORITZ - CNB - CDD

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KIOSKS Remove for now				
1	214105	Qmatic Vision Kiosk 17	\$5,463.40	\$5,463.40 \$0
1	214251	Qmatic Vision Floor Pedestal	\$738.30	\$738.30 \$0
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LANGUAGE SERVICES				
1	LG0001	English (included with voice unit at no charge)	\$0.00	\$0.00
MAINTENANCE				
1	HW-MAINT	Q-MATIC Hardware Maintenance - (6% of Hardware List Price, months 1-6 included, charges for months 7-12)	\$1,009.17	\$1,009.17
1	SW-MAINT	Q-MATIC Annual Software Maintenance Program - Starts Day One	\$3,509.00	\$3,509.00
SOFTWARE SUBTOTAL				\$16,456.70
HARDWARE SUBTOTAL				\$12,218.70
SERVICES SUBTOTAL				\$6,497.82
MAINTENANCE SUBTOTAL				\$4,518.17
GRAND TOTAL				\$29,691.39 \$28,059.89

Pilot Terms

Qmatic will provide a 90 Pilot of the software only at no charge to allow the city to work on its preferred configuration prior to its relocation.

Qmatic will charge for services for the software installation and configuration services for the Pilot, estimated at 24 hours @ \$175 per hour. \$4200.00. These costs should not need to be duplicated in the final installation and we will adjust the final installation services accordingly.