F1RST WATCH®
Every Record. In Real Time. Automatically.

Fire and EMS Only; 1 DS, PP, & AA

FirstWatch Solutions, Inc.

1930 Palomar Point Way, Suite 101

Carlsbad, California 92008 USA

Phone: 760-943-9123 Fax: 760-268-0922

Atten: Dave Amaya, Regional Manager (Ph Ext 287)

New System Quote

Customer Information:

Name:	**Rich McVicar, Technical Services Manager**
Organization:	**Dane County Public Safety Communications**
Address:	**210 Martin Luther King Jr Blvd, Rm 109**
City, ST Zip:	**Madison, WI 53703**
Phone:	**608-283-2911**
Email:	**McVicar@countyofdane.com**

Quote Information:

Date:	10/3/2019
Expiration Date:	3/31/2020
Call Volume:	57,244
Population:	537,000

Qty	Description	Unit Price	Item Total
	FirstWatch System (FW) w/ Primary Data Source 1 (DS1) - CentralSquare, Inform CAD		
1	(DS1) System License	$43,007	**$43,007**
1	(DS1) Annual Support & Maintenance	$9,462	**$9,462**
1	(DS1) Data Source Integration	$7,500	**$7,500**
1	Installation / Configuration	$2,500	**$2,500**
1	Training / Trigger Consultation / Project Mgmt.	$6,500	**$6,500**
		Sub-total	**$68,969**
	Triggers		
20	Included Standard FirstWatch Triggers	Included	Included
		Sub-total	**$0**
	Performance Plus Module (PP)		
1	Performance Plus Module (100 Sub-Triggers per Module)	$2,500	**$0**
1	Performance Plus Annual Support & Maintenance	$550	**$550**
		Sub-total	**$550**
	Academy Analytics - (Purchased separately via contract w/PDC)		
1	Academy Analytics to FirstWatch Data Integration	$1,000	**$1,000**
1	Academy Analytics to FirstWatch Data Integration Annual Support & Maintenance	$500	**$500**
		Sub-total	**$1,500**
		Total of Items Above	**$71,019**

FirstWatch offers the following payment option choices for your consideration

Option #1 - 'Software as a Service' Payments

New System 'Software as a Service' Start-up Services & 1st Month Subscription Fee - Total:	**$19,764**
Monthly Subscription Fee:	**$1,764**

- OR -

Option #2 - Payment of All Year One Fees

New System (Payment of All Year One Fees) - Total:	**$71,019**

Estimated Annual Support & Maintenance for Year 2 (based on a 3% annual increase):	**$10,312**
Estimated Annual Support & Maintenance for Year 3 (based on a 3% annual increase):	**$10,621**
Estimated Annual Support & Maintenance for Year 4 (based on a 3% annual increase):	**$10,940**
Estimated Annual Support & Maintenance for Year 5 (based on a 3% annual increase):	**$11,268**

FirstWatch has agreed to add one (1) Performance Plus Module at no software cost (excluding Annual Support & Maintenance) to facilitate a 2019 partnership with Dane County.

Thank you for the opportunity to present this quote.

Accepted:	_____
Title:	_____
Date:	_____