



SAAS POPULATION-BASED PRICING TIERS
Prepared for: Sourcewell

Feature #	Population Tier	Product Description	GEM Only		ZH Only		ZH & GEM	
			SKU	Sourcewell Pricing	SKU	Sourcewell Pricing	SKU	Sourcewell Pricing
ZH-PS-10K	10,000	10K Tier (10K increments)	GEM-PS-10K	\$ 1,890.00	ZH-PS-10K	\$ 5,040.00	ZGEM-PS-10K	\$ 5,985.00
ZH-PS-10K	90,000	10K Tier (10K increments)	GEM-PS-10K	\$ 17,010.00	ZH-PS-10K	\$ 45,360.00	ZGEM-PS-10K	\$ 53,865.00
ZH-PS-100K	100,000	100K Tier	GEM-PS-100K	\$ 17,100.00	ZH-PS-100K	\$ 42,300.00	ZH-PS-100K	\$ 50,850.00
ZH-PS-200K	200,000	200K Tier	GEM-PS-200K	\$ 30,600.00	ZH-PS-200K	\$ 72,000.00	ZH-PS-200K	\$ 87,300.00
ZH-PS-300K	300,000	300K Tier	GEM-PS-300K	\$ 40,500.00	ZH-PS-300K	\$ 91,800.00	ZH-PS-300K	\$ 112,050.00
ZH-PS-400K	400,000	400K Tier	GEM-PS-400K	\$ 50,400.00	ZH-PS-400K	\$ 115,200.00	ZH-PS-400K	\$ 140,400.00
ZH-PS-500K	500,000	500K Tier	GEM-PS-500K	\$ 58,500.00	ZH-PS-500K	\$ 130,500.00	ZH-PS-500K	\$ 159,750.00
ZH-PS-600K	600,000	600K Tier	GEM-PS-600K	\$ 64,800.00	ZH-PS-600K	\$ 145,800.00	ZH-PS-600K	\$ 178,200.00
ZH-PS-700K	700,000	700K Tier	GEM-PS-700K	\$ 69,300.00	ZH-PS-700K	\$ 157,500.00	ZH-PS-700K	\$ 192,150.00
ZH-PS-800K	800,000	800K Tier	GEM-PS-800K	\$ 72,000.00	ZH-PS-800K	\$ 165,600.00	ZH-PS-800K	\$ 201,600.00
ZH-PS-900K	900,000	900K Tier	GEM-PS-900K	\$ 72,900.00	ZH-PS-900K	\$ 162,000.00	ZH-PS-900K	\$ 198,450.00
ZH-PS-1M	1,000,000	1.0M Tier	GEM-PS-1M	\$ 81,000.00	ZH-PS-1M	\$ 171,000.00	ZH-PS-1M	\$ 211,500.00
ZH-PS-1.2M	1,200,000	1.2M Tier	GEM-PS-1.2M	\$ 97,200.00	ZH-PS-1.2M	\$ 190,080.00	ZH-PS-1.2M	\$ 238,680.00
ZH-PS-1.4M	1,400,000	1.4M Tier	GEM-PS-1.4M	\$ 113,400.00	ZH-PS-1.4M	\$ 214,200.00	ZH-PS-1.4M	\$ 270,900.00
ZH-PS-1.6M	1,600,000	1.6M Tier	GEM-PS-1.6M	\$ 129,600.00	ZH-PS-1.6M	\$ 230,400.00	ZH-PS-1.6M	\$ 295,200.00
ZH-PS-1.8M	1,800,000	1.8M Tier	GEM-PS-1.8M	\$ 145,800.00	ZH-PS-1.8M	\$ 243,000.00	ZH-PS-1.8M	\$ 315,900.00
ZH-PS-2M	2,000,000	2M Tier	GEM-PS-2M	\$ 162,000.00	ZH-PS-2M	\$ 252,000.00	ZH-PS-2M	\$ 333,000.00
ZH-PS-2.2M	2,200,000	2.2M Tier	GEM-PS-2.2M	\$ 178,200.00	ZH-PS-2.2M	\$ 277,200.00	ZH-PS-2.2M	\$ 366,300.00
ZH-PS-2.4M	2,400,000	2.4M Tier	GEM-PS-2.4M	\$ 194,400.00	ZH-PS-2.4M	\$ 302,400.00	ZH-PS-2.4M	\$ 399,600.00
ZH-PS-2.6M	2,600,000	2.6M Tier	GEM-PS-2.6M	\$ 210,600.00	ZH-PS-2.6M	\$ 327,600.00	ZH-PS-2.6M	\$ 432,900.00
ZH-PS-2.8M	2,800,000	2.8M Tier	GEM-PS-2.8M	\$ 226,800.00	ZH-PS-2.8M	\$ 352,800.00	ZH-PS-2.8M	\$ 466,200.00
ZH-PS-3M	3,000,000	3M Tier	GEM-PS-3M	\$ 243,000.00	ZH-PS-3M	\$ 378,000.00	ZH-PS-3M	\$ 499,500.00
	(3M+) - Please Call							



Genasys™

GEM PRODUCTS AND ADD-ON PRICING

Prepared for: Sourcewell

Feature #	Product Description	Qty.	Sourcewell Pricing
System License - Software Subscription			
GEM-PS-CL-SYS	Email notification (up to 25 recipients) SMS notification (up to 25 recipients) Phone notification (up to 25 recipients) IPAWS connector Social Media connector (1 account) RSS feed connector Premium 24x7x365 support	1	\$ 1,795.50
GEM-PS-CL-SYS-QA	Genasys Public Safety - Cloud System Test Environment	1	\$ 355.50
GEM-PSAR-CL-SYS	Genasys Public Safety - Cloud System w Advanced Roirting for 5 Admins	1	
GEM-WE-CL-SYS	Automated Weather	1	\$ 895.50
GEM-IDM-SYS	GEM Intelligent Data Manager	1	\$ 1,075.50
GEM-SMSOPT-SYS	GEM Short Code & Key Word Op-In/Out	1	\$ 895.50
GEM-ALERT-MAPP-WL	GEM White Label Mobile App Fee (unlimeted EUL)	1	\$ 535.50
GEM-PS-EUL-XXXX	Phone, email, SMS notifications to residents	LOO	
End User (Employee) License - Software Subscription			
GEM-ALERT-SMS-EUL	GEM Alerting-SMS Text	1	\$ 2.25
GEM-ALERT-VOICE-EUL	GEM Alerting-Phone/Fax	1	\$ 0.90
GEM-ALERT-EMAIL-EUL	GEM Alerting-Email	1	\$ 0.45
GEM-ALERT-EMAIL-EUL	GEM Alerting-Email	1	\$ 0.45
GEM-ALERT-DTOP-EUL	GEM Alerting-Desktop Alert- Per PC/MAC	1	\$ 2.70
GEM-DTGW-SYS	GEM Gateway for Desktop Alert/Panic Apps	1	\$ 265.50
GEM-PANIC-MAPP-EUL	GEM Mobile Panic App	1	\$ 4.50
GEM-PANIC-DTOP-EUL	GEM DeskTop Panic App - Per PC/MAC	1	\$ 9.00
Network Connectors - 2RU Command & Control Units			
GEM-2RU-DD	GEM Digital Display-Network Connector	1	\$ 895.50
GEM-2RU-FA	GEM Fire Alarm-Network Connector	1	\$ 1,795.50
GEM-2RU-PAGE	GEM Pager-Network Connector	1	\$ 445.50
GEM-2RU-LORAWAN	GEM LoRaWAN Gateway-Network Connector	1	\$ 895.50
GEM-2RU-BEACON	GEM Alertus Beacon Gateway-Network Connector	1	\$ 895.50
GEM-2RU-ALERTUS-DT	GEM Alertus Desktop App-Connector	1	\$ 445.50
GEM-2RU-MOBAPP-3P	GEM 3rd Party Mobile App-Connector	1	\$ 895.50
GEM-2RU-PA	GEM PA System-Network Connector	1	\$ 895.50
GEM-2RU-SIREN	GEM Siren-Network Connector	1	\$ 2,695.50
GEM-2RU-LRAD	GEM LRAD-Network Connector	1	\$ 1,795.50
GEM-2RU-AH-Custom	AtHoc EMNS Custom API - LRAD Connector	1	\$ 5,395.50
GEM-2RU-EB-Custom	Everbridge EMNS Custom API-LRAD Connector	1	\$ 5,395.50
GEM-2RU-RV-Custom	Rave Mobile EMNS Custom API-LRAD Connector	1	\$ 5,395.50
GEM-2RU-CR-Custom	Code Red EMNS Custom API-LRAD Connector	1	\$ 5,395.50
GEM-CSTQS-SYS-5	GEM Customizable QuickSight Reporting Module (Includes 1 Rep	1	\$ 715.50
GEM-CSTQS-SYS-10	GEM Customizable QuickSight Reporting Module (Includes 1 Rep	1	\$ 1,075.50
GEM-OD-QS-SYS-1	Optional - Add 1 QuickSight Report Designer	1	\$ 355.50
GEM-OA-QS-SYS-5	Optional - Add 5 QuickSight Report Admins	1	\$ 355.50



PROFESSIONAL SERVICES FEES
Prepared for: Sourcewell

Feature #	Product Description	Qty.	Sourcewell Pricing
One Time - Professional Services Fees			
GEM-ICT-4	Dedicated Engineering Installation, Configuration and 4-Hour Training Package	1	\$ 945.25
GEM-ICT-8	Dedicated Engineering Installation, Configuration and 8-Hour Training Package	1	\$ 1,420.25
GEM-ICT-12	Dedicated Engineering Installation, Configuration and 12-Hour Training Package	1	\$ 1,895.25
GEM-ICT-16	Dedicated Engineering Installation, Configuration and 16-Hour Training Package	1	\$ 2,370.25
GEM-CITMAP-ICT-4	Dedicated Engineering Installation, Configuration Citizen Targeting via Mapping Only - 4 Hours	1	\$ 565.25
GEM-NEWMAP-ICT-8	Dedicated Engineering Design, Test and Install Campus/Building Floor Plans - Map Images - 8 Hours	1	\$ 1,895.25
GEM-IPAWS-ICT-4	Dedicated Engineering Installation, Configuration IPAWS - 4 Hours	1	\$ 565.25
GEM-MAPP-WL-8	Software Engineering - White Label Mobile App Design, Testing, App Store Approval and Upload - 8 Hours	1	\$ 945.25
GEM-SM-ICT-2	Dedicated Engineering for One Social Media Platform Configuration - 2.5 Hours	1	\$ 237.50
GEM-SM-ICT-4	Dedicated Engineering for Two Social Media Platform Configurations - 2.5 Hours	1	\$ 475.00
GEM-D-INT-8	Dedicated Engineering for 3rd Party Network Device Integration - 8 Hours	1	\$ 1,406.00
GEM-D-INT-16	Dedicated Engineering for 3rd Party Network Device Integration - 16 Hours	1	\$ 2,660.00
GEM-D-INT-24	Dedicated Engineering for 3rd Party Network Device Integration - 24 Hours	1	\$ 3,762.00
GEM-SW-APPARMOR-DAY	Dedicated Software/API Engineering for App Armor CAP Connector Development, Testing - 8 Hours	1	\$ 1,420.25
GEM-SW-ALTSBEAC-DAY	Dedicated Software/API Engineering for Alertus Beacon CAP Connector Development, Testing - 8 Hours	1	\$ 1,420.25
GEM-SW-ALSDT-DAY	Dedicated Software/API Engineering for Alertus Desktop App Connector Development, Testing - 8 Hours	1	\$ 1,420.25
GEM-SW-SSO-DAY	Dedicated Software Engineering for SSO Configuration, Testing - 8 Hours	1	\$ 1,420.25
GEM-SW-API-DAY	Dedicated Software/API Engineering for 3rd Party Connector Development, Testing - 8 Hours	1	\$ 1,420.25
GEM-SW-API-WK	Dedicated Software/API Engineering for 3rd Party Connector Development, Testing - 40 Hours	1	\$ 6,036.06
GEM-PS-DAY	Customized Professional Services, Remote - 8 Hours	1	\$ 1,325.25
GEM-PS-DAY	Customized Professional Services, Remote - 40 Hours	1	\$ 5,632.31
GEM-SVT-4	Standard 4 Hour GEMe-Virtual Training Class	1	\$ 945.25
GEM-SVT-8	Standard 8 Hour GEMe-Virtual Training Class	1	\$ 1,417.88
GEM-CVT-4	Customized 4 Hour GEMe-Virtual Training Class	1	\$ 1,895.25
GEM-CVT-8	Customized 8 Hour GEMe-Virtual Training Class	1	\$ 2,842.88

Third Party Contractor Fees			
GEM-PT-D-INT-8	Dedicated Engineering - Pitt Technologies Group - 3rd Party Network Device Integration - 8 Hours	1	
GEM-PT-SS-INT-8	Dedicated Engineering - Pitt Technologies Group, Site Survey - 3rd Party Network Devices - 8 Hours	1	
GEM-PT-SS-INT-64	Site Survey - Dedicated Engineering - Pitt Technologies Group. Includes 6 Man Days Total: 3 - 8 Hour Days on-site to survey all 4 Data Centers and Connected Buildings; 2 Travel Days; 1 Day to review and finalize recommended Campus Network Engineering Drawings	1	
GEM-PT-D-INT-5	Dedicated Engineering - Pitt Technologies Group - 3rd Party Network Device Installation and Testing - 5 Hours per LoRaWAN Gateway Per Data Center. Includes Pulling Cable from Building Telecommunications Closet to the Location best suited for Gateway Positioning (+ Lodging and Per Diem Meals-charged additionally) (+ Cables and Related Materials-charged additionally)	1	
GEM-PT-D-INT-2	Dedicated Engineering - Pitt Technologies Group - 3rd Party Network Device Installation and Testing - 2 Hours per LoRaWAN Gateway Per Data Center. Does Not Include Pulling Cable-Assumes Building Telecommunications Closet is Location best suited for Gateway Positioning (+ Lodging and Per Diem Meals-charged additionally) (+ Cables and Related Materials-charged additionally)	1	

Sourcewell Pricing - GENASYS

Product Name	Product Description	Price
100X-BLK	100X w/ hard case, MP3 controller & PTT mic, hearing protection, manual, 20 FT audio control cable, rechargeable battery and 12 FT 12VDC cigarette lighter cable (Black)	\$8,482
100X-BLK-MAG	100X-STD w/ high strength magnetic mount, hard case, MP3 controller & PTT mic, hearing protection, manual, 20 FT audio control cable, rechargeable battery and 12 FT 12VDC cigarette lighter cable (Black)	\$11,562
100X-BLK-MAG-SYS	100X-MAG w/ WIRELESS-CU-CH14, hard case, MP3 controller & PTT mic, hearing protection, manual, 20 FT audio control cable, rechargeable battery and 12 FT 12VDC cigarette lighter cable (Black)	\$16,181
TRIPOD-SYS	Medium Duty Tripod w/ Hard Case	\$3,785
100X-MNT-STUD	100X Stud Mount (converts 100X-STD for tripod use; includes hardware, yoke, stud)	\$1,293
100X-PACK-TAC	100X Tactical Pack	\$870
100X-AC-PS	AC to 12VDC Power Supply, 120 watts	\$1,558
100X-BATT	100X Battery	\$476
STREAMER	Streamer IP Module	\$3,885
WIRELESS-CU-CH14	Wireless System, Control Unit, CH14, USA & Canada	\$5,495
450XL-BLK	450XL w/ hard case, MP3 controller & PTT mic, hearing protection, manual, 12 FT DC power cable, and 20 FT audio control cable (Black)	\$24,713
450XL-TAN	450XL w/ hard case, MP3 controller & PTT mic, hearing protection, manual, 12 FT DC power cable, and 20 FT audio control cable (Tan)	\$24,713
450XL-GRY	450XL w/ hard case, MP3 controller & PTT mic, hearing protection, manual, 12 FT DC power cable, and 20 FT audio control cable (Gray)	\$24,713
BCWIRE218	LENCO Bearcat Cables	\$3,777
450XL-MNT-MAG	300X/450XL Magnetic Mount	\$3,082
MNT-HITCH	2 Inch Hitch Mount	\$5,034
MNT-SHIP	Ship Rail Mount	\$11,605
450XL-GOPRO	300X/450XL GoPro Camera	\$1,076
450XL-MAXA-TAN	450XL Maxabeam (Tan)	\$10,280
450XL-MAXA-GRY	450XL Maxabeam (Gray)	\$10,280
24V-PACK	Rechargeable 24VDC Power Pack	\$5,827