

Product Summary (detailing the items, equipment and/or services being offered for the specific product code)	New Bid Price	Old Bid Price	Bid Price Dollar Difference	New List Price	Old List Price	List Price Dollar Difference	Percentage of Increase
ACU-Z1 Next-Generation Modular Interoperability Gateway							
The ACU-Z1, with 12 slots, maintains the modular nature of the company's signature ACU product with many significant improvements such as: smaller form factor (2U), web-based user interface, virtual IP channels, embedded Dispatch functionality, IP Recorder integration, Video server integration. Includes the ACU-Z1 chassis, PSM-Z1 Power Supply Module, CPM-Z1 Control Processor/Handset Module, and up to 24 Virtual IP Channels	\$10,705.56	\$10,247.98	\$457.58	\$11,230.00	\$10,750.00	\$480.00	4.47%
Includes the ACU-Z1 chassis, PSM-Z1 Power Supply Module, CPM-Z1 Control Processor/Handset Module, and up to 24 Virtual IP Channels							
VIM-Z1 Voice Interface Module	\$1,963.80	\$1,878.00	\$85.80	\$2,060.00	\$1,970.00	\$90.00	4.57%
PSTN-Z1 Public Switched Telephone Interface Module	\$2,516.71	\$2,411.85	\$104.86	\$2,640.00	\$2,530.00	\$110.00	4.35%
CPM-Z1 Module	\$2,087.73	\$2,001.93	\$85.80	\$2,190.00	\$2,100.00	\$90.00	4.29%
PSM-Z1 Module	\$1,649.21	\$1,582.48	\$66.73	\$1,730.00	\$1,660.00	\$70.00	4.22%
ACU-Z1 HC-128 Encryption (on all RoIP and Bridge channels)	\$2,202.12	\$2,106.79	\$95.33	\$2,310.00	\$2,210.00	\$100.00	4.52%
ACU-Z1 AES-256 Encryption (on all RoIP and Bridge channels)	\$3,298.42	\$3,155.42	\$143.00	\$3,460.00	\$3,310.00	\$150.00	4.53%
ACU-M Package, AC/DC Powered							
Includes 110/220V power supply and AC/DC power cords	\$6,110.65	\$5,843.73	\$266.92	\$6,410.00	\$6,130.00	\$280.00	4.57%
Network option - enables two VoIP channels and WAIS capability	\$753.11	\$724.51	\$28.60	\$790.00	\$760.00	\$30.00	3.95%
ACU-M bundle packages VoIP/Network-enabled ACU-M bundle	\$8,074.45	\$7,731.26	\$343.19	\$8,470.00	\$8,110.00	\$360.00	4.44%
Carrying case option for ACU-M - includes battery backup and charger	\$1,382.29	\$1,325.09	\$57.20	\$1,450.00	\$1,390.00	\$60.00	4.32%
Optional spare mounting bracket	\$66.73	\$66.73	\$0.00	\$70.00	\$70.00	\$0.00	0.00%
Handset Black (includes Coiled Cord - P/N 0313-060000)	\$171.59	\$166.83	\$4.76	\$180.00	\$175.00	\$5.00	2.85%
NXU-2B (Desktop 110 VAC to +12V DC Powered 115/220 VAC 50/60Hz)	\$1,267.89	\$1,210.69	\$57.20	\$1,330.00	\$1,270.00	\$60.00	4.72%
RSP-Z2 Dual Radio (Desktop 110 VAC to +12V DC Powered 115/220 VAC 50/60Hz)	\$2,421.38	\$2,316.52	\$104.86	\$2,540.00	\$2,430.00	\$110.00	4.53%
RSP-Z2 Dual Radio HC-128 Encryption (on all RoIP and Bridge channels)	\$390.85	\$371.79	\$19.06	\$410.00	\$390.00	\$20.00	5.13%
RSP-Z2 Dual Radio AES-256 Encryption (on all RoIP and Bridge channels)	\$571.98	\$543.38	\$28.60	\$600.00	\$570.00	\$30.00	5.26%
Z2 Controller (up to 24 resources)	\$6,101.12	\$5,834.20	\$266.92	\$6,400.00	\$6,120.00	\$280.00	4.58%
Z2 Controller (up to 24 resources) HC-128 Encryption (on all RoIP and Bridge channels)	\$829.37	\$791.24	\$38.13	\$870.00	\$830.00	\$40.00	4.82%
Z2 Controller (up to 24 resources) AES-256 Encryption (on all RoIP and Bridge channels)	\$1,096.30	\$1,048.63	\$47.67	\$1,150.00	\$1,100.00	\$50.00	4.55%
Z2 Controller (up to 80 resources)	\$14,671.29	\$14,042.11	\$629.18	\$15,390.00	\$14,730.00	\$660.00	4.48%
Z2 Controller (up to 80 resources) HC-128 Encryption (on all RoIP and Bridge channels)	\$1,649.21	\$1,582.48	\$66.73	\$1,730.00	\$1,660.00	\$70.00	4.22%
Z2 Controller (up to 80 resources) AES-256 Encryption (on all RoIP and Bridge channels)	\$2,202.12	\$2,106.79	\$95.33	\$2,310.00	\$2,210.00	\$100.00	4.52%
MCC-4 Multi-Channel Desktop Console (ETC 4-button mic)	\$2,869.43	\$2,745.50	\$123.93	\$3,010.00	\$2,880.00	\$130.00	4.51%
MCC-1 Single-Channel Desktop Console (ETC 1-button mic)	\$1,954.27	\$1,868.47	\$85.80	\$2,050.00	\$1,960.00	\$90.00	4.59%
MCC-8 Eight-Channel Desktop Console (ETC 8-button mic)	\$4,966.69	\$0.00	\$4,966.69	\$5,210.00	\$0.00	\$5,210.00	#DIV/0!
MCC-12 Twelve-Channel Desktop Console (ETC 21-button mic)	\$6,186.92	\$0.00	\$6,186.92	\$6,490.00	\$0.00	\$6,490.00	#DIV/0!
SNV-12 Receiver Voter Chassis, (Rack Mount, AC/DC Powered)	\$6,549.17	\$6,263.18	\$285.99	\$6,870.00	\$6,570.00	\$300.00	4.57%
SVM-2 Site Voter Module for trad'l connections - up to 12 per chassis	\$1,124.89	\$1,077.23	\$47.66	\$1,180.00	\$1,130.00	\$50.00	4.42%
SVM-3 Site Voter Module for IP backhaul, which handles 3 QMTs/rcvrs,	\$2,030.53	\$1,944.73	\$85.80	\$2,130.00	\$2,040.00	\$90.00	4.41%
QMT-1B Single Channel Remote for Voting using IP backhaul	\$1,201.16	\$1,153.49	\$47.67	\$1,260.00	\$1,210.00	\$50.00	4.13%
PTG-10 Pilot Tone Generator	\$648.24	\$619.65	\$28.59	\$680.00	\$650.00	\$30.00	4.61%
Expansion Cable to Second Chassis (up to 24 voted sites)	\$238.33	\$228.79	\$9.54	\$250.00	\$240.00	\$10.00	4.17%
Expansion Cable to Second and Third Chassis (up to 36 voted sites)	\$390.85	\$371.79	\$19.06	\$410.00	\$390.00	\$20.00	5.13%
PSM-1A Power Supply Module	\$1,649.21	\$1,582.48	\$66.73	\$1,730.00	\$1,660.00	\$70.00	4.22%
CIM-2A Console Interface Module	\$1,306.02	\$1,248.82	\$57.20	\$1,370.00	\$1,310.00	\$60.00	4.58%
CPM-3 CPU Module	\$1,363.22	\$1,306.02	\$57.20	\$1,430.00	\$1,370.00	\$60.00	4.38%
Extender Card Assembly	\$104.86	\$104.86	\$0.00	\$110.00	\$110.00	\$0.00	0.00%