



# Sales Quote

Utility Associates Inc  
250 East Ponce De Leon Avenue  
Suite 700  
Decatur GA 30030  
(800) 597-4707  
www.utility.com

Customer Baldwin County AL Sheriff  
Date 06/18/2020  
Sales Quote# 130162  
Expires 08/01/2020  
Sales Rep Leroux, Christopher  
PO#  
Terms Net 30

## Bill To

Troy Bookout  
Johnny Davis  
Baldwin County Sheriff's Office  
18185 Raymond Fell Drive  
Robertsdale AL 36567

## Ship To

Johnny Davis  
Baldwin County Sheriff's Office  
18185 Raymond Fell Drive  
Robertsdale AL 36567

| Item                   | Description  | Quantity | Price Each    | Amount         |
|------------------------|--|----------|---------------|----------------|
| BWI-S-4003             | AVaiL Web SaaS and Warranty with 24/7 Technical Support for BodyWorn and Rocket IoT In-Car - (08/01/2020 to 07/31/2023)                            | 129      | \$5,760.00    | \$743,040.00   |
| IOTCOM-S-4003          | AVaiL Web SaaS for Rocket IoT Communications - (08/01/2020 to 07/31/2023)  | 7        | \$1,080.00    | \$7,560.00     |
| IOTCOM-S-4003          | Upgrade Existing Rocket Transport Vans to AVaiL Web SaaS for Rocket IoT Communications - (08/01/2020 to 07/31/2023)                                | 4        | \$1,080.00    | \$4,320.00     |
| IOTCOM-H-4001-X3       | Rocket IoT Communications Hardware Bundle  | 4        | \$1,200.00    | \$4,800.00     |
| DISCOUNT               | Marquee Customer Discount  | 4        | (\$1,200.00)  | (\$4,800.00)   |
| SER-D-5001             | Design, Configuration, Project Management, and Training  | 3        | \$1,359.00    | \$4,077.00     |
| BodyWorn Refresh       | BodyWorn Hardware Refresh - Deployed at the Time of Contract Execution   | 129      | \$800.00      | \$103,200.00   |
| BODY-H-303-MotoG7Power | BW Soft Shell Pouch with Lanyard/Clip, Holster and Lens- MotoG7 Power  | 129      | \$50.00       | \$6,450.00     |
| DISCOUNT               | Marquee Customer Discount  | 129      | (\$50.00)     | (\$6,450.00)   |
| DISCOUNT               | Marquee Customer Discount  | 129      | (\$800.00)    | (\$103,200.00) |
| BWH-H-4001-X           | BodyWorn Holster Sensor  | 129      | \$300.00      | \$38,700.00    |
| DISCOUNT               | Marquee Customer Discount  | 129      | (\$300.00)    | (\$38,700.00)  |
| CUSTOM                 | Past-Due Services 2016 - 2019  | 1        | \$36,096.40   | \$36,096.40    |
| DISCOUNT               | Past-Due Services 2016 - 2019 - Forgiveness Credit   | 1        | (\$36,096.40) | (\$36,096.40)  |
| DISCOUNT               | Credit for Services Paid (08/01/2020 - 10/31/2022) - Invoices: 23375, 25985, 26744, 27470, 28979 - Only Valid if Purchased Prior to August of 2020 | 1        | (\$96,400.00) | (\$96,400.00)  |

This transaction is subject to the terms and conditions laid forth in UA's Customer Service Agreement. See <https://www.bodyworn.com/service-agreement> for additional details.

Please forward all inquiries to [insidesales@utility.com](mailto:insidesales@utility.com)



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| Item     | Description  | Quantity | Price Each | Amount        |
|----------|--|----------|------------|---------------|
| CUSTOM   | CAD AVaiLWeb Integration Services - Where Applicable | 1        |            | \$10,000.00   |
| DISCOUNT | Marquee Customer Discount                            | 1        |            | (\$10,000.00) |

|                |                     |
|----------------|---------------------|
| Subtotal       | \$662,597.00        |
| Sales Tax (0%) | \$0.00              |
| <b>Total</b>   | <b>\$662,597.00</b> |

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