

October 5, 2011

Columbus, Ohio Division of Police  
Attn: Steve Saltsman  
3639 Parsons Avenue  
Columbus, OH 43207

Subject: Thor II Electronic CounterMeasure System (ECM) – System Pricing

Per your request, Sierra Nevada Corporation (SNC) is pleased to confirm the pricing for the Thor II ECM system and its associated support options.

| <b>FBI - THOR II 2011 PRICING</b>  |             |                               |                  |
|--|-------------|-------------------------------|------------------|
| <b>2011 Single System Purchase Price Including Training and 5 Yr Warranty/Maintenance Plan</b> |             |                               |                  |
| <b>FY 2011 Purchases</b>   | <b>UofM</b> | <b>2011</b>                   | <b>TOTAL</b>     |
| THOR IIF - System with ECM control device  | Each        | \$94,956                      | <b>\$94,956</b>  |
| THOR IIF - Warranty/Maintenance  | 5 Yr        | <i>Included in unit price</i> |                  |
| THOR IIF - Training  | 1 Time      | \$14,495                      | <b>\$14,495</b>  |
| <b>TOTAL PRICE</b>   |             |                               | <b>\$109,451</b> |
| <b>2011 Two System Purchase Price Including Training and 5 Yr Warranty/Maintenance Plan</b>    |             |                               |                  |
| <b>FY 2011 Purchases</b>   | <b>UofM</b> | <b>2011</b>                   | <b>TOTAL</b>     |
| THOR IIF - System with ECM control device  | Each        | \$81,522                      | <b>\$81,522</b>  |
| THOR IIF - System w/o ECM control device   | Each        | \$76,372                      | <b>\$76,372</b>  |
| THOR IIF - Warranty/Maintenance  | 5 Yr        | <i>Included in unit price</i> |                  |
| THOR IIF - Training  | 1 Time      | \$14,495                      | <b>\$14,495</b>  |
| <b>TOTAL PRICE</b>   |             |                               | <b>\$172,389</b> |

If desired, an additional ECM control device (Toughbook) can be purchased for an additional \$5,150.

The following provides additional detail regarding the system and the support options.

**A. System Configuration:**

1) Thor II FBI system kit with ECM control device includes:

- a) One Thor II FBI configuration system with transit case (P/N 117700-002)
- b) One additional Antenna (P/N SA MP80-9)
- c) One Vehicle Power Adapter Kit and cabling (VPA) (P/Ns 118889, 118986 117551)
- d) One ECM control device (Toughbook) with removable hard drive (P/N CF-31)
- e) Six Brentronics rechargeable batteries with transit case (P/N BB-2590)
- f) One Brentronics charging station with case and adapter cable (P/N BTK-70801)
- g) One Thor II harness assembly (P/N 119156-002)
- h) One set of manuals, GUI, and system software (CD), plus driver CD

2) Thor II FBI system kit without the ECM control device includes all of the above except item (d), the ECM control device (P/N CF-31)

**B. System Delivery and Maintenance:**

- 1) SNC will provide rotatable pool asset(s) to state and local entities in the event that a Thor IIF system requires maintenance and/or repair at an SNC facility.
- 2) Maintenance support includes; annual system preventative maintenance and checkout at SNC facility, plus all required maintenance and annual software upgrades, if applicable.
- 3) System maintenance covers maintenance and repair as a result of internal hardware and/or software failures, BIT corrections as a result of normal operation.
- 4) System maintenance does not cover repair resulting from misuse, mistreatment, or damage of system by operator or other personnel. Additional costs may apply.
- 5) System warranty/maintenance covers the period of 5 years from the date of receipt of hardware.
- 6) SNC warranty/maintenance plan only covers SNC hardware. COTS items (i.e., ECM control device, antenna, transit case, etc) are not covered.

**C. System Training:**

- 1) SNC training consists of 2 days training at purchaser's site to review system configuration, system operation, maintenance and theory of ECM operation, plus unlimited telephone support. Maximum class size is 12 individuals.
- 2) Training to occur within 45 days of receipt of Thor IIF system hardware.

**D. System Pricing:**

- 1) SNC requires a deposit payment of 1/3 of total price at PO placement, 1/3 at system delivery, and the remaining balance at completion of training or 45 days after delivery of Thor II hardware, whichever is earlier.
- 2) Delivery of Thor IIF systems will be 8 months ARO. Force majeure caveats apply to system delivery.

Any technical questions regarding the Thor II ECM device should be directed to Dave Ackerman at (916) 850-7065 or via email to [dave.ackerman@sncorp.com](mailto:dave.ackerman@sncorp.com). Contractual issues should be directed to the undersigned at (916) 850-7045 or via email to [lenny.taylor@sncorp.com](mailto:lenny.taylor@sncorp.com). We look forward to working with you.

Sincerely,



Lenny Taylor  
EWR Contracts Manager  
Sierra Nevada Corporation