



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.

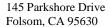
	FBI - 1	THOR II 20	11 PRICING
2011 Single System Purchase Price Inclu	ıding Trai	ning and 5	Yr Warranty/
FY 2011 Purchases	<u>UofM</u>	<u>2011</u>	TOTAL
THOR IIF - System with ECM control device	Each	\$94,956	\$94,956
THOR IIF - Warranty/Maintenance	5 Yr	Included in	unit price
THOR IIF - Training	1Time	\$14,495	<u>\$14,495</u>
TC	OTAL PRICE		\$109,451
2011 Two System Purchase Price Includ	ing Traini	ing and E V	r Warranty/M
			-
FY 2011 Purchases	<u>UofM</u>	<u>2011</u>	<u>TOTAL</u>
THOR IIF - System with ECM control device	Each	\$81,522	\$81,522
THOR IIF - System w/o ECM control device	Each	\$76,372	\$76,372
THOR IIF - Warranty/Maintenance	5 Yr	Included in	unit price
THOR IIF - Training	1Time	\$14,495	<u>\$14,495</u>
тс	OTAL PRICE		\$172,389

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 rotable 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 <a href="mailto:dave.ackerman@sncorp.com">dave.ackerman@sncorp.com</a>. Contractual issues should be directed to the undersigned at (916) 850-7045 or via email to <a href="mailto:lenny.taylor@sncorp.com">lenny.taylor@sncorp.com</a>. We look forward to working with you.

Sincerely,

Lenny Taylor

EWR Contracts Manager Sierra Nevada Corporation