

**Public Safety/Law Enforcement Video and Vehicle Mounted Equipment
Attachment D Band 3 - Pricing Workbook**

OK - MA - 145 - BAND 3 - Video Storage, Data Security, Software, and Peripherals - CATALOG/PERCENTAGE DISCOUNT

Supplier Name: Panasonic System Communications Company of North America, Division of Panasonic Corporation of North American (PSCNA)

1. BASELINE PRICING

Identify Baseline/List pricing Utilized

Panasonic System Communications Company of North America, Division of Panasonic Corporation of North American (PSCNA)
United States
Panasonic SRP Pricing

Additional attachments for Storage pricing information

2. BAND DISCOUNT

In space provided below, list the discount percentage you will be bidding for each category of Band 2 products.

If offering a range of discount, i.e., 10 - 80%, only the lowest discount will be evaluated.

CATEGORY:	DISCOUNT
For Panasonic FreezeRay Cold Storage	12% off of SRP
For Panasonic Arbitrator Azure Cloud Storage	0% off of SRP
For NAS Storage	0% off of SRP
For SAN Storage	0% off of SRP
For Server Storage	0% off of SRP

3. VOLUME DISCOUNTS

CATEGORY:	Volume	DISCOUNT
<p>We are pleased to offer additional discount per customer transaction once the quantity of units reaches over 100. The discount and components of the customer transaction will be decided based on each unique customer configuration</p>		

and specific to that customer's solution.

Each configuration is unique for storage and is typically customized per the customer's requirements and specifications.

4. ADDITIONAL DISCOUNTS OFFERED

CATEGORY:		DISCOUNT

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Supplier Name: Panasonic System Communications Company of North America, Division of Panasonic Corporation of North American (PSCNA)

Cost Scenarios - Due to the complexity of this initiative, and to allow for new technology and expanding product lines, this section contains different situations which allow the experienced supplier to propose their total suggested project for different types of end users which will be using this contract.

Proposers shall offer solutions for outfitting police and other public safety entities with a turnkey video solution based on the following four (4) examples of law enforcement agency sizes.

Small	{ 1 to 25 Officers}
Medium	{26 to 200 Officers}
Large	{201 to 1000 Officers}
X-Large	{1001+ Officers}

Each Scenario must include good, better, and best technologies. Respondents are reminded that this is a National contract, from small rural local groups to the largest Metropolitan forces. Different styles and budgets are highly anticipated.

Systems should be priced as one complete project, to include all suggested equipment priced per unit, project set up, installation, training, software, storage, and any other equipment relevant to the proposed system. Scenarios should include both self hosted and secured cloud storage solutions if available. (Band 3 only?)

Please provide an itemized cost breakdown for each component.

										LB-AL20ANG	DA manager (Linux)	25714.29	22628.58	LB-AL20ANG	DA manager (Linux)	25714.29	22628.57
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Server (20TB-28 TB)			Server (20TB-28 TB)			Server (41TB-48TB)			Server (83TB-96TB)						
SY2-82023-00	HP DL380 Gen9 12LFF CTO Server U.S. - 28 TB English localization HPE DL380 Gen9 E5-2640v4 FIO Kit HPE 32GB 2Rw4 PC4-2400T-R Kit Factory integrated HP DL380 Gen9 3LFF Rear SAS/SATA Kit Factory integrated HPE 4TB 6G SATA 7.2K LFF MDL SC HDD Factory integrated HP 1.83m 10A C13-UL US Pwr Cord Factory integrated HP DL380 Gen9 P840/440 SAS Cable Kit Factory integrated HP DL380 Gen9 12LFF SAS Cable Kit Factory integrated HP 2U Security Bezel Kit Factory integrated HP 2U LFF Easy Install Rail Kit Factory integrated HPE Smart Array P840ar/2G Controller Factory integrated HP 800W FS T1 Ht Plg Pwr Supply Kit Factory integrated HP Raid 5 Drive 1 FIO Setting HPE LO Adv incl 3yr TSU 1-Svr Lic Factory integrated HPE 3Y Foundation Care 24x7 wDMR Service HPE ProLiant DL380 Gen9 Support HPE Installation Service HPE 300 Series Installation Service	\$16,853.01	16853.01	SY2-82023-00	HP DL380 Gen9 12LFF CTO Server U.S. - 28 TB English localization HPE DL380 Gen9 E5-2640v4 FIO Kit HPE 32GB 2Rw4 PC4-2400T-R Kit Factory integrated HP DL380 Gen9 3LFF Rear SAS/SATA Kit Factory integrated HPE 4TB 6G SATA 7.2K LFF MDL SC HDD Factory integrated HP 1.83m 10A C13-UL US Pwr Cord Factory integrated HP DL380 Gen9 P840/440 SAS Cable Kit Factory integrated HP DL380 Gen9 12LFF SAS Cable Kit Factory integrated HP 2U Security Bezel Kit Factory integrated HP 2U LFF Easy Install Rail Kit Factory integrated HPE Smart Array P840ar/2G Controller Factory integrated HP 800W FS T1 Ht Plg Pwr Supply Kit Factory integrated HP Raid 5 Drive 1 FIO Setting HPE LO Adv incl 3yr TSU 1-Svr Lic Factory integrated HPE 3Y Foundation Care 24x7 wDMR Service HPE ProLiant DL380 Gen9 Support HPE Installation Service HPE 300 Series Installation Service	16853.01	16853.01	SY2-82025-00	HP DL380 Gen9 12LFF CTO Server U.S. - English localization HPE DL380 Gen9 E5-2640v4 FIO Kit HPE DL380 Gen9 E5-2640v4 Kit Factory integrated HPE 32GB 2Rw4 PC4-2400T-R Kit Factory integrated HP DL380 Gen9 3LFF Rear SAS/SATA Kit Factory integrated HP 4TB 6G SATA 7.2K LFF MDL SC HDD Factory integrated HP 1.83m 10A C13-UL US Pwr Cord Factory integrated HP DL380 Gen9 P840/440 SAS Cable Kit Factory integrated HP DL380 Gen9 12LFF SAS Cable Kit Factory integrated HP 2U Security Bezel Kit Factory integrated HP 2U LFF Easy Install Rail Kit Factory integrated HPE Smart Array P840ar/2G Controller Factory integrated HP 800W FS T1 Ht Plg Pwr Supply Kit Factory integrated HP Raid 5 Drive 1 FIO Setting HPE LO Adv incl 3yr TSU 1-Svr Lic Factory integrated HPE 3Y Foundation Care 24x7 wDMR Service HPE ProLiant DL380 Gen9 Support HPE Installation Service HPE 300 Series Installation Service	27248.02	27248.02	SY2-82033-00	HP DL380 Gen9 12LFF CTO Server U.S. - English localization HPE DL380 Gen9 E5-2640v4 FIO Kit HPE DL380 Gen9 E5-2640v4 Kit Factory integrated HPE 32GB 2Rw4 PC4-2400T-R Kit Factory integrated HP DL380 Gen9 3LFF Rear SAS/SATA Kit Factory integrated HP 4TB 6G SATA 7.2K LFF MDL SC HDD Factory integrated HP 1.83m 10A C13-UL US Pwr Cord Factory integrated HP DL380 Gen9 P840/440 SAS Cable Kit Factory integrated HP DL380 Gen9 12LFF SAS Cable Kit Factory integrated HP 2U Security Bezel Kit Factory integrated HP 2U LFF Easy Install Rail Kit Factory integrated HPE Smart Array P840ar/2G Controller Factory integrated HP 800W FS T1 Ht Plg Pwr Supply Kit Factory integrated HP Raid 5 Drive 1 FIO Setting HPE LO Adv incl 3yr TSU 1-Svr Lic Factory integrated HPE 3Y Foundation Care 24x7 wDMR Service HPE ProLiant DL380 Gen9 Support HPE Installation Service HPE 300 Series Installation Service	35593.01	35593.01

					LB-DH80FOG	Base Unit(with DA Manager)	73625.00	64790.00	LB-DH80FOG	Base Unit(with DA Manager)	73625.00	64790.00	LB-DH80FOG	Base Unit(with DA Manager)	73625.00	64790.00
					LB-DH80A0GV	Base Unit (Exclude DA manager)	46000.00	40480.00	LB-DH80A0GV	Base Unit (Exclude DA manager)	46000.00	40480.00	LB-DH80A0GV	Base Unit (Exclude DA manager)	46000.00	40480.00
					LB-DH80S0GV	Base Unit (Exclude DA manager)	46000.00	40480.00	LB-DH80S0GV	Base Unit (Exclude DA manager)	46000.00	40480.00	LB-DH80S0GV	Base Unit (Exclude DA manager)	46000.00	40480.00
					LB-DH80FOGV	Base Unit (Exclude DA manager)	48625.00	42790.00	LB-DH80FOGV	Base Unit (Exclude DA manager)	48625.00	42790.00	LB-DH80FOGV	Base Unit (Exclude DA manager)	48625.00	42790.00
					LM-BM12LB30	100GB 30 pack Magazine	5400.00	4752.00	LM-BM12LB30	100GB 30 pack Magazine	5400.00	4752.00	LM-BM12LB30	100GB 30 pack Magazine	5400.00	4752.00
					LM-BM12LB5	100GB 5 pack Magazine	930.00	792.00	LM-BM12LB5	100GB 5 pack Magazine	930.00	792.00	LM-BM12LB5	100GB 5 pack Magazine	930.00	792.00
					LM-BM12LB16	100GB 16 pack Magazine	2880.00	2534.40	LM-BM12LB16	100GB 16 pack Magazine	2880.00	2534.40	LM-BM12LB16	100GB 16 pack Magazine	2880.00	2534.40
					LB-DH82Z0G	Expansion Unit (Exclude drive)	8750.00	7700.00	LB-DH82Z0G	Expansion Unit (Exclude drive)	8750.00	7700.00	LB-DH82Z0G	Expansion Unit (Exclude drive)	8750.00	7700.00
					LB-DH82A0G	Expansion Unit (Include drives)	45000.00	39600.00	LB-DH82A0G	Expansion Unit (Include drives)	45000.00	39600.00	LB-DH82A0G	Expansion Unit (Include drives)	45000.00	39600.00
					LB-DH82S0G	Expansion Unit (Include drives)	45000.00	39600.00	LB-DH82S0G	Expansion Unit (Include drives)	45000.00	39600.00	LB-DH82S0G	Expansion Unit (Include drives)	45000.00	39600.00
					LB-DH82FOG	Expansion Unit (Include drives)	47625.00	41910.00	LB-DH82FOG	Expansion Unit (Include drives)	47625.00	41910.00	LB-DH82FOG	Expansion Unit (Include drives)	47625.00	41910.00
					LB-XDR2A0G	Drive Unit (for Expansion)	36250.00	31900.00	LB-XDR2A0G	Drive Unit (for Expansion)	36250.00	31900.00	LB-XDR2A0G	Drive Unit (for Expansion)	36250.00	31900.00
					LB-XDR2S0G	Drive Unit (for Expansion)	36250.00	31900.00	LB-XDR2S0G	Drive Unit (for Expansion)	36250.00	31900.00	LB-XDR2S0G	Drive Unit (for Expansion)	36250.00	31900.00
					LB-XDR2FOG	Drive Unit (for Expansion)	38875.00	34210.00	LB-XDR2FOG	Drive Unit (for Expansion)	38875.00	34210.00	LB-XDR2FOG	Drive Unit (for Expansion)	38875.00	34210.00
					LB-DF71A0G	DA3 Base Unit	45142.86	39725.71	LB-DF71A0G	DA3 Base Unit	45142.86	39725.71	LB-DF71A0G	DA3 Base Unit	45142.86	39725.71
					LB-DF8121G	DA3 Bottom Unit	9714.29	8548.57	LB-DF8121G	DA3 Bottom Unit	9714.29	8548.57	LB-DF8121G	DA3 Bottom Unit	9714.29	8548.57
					LB-DH82Z1G	DA3 Expansion Unit no drive	9429.57	8297.14	LB-DH82Z1G	DA3 Expansion Unit no drive	9429.57	8297.14	LB-DH82Z1G	DA3 Expansion Unit no drive	9429.57	8297.14
					LB-DH72A0G	DA3 Expansion Unit with drive	44000.00	38720.00	LB-DH72A0G	DA3 Expansion Unit with drive	44000.00	38720.00	LB-DH72A0G	DA3 Expansion Unit with drive	44000.00	38720.00
					LM-BM36XB30	300GB 30 pack Magazine	7500.00	6600.00	LM-BM36XB30	300GB 30 pack Magazine	7500.00	6600.00	LM-BM36XB30	300GB 30 pack Magazine	7500.00	6600.00
					LM-BM36XB16	300GB 16 pack Magazine	4000.00	3520.00	LM-BM36XB16	300GB 16 pack Magazine	4000.00	3520.00	LM-BM36XB16	300GB 16 pack Magazine	4000.00	3520.00
					LM-BM36XB5	300GB 5 pack Magazine	1250.00	1100.00	LM-BM36XB5	300GB 5 pack Magazine	1250.00	1100.00	LM-BM36XB5	300GB 5 pack Magazine	1250.00	1100.00
					LB-AL20ANG	DA manager (Linux)	25714.29	22628.57	LB-AL20ANG	DA manager (Linux)	25714.29	22628.57	LB-AL20ANG	DA manager (Linux)	25714.29	22628.57

Server (20TB-28 TB)		Server (41TB-48TB)		Server (83TB-96TB)		Server (168TB-196TB)									
SYZ-82023-00	HP DL380 Gen9 12LFF CTO Server U.S. - 38 TB English localization HPE DL380 Gen9 E5-2640v4 FIO Kit HPE 32GB 2Rx4 PC4-2400T-R Kit Factory integrated HP DL380 Gen9 3LFF Rear SAS/SATA Kit Factory integrated HPE 4TB 6G SATA 7.2K LFF MDL SC HDD Factory integrated HP 1.83m 10A C13-UL US Pwr Cord Factory integrated HP DL380 Gen9 P840/440 SAS Cable Kit Factory integrated HP DL380 Gen9 12LFF SAS Cable Kit Factory integrated HP 2U Security Bezel Kit Factory integrated HP 2U LFF Easy Install Rail Kit Factory integrated HPE Smart Array P840ar/2G Controller Factory integrated HP 800W FS Ti Ht Plg Pwr Supply Kit Factory integrated HP Raid 5 Drive 1 FIO Setting HPE iLO Adv incl 3yr TSU 1-Svr Lic Factory integrated HPE 3Y Foundation Care 24x7 wDMR	16853.01	16853.01	SYZ-82025-00	HP DL380 Gen9 12LFF CTO Server U.S. - English localization HPE DL380 Gen9 E5-2640v4 FIO Kit HPE DL380 Gen9 E5-2640v4 Kit Factory integrated HPE 32GB 2Rx4 PC4-2400T-R Kit Factory integrated HP DL380 Gen9 3LFF Rear SAS/SATA Kit Factory integrated HP 8TB 12G SAS 7.2K 3.5in 512e SC HDD Factory integrated HP 1.83m 10A C13-UL US Pwr Cord Factory integrated HP DL380 Gen9 P840/440 SAS Cable Kit Factory integrated HP DL380 Gen9 12LFF SAS Cable Kit Factory integrated HP 2U Security Bezel Kit Factory integrated HP 2U LFF Easy Install Rail Kit Factory integrated HPE Smart Array P840ar/2G Controller Factory integrated HP 800W FS Ti Ht Plg Pwr Supply Kit Factory integrated HP Raid 5 Drive 1 FIO Setting HPE iLO Adv incl 3yr TSU 1-Svr Lic Factory integrated HPE 3Y Foundation Care 24x7 wDMR	27248.02	27248.02	SYZ-82033-00	HP DL380 Gen9 12LFF CTO Server U.S. - English localization HPE DL380 Gen9 E5-2640v4 FIO Kit HPE DL380 Gen9 E5-2640v4 Kit Factory integrated HPE 32GB 2Rx4 PC4-2400T-R Kit Factory integrated HP DL380 Gen9 3LFF Rear SAS/SATA Kit Factory integrated HP 8TB 12G SAS 7.2K 3.5in 512e SC HDD Factory integrated HP 1.83m 10A C13-UL US Pwr Cord Factory integrated HP DL380 Gen9 P840/440 SAS Cable Kit Factory integrated HP DL380 Gen9 12LFF SAS Cable Kit Factory integrated HP 2U Security Bezel Kit Factory integrated HP 2U LFF Easy Install Rail Kit Factory integrated HPE Smart Array P840ar/2G Controller Factory integrated HPE Smart Array P840ar/2G Controller Factory integrated HP 800W FS Ti Ht Plg Pwr Supply Kit Factory integrated HP Raid 5 Drive 1 FIO Setting HPE iLO Adv incl 3yr TSU 1-Svr Lic Factory integrated HPE 3Y Foundation Care 24x7 wDMR	35593.01	35593.01	SYZ-82044-00	HP DL380 Gen9 12LFF CTO Server U.S. - English localization HPE DL380 Gen9 E5-2640v4 FIO Kit HPE DL380 Gen9 E5-2640v4 Kit Factory integrated HPE 32GB 2Rx4 PC4-2400T-R Kit Factory integrated HP DL380 Gen9 3LFF Rear SAS/SATA Kit Factory integrated HP 8TB 12G SAS 7.2K 3.5in 512e SC HDD Factory integrated HP 1.83m 10A C13-UL US Pwr Cord Factory integrated HP DL380 Gen9 P840/440 SAS Cable Kit Factory integrated HP DL380 Gen9 12LFF SAS Cable Kit Factory integrated HP 2U Security Bezel Kit Factory integrated HP 2U LFF Easy Install Rail Kit Factory integrated HPE Smart Array P840ar/2G Controller Factory integrated HP 800W FS Ti Ht Plg Pwr Supply Kit Factory integrated HPE iLO Adv incl 3yr TSU 1-Svr Lic Factory integrated	63714.01	63714.01

Server (837B-967B)				Server (168TB-196TB)				Server (325TB)				Server (660TB)			
SY2-82033-00	HP DL380 Gen9 12LFF CTO Server U.S. - English localization HPE DL380 Gen9 E5-2640v4 FIO Kit HPE DL380 Gen9 E5-2640v4 Kit Factory integrated HPE 32GB 2Rx4 PC4-2400T-R Kit Factory integrated HP DL380 Gen9 3LFF Rear SAS/SATA Kit Factory integrated HP 8TB 12G SAS 7.2K 3.5in 512e SC HDD Factory integrated HP 1.53m 10A C13-UL US Pwr Cord Factory integrated HP DL380 Gen9 P840/440 SAS Cable Kit Factory integrated HP DL380 Gen9 12LFF SAS Cable Kit Factory integrated HP 2U Security Bezel Kit Factory integrated HP 2U LFF Easy Install Rail Kit Factory integrated HPE Smart Array P840ar/2G Controller Factory integrated HP 800W FS TI Hl Plg Pwr Supply Kit Factory integrated HP Raid 5 Drive 1 FIO Setting HPE ILO Adv Incl 3yr TSU 1-Svr Lic	35593.01	35593.01	SY2-82044-00	HP DL380 Gen9 12LFF CTO Server U.S. - English localization HPE DL380 Gen9 E5-2640v4 FIO Kit Factory integrated HPE 32GB 2Rx4 PC4-2400T-R Kit Factory integrated HP DL380 Gen9 3LFF Rear SAS/SATA Kit Factory integrated HP 8TB 12G SAS 7.2K 3.5in 512e SC HDD Factory integrated HP 1.53m 10A C13-UL US Pwr Cord Factory integrated HP Smart Array P441/4G Controller Factory integrated HP DL380 Gen9 P840/440 SAS Cable Kit Factory integrated HP DL380 Gen9 12LFF SAS Cable Kit Factory integrated HP 2U Security Bezel Kit Factory integrated HP 2U LFF Easy Install Rail Kit Factory integrated HPE Smart Array P840ar/2G Controller Factory integrated HP 800W FS TI Hl Plg Pwr Supply Kit Factory integrated	63714.01	63714.01	SY2-82052-00	HP DL380 Gen9 12LFF CTO Server U.S. - English localization HPE DL380 Gen9 E5-2640v4 FIO Kit HPE DL380 Gen9 E5-2640v4 Kit Factory integrated HPE 32GB 2Rx4 PC4-2400T-R Kit Factory integrated HP DL380 Gen9 3LFF Rear SAS/SATA Kit Factory integrated HP 8TB 12G SAS 7.2K 3.5in 512e SC HDD Factory integrated HP 1.53m 10A C13-UL US Pwr Cord Factory integrated HP DL380 Gen9 P840/440 SAS Cable Kit Factory integrated HP DL380 Gen9 12LFF SAS Cable Kit Factory integrated HP Smart Array P841/4G Controller Factory integrated HP 2U Security Bezel Kit Factory integrated HP 2U LFF Easy Install Rail Kit Factory integrated HPE Smart Array P840ar/2G Controller Factory integrated HP 800W FS TI Hl Plg Pwr Supply Kit Factory integrated HP Raid 5 Drive 1 FIO Setting HPE ILO Adv Incl 3yr TSU 1-Svr Lic Factory integrated	111982.01	111982.01	SY2-82067-00	HP DL380 Gen9 12LFF CTO Server U.S. - English localization HPE DL380 Gen9 E5-2640v4 FIO Kit HPE DL380 Gen9 E5-2640v4 Kit Factory integrated HPE 32GB 2Rx4 PC4-2400T-R Kit Factory integrated HP DL380 Gen9 3LFF Rear SAS/SATA Kit Factory integrated HP 8TB 12G SAS 7.2K 3.5in 512e SC HDD Factory integrated HP 1.53m 10A C13-UL US Pwr Cord Factory integrated HP DL380 Gen9 P840/440 SAS Cable Kit Factory integrated HP DL380 Gen9 12LFF SAS Cable Kit Factory integrated HP Smart Array P841/4G Controller Factory integrated HP 2U Security Bezel Kit Factory integrated HP Smart Array P841/4G Controller Factory integrated HP 2U Security Bezel Kit Factory integrated HPE Smart Array P840ar/2G Controller Factory integrated HP 800W FS TI Hl Plg Pwr Supply Kit Factory integrated HP Smart Array P840ar/2G Controller Factory integrated HP 800W FS TI Hl Plg Pwr Supply Kit Factory integrated	205,331.01	205331.01