



August 21, 2015

Rick Taylor
Genetec
Regional Sales Manager
2280 Alfred Nobel Boulevard
Montreal, QC Canada H4S 2A4

Dear Jim-

It was nice seeing you on Tuesday. As discussed, Genetec values the City of Aurora as a customer and would like to offer price concessions that would provide significant savings to the City. Genetec only sells through an authorized system integrator network. Your preferred provider Advent Systems is a unified elite dealer, which is our highest level dealer and they buy at the highest discount.

Genetec would like to offer an additional 10% off what Advent is currently buying at, and this additional savings would be passed onto the City of Aurora. Genetec will also provide all of the Federated Directories free of charge. The Federated Directory is a license that is needed for each additional site that is added to the software. The part number for the Federated Directory is GSC-1SCFED and the MSRP cost for this part is \$1,000.00. This discounting will provide significant savings and will be available only through your preferred provider Advent Systems.

Another vehicle for purchasing Genetec software would be the General Services Administration (GSA) pricing. This pricing can be found at the below URL:

https://www.gsaadvantage.gov/ref_text/GS35F0284U/00MO3C.373KJ8_GS-35F-0284U_GENETEC_TERMSP096JULY2015.PDF

The GSA pricelist is a fantastic vehicle to purchase, but the negotiated pricing summarized above would be a better option due to the better discounting and the no charge federated directories being provided.

Please let me know what additional questions you may have.

Sincerely,

Rick Taylor