

There is an included document entitled

QRT-3 Financial Matters Response Roadmap Document

which gives a guide to the various financial model workbooks included with Cogent's response.

The above document describes the variant bid financial model workbooks and includes an overview of the value added features and assumptions made.

The current financial model workbook contains specific assumptions within the individual worksheets to which they are relevant.

The overhead rates shown herein are a subset (specially lessened for this procurement) of the fringe benefit rate, G&A expense rate and OH rations calculated and certified by Cogent's external auditors and accountants

Calculations are based on FY2008 audited Financial Statements, See SEC Filing, Form 10K

Fringe (allocated to all Depts based on salary and headcount)

401(k) Contribution
Bonus
Dental
Life
Medical
Payroll Taxes
Vacation
Vision

COS

Employees working directly on customer projects
Bonus and Fringe for COS are charged directly to customer

G&A

Legal, Accounting, Human Resources and other administrative indirect costs

R&D

Research & Development Costs are allocated to Software License fees

S&M

Selling & Marketing indirect costs

OVERHEAD

Overhead is allocated to all Departments (COS, G&A, S&M) based on an allocation model which considers facility square footage, Salary and headcount includes:

Advertising
Bank Charges
Books & Publications
Commission
Conferences & Seminars
Depreciation
Dues & Memberships
Employee Development
Employee Morale
Insurance
Intangibles
Labor
Non Cap Software
Office Maintenance
Postage & freight
Promotion
Property Tax
Public Relations
Recruiting
Rent
Reproduction & Printing
Services, Consultants, Temps
Subscriptions
Supplies & Equip
Taxes
Telephone
Telephone - Cellular
Tradeshaw
Travel
Utilities

LABOR for entire company

40000-00-01-401 - Cost of Sales - Labor (MAIN, Corp, COS Mt)
40000-00-04-401 - Cost of Sales - Labor (MAIN, Taiw, COS Mt)
40000-00-01-402 - Cost of Sales - Labor (MAIN, Corp, COS Sv)
40000-00-01-403 - Cost of Sales - Labor (MAIN, Corp, COS Prd)
70000-00-01-700 - G & A Labor (MAIN, Corp, G&A Ex)
70000-00-02-701 - G & A Labor (MAIN, Aust, G&A FA)
50000-00-01-500 - R & D Labor (MAIN, Corp, R&D Ex)
60000-00-01-600 - Sales - Labor (MAIN, Corp, Sales Ex)
60000-00-02-600 - Sales - Labor (MAIN, Aust, Sales Ex)
40000-00-05-401 - Cost of Sales - Labor
40000-00-05-402 - Cost of Sales - Labor
70000-00-05-700 - G & A Labor
60000-00-05-600 - Sales - Labor
65000-00-01-654 - Marketing - Labor (MAIN, Corp, Mark BD)

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LABOR COS ONLY

\$

Fringe	COS	G&A	S&M

DEPT	CATEGORY	Balance
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COS		
	Depreciation	\$
	Intangibles	\$
	Occupancy	\$
	Other	\$
	Supplies & Equip	\$
	Travel	\$
	bonus	\$
	Fringe	\$
COS Total		\$

G&A		
	Depreciation	\$
	Insurance	\$
	Legal & Accounting	\$
	Occupancy	\$
	Other	\$
	Services, Consultants, Temps	\$
	Supplies & Equip	\$
	Taxes	\$
	Travel	\$
	Labor	\$
	Fringe	\$
G&A Total		\$

R&D		
	Depreciation	
	Occupancy	
	Other	
	R&D	
	Services, Consultants, Temps	
	Supplies & Equip	
	Travel	
	Labor	
	bonus	
	Fringe	
R&D Total		\$ -

0.00%

S&M		
	Depreciation	\$
	Fringe	\$
	Occupancy	\$
	Other	\$
	Supplies & Equip	\$
	Travel	\$
S&M Total		\$

Grand Total

Cogent Systems, Inc
Software Licensing Costs
Through 2008

COST OF REVENUE									
	2008	2007	2006	2005	2004	2003	2002	2001	Average
Product									
Maint/Svc									
Total Cost of Revenue									
R&D									
R&D as a % of COS									

Total Cost	2009/2010				2010/2011				2011/2012				2012/2013				2013/2014		2014/2015				2015/2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
																			Two Year Extension Period							
Third Party Contract set up					-	-	-	-	-	-	-	-	-	-	-	-										
Third Party Contract run out																										
Capital item Charge																										
Spares Holdings Charge																										
Total Termination For Convenience Charge																										

Notes & Assumptions

- 1 Cogent will only seek to recover "real and actual" costs associated with Termination for Convenience from the Authority
- 2 Cogent will not seek to recover any "lost profit" or to levy any penalty associated with Termination for Convenience
- 3 For capital items which have not been purchased or leased by the Authority or Beneficiaries then a charge based on 50% of the outstanding net asset value of the item will be charged, this being an estimate of the Salvage value - capital items are amortised over three years.
- 4 Cogent will not seek to charge for its own legal, administrative and personnel charges associated with the Termination for Convenience
- 5 Termination Charges in the Service Period Extension will only be incurred if such an extension occurs
- 6 The values above have been shown by quarter but will be calculated on a day-by-day basis using the agreed Termination Date (Date of Notification plus 30 days Notice Period)

Cost and Income Model - the back end (SD5)

£'000	2009/10			2010/11					2011/12	2012/13	2013/14	Ext. Year1	Ext. Year2
	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total					
Number of Active Devices													
Direct Costs													
Revenue Costs													
Staff costs			-										
Staff Fringe Benefits													
Subcontractor costs			-					-				-	-
Software Licences Maintenance			-					-					
Hardware maintenance													
Programme management													
PM Fringe Benefits													
Other direct revenue costs (Labor OH)													
Total Revenue costs	-												
Indirect Costs													
Overheads			-					-					
Financing Costs			-					-					
Other indirect costs RISK			-					-					
Total Indirect Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital Costs													
Hardware (servers etc)													
Server Room electrical costs													
Server room costs													
Software Licences													
R&D			-					-					
Software development			-					-					
Other direct capital costs			-					-					
Total Capital Costs													
Total Costs													
Charges													
Revenue Charges			-					-					
Milestone Charges													
Milestone 1 (HW install)													
Milestone 2 (Core Capability)			-										
Milestone 3 (IOC)			-										
Milestone 4 (Post-IOC)			-										
Milestone 5 (FOC)			-										
Total milestone charges	-			-		-	-			-			
Total Charges	-	980.56	980.56	-	760.47	-	-	760.47	677.15	-	1,266.42	586.24	586.24

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	101	102	103	104	105	106	107	108	109	110	111	112	113	114	115	116	117	118	119	120	121	122	123	124	125	126	127	128	129	130	131	132	133	134	135	136	137	138	139	140	141	142	143	144	145	146	147	148	149	150	151	152	153	154	155	156	157	158	159	160	161	162	163	164	165	166	167	168	169	170	171	172	173	174	175	176	177	178	179	180	181	182	183	184	185	186	187	188	189	190	191	192	193	194	195	196	197	198	199	200	201	202	203	204	205	206	207	208	209	210	211	212	213	214	215	216	217	218	219	220	221	222	223	224	225	226	227	228	229	230	231	232	233	234	235	236	237	238	239	240	241	242	243	244	245	246	247	248	249	250	251	252	253	254	255	256	257	258	259	260	261	262	263	264	265	266	267	268	269	270	271	272	273	274	275	276	277	278	279	280	281	282	283	284	285	286	287	288	289	290	291	292	293	294	295	296	297	298	299	300	301	302	303	304	305	306	307	308	309	310	311	312	313	314	315	316	317	318	319	320	321	322	323	324	325	326	327	328	329	330	331	332	333	334	335	336	337	338	339	340	341	342	343	344	345	346	347	348	349	350	351	352	353	354	355	356	357	358	359	360	361	362	363	364	365	366	367	368	369	370	371	372	373	374	375	376	377	378	379	380	381	382	383	384	385	386	387	388	389	390	391	392	393	394	395	396	397	398	399	400	401	402	403	404	405	406	407	408	409	410	411	412	413	414	415	416	417	418	419	420	421	422	423	424	425	426	427	428	429	430	431	432	433	434	435	436	437	438	439	440	441	442	443	444	445	446	447	448	449	450	451	452	453	454	455	456	457	458	459	460	461	462	463	464	465	466	467	468	469	470	471	472	473	474	475	476	477	478	479	480	481	482	483	484	485	486	487	488	489	490	491	492	493	494	495	496	497	498	499	500	501	502	503	504	505	506	507	508	509	510	511	512	513	514	515	516	517	518	519	520	521	522	523	524	5
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[illegible]

		Core Capability Programme Management	Core Capability Staff	IOC Programme Management	IOC Staff Labour	Post - IOC Programme Management	Post -IOC Staff Labour	Management Extension Days per year	Staff Extension Days per year	Total SD2	Basic daily Rate for grade	Core Capability sub total	IOC Sub total	Post-IOC sub total	Extension Years	Total basic cost by grade
SD6 Design Assurance		Days	Days	Days	Days	Days	Days		Days	Total Days						
Job Descr	Days	Days	Days	Days	Days	Days	Days		Days	Total Days						
Project Manager										0		0				£0
Service Delivery Manager								80		80		0	0	0	80	£8000
Security Manager										0		0	0	0	0	£0
Tester										0		0	0	0	0	£0
Documentation										0		0	0	0	0	£0
Test Manager										0		0	0	0	0	£0
System Analyst (Requirements Analysis)										0		0	0	0	0	£0
Service Delivery Project Analyst									80	80		0	0	0	80	£8000
Development Engineer Sr.										0		0	0	0	0	£0
QA Manager (Design Assurance)										0		0	0	0	0	£0
PMO Admin									80	80		0	0	0	80	£8000
IT Security Officer									80	80		0	0	0	80	£8000
Service Delivery Analyst									48	48		0	0	0	48	£4800
Service Delivery Tech Support									240	240		0	0	0	240	£24000
Service Delivery Tech Support Lead									240	240		0	0	0	240	£24000
Total Days	0	0	0	0	0	0	0	0	768	768						£76800
Costs																
Total Direct		£0	£0	£0	£0	£0	£0									
Fringe Costs		£0	£0	£0	£0	£0	£0									
Overheads		£0	£0	£0	£0	£0	£0									
Total Labour	£0	£0	£0	£0	£0	£0	£0			£0						

Assumptions

Labour rates have increased by 10% over the three years

During the extension period all staff are one third time except the Service Delivery Analyst who is one fifth time

Cashflow
DCF Charging Model
£'000

Back end / matching

Total Charges

Discounted Total charges

NPV

Discount rate

2009/10			2010/11					2011/12	2012/13	2013/14	Total
Q3	Q4	Total	Q1	Q2	Q3	Q4	Total				
-			-		-	-			-		
-			-		-	-			-		
									-		

Product Name	Product Part Number	
Cogent Mobile Gateway Server License	MIDS-MGW-SVL	
Cogent Mobile Gateway Client License	MIDS-MGW-CTL	

Assumption

1. Assume that the server would be co-located in the server rack with the SD5 hardware.

Cost and Income Model - the back end (SD5)

£'000	2009/10			2010/11				2011/12	2012/13	2013/14	Total
	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total			
Number of Active Devices											
Direct Costs											
Revenue Costs											
Staff costs			-								
Staff Fringe Benefits			-								
Subcontractor costs			-								
Software Licences Maintenance			-								
Hardware maintenance			-								
Programme management			-								
PM Fringe Benefits			-								
Other direct revenue costs (Labor OH)			-								
Total Revenue costs	-										
Indirect Costs											
Overheads			-								
Financing Costs			-								
Other indirect costs RISK			-								
Total Indirect Costs	-	-	-	-	-	-	-	-	-	-	-
Capital Costs											
Hardware (servers etc)											
Server Room electrical costs											
Server room costs											
Software Licences											
R&D											
Software development											
Other direct capital costs											
Total Capital Costs											
Total Costs											
Charges											
Revenue Charges			-								
Milestone Charges											
Milestone 1 (H/W install)											
Milestone 2 (Core Capability)											
Milestone 3 (IOC)											
Milestone 4 (Post-IOC)											
Milestone 5 (FOC)											
Total milestone charges	-			-		-	-		-		
Total Charges	-	980.56	980.56	-	760.47	-	-	760.47	677.15	-	1,266.42
Profit Margin	-			-		-	-		-		
Profit Margin %											

Assumptions needed

Hardware Bill of Materials is attached is tab label BOM
Hardware for the Primary site is included in the baseline bid from Cogent.

The Q3 2009/10 Server Room Electric costs is the one time cost of 550 BPS to install and electric meter for the Cogent supplied racks for the MIDAS solution.
Remaining electric costs are estimated at 750 GBP per quarter.

Per Schedule 2.1 14.5.5 the Sd6 Service Provider will provide the Service Desk

			0.7142	0.617283951		
	USD	UK			Software License Maintenance (8%)	
Database AFIS Server License	████████	████████			████████	████████
Image Encoder Server License	████████	████████			████████	████████
NIST/Web Server	████████	████████			████████	████████
Cogent Message Switch	████████	████████			████████	████████
Transaction Manager	████████	████████			████████	████████
Cogent Mobile Gateway		████████			████████	████████
Cogent Facial Matching	████████		No Charge			-
PMA * 2 (two matching licences)	████████	████████				████████
		████████			████████	████████
Oracle	████████	████████				████████
TSM	████████	████████				████████
AIX per processor (8)	████████	████████	Included in BOM recorded here for clarity			████████
HACMP	████████	████████	Included in BOM recorded here for clarity			████████
SuSe 10 (6)	████████	████████	Included in BOM recorded here for clarity			████████
Windows 2003 Standard Edition (18)	████████	████████	Included in BOM recorded here for clarity			████████
Oracle	████████	Primary Site				
	████████	Test Site				
	████████	DR Site				
	████████					
Software Develop Cost	████████					
Updated 04Oct09						
\$/£ Exchange Rate		1.62				

		Core Capability Programme Management	Core Capability S	IOC Programme Management	IOC Staff Labour	Post - IOC Programme Management	Post -IOC Staff Labour		Total SD2	Basic daily Rate for grade	Core Capability sub total	IOC Sub total	Post-IOC sub total	Total basic cost by grade
SD5 Back end														
Job Description	Days	Days	Days	Days	Days	Days	Days	Days	Total Days					
									0					
Project Manager		145							145					
Deputy Service Delivery Manager		145		130		204			479					
Security Manager			10						10			0	0	
Tester			145		20				165				0	
Documentation			145		60				205				0	
Test Manager			145		113				258				0	
System Analyst (Requirements Analysis)			80		40				120				0	
Service Delivery Project Analyst			80		130		204		414					
Development Engineer Sr.			40						40			0	0	
QA Manager (Design Assurance)			80		40				120				0	
PMO Admin			145		130		204		479					
IT Security Officer			145		130		204		479					
Service Delivery Analyst					35		123		158		0			
Service Delivery Tech Support					130		617		747		0			
Service Delivery Tech Support Lead					130		617		747		0			
Total Days	0	145	1015	130	958	204	1969	0	4421					
Costs														
Total Direct Labour Cost														
Fringe Costs														
Overheads														
									£0					
Total Labour	£0													

Assumptions

The Post-IOC time period is 617 days through to the end of second quarter of 2013/2014.

Service Delivery Project Analyst supports IAM migration on a full time basis during IOC.
Service Delivery Analyst supports auditing at one-fifth time during the Post-IOC period.
Service Delivery Tech Support

The Deputy Service Delivery Manager, the Service Delivery Project Analyst, the PMO Admin, and the IT Security Officer are at one-third time for the Post-IOC period of 617 days.

MIDAS Rate

26-Oct-09

Fringe
Overhead
G&A



Daily Rate
without
markup

Job Descriptions

Yearly rate

Project Manager		
Service Delivery Manager		
Deputy Service Delivery Mgr		
System Architect		
Senior Scientist		
PMO Admin.		
System Analyst		
Security Manager		
Security Design Authority		
IT Security Officer		
Security Controller		
QA Manager		
Test Manager		
Documentation		
Database Administrator		
System Administrators		
Training Manager		
Development Engineer Sr.		
Development Engineer		
Tester		
		£0
		£0
Service Delivery Project Analyst		
Service Delivery Tech Support Lead		
Service Delivery Tech Support		
Service Delivery Analyst		
Subcontractor		
CLAS Consultant		

Assumption

The standard Cogent list of job descriptions and daily rates apply to this SD.

Special Instructions						Currency conversio
						1 USD = .609 GBP
						0.609
Primary Site Bill of Materials						
Type/Part#	Component	Description (Matchers)	Qty	List Price (USD)	Adjusted Price	
Site	Item	Programmable Matching Accelerator				
Primary	Core	x3850 M2, Xeon Quad Core 5355 2.66GHz/1333MHz/8MB L2, O/Bay H	2	\$	\$	
Primary	+CPU	Intel Xeon Quad Core Processor Model X5355 120w 2.66GHz/1333MH	2	\$	\$	
Primary	Total RAM	64 GB of RAM total	2	\$	\$	
Primary	+HDD	IBM 146 GB 15K HS SAS HDD	2	\$	\$	
Primary	+HDD	IBM 146 GB 15K HS SAS HDD	2	\$	\$	
Primary	+PCI	PCI-X Riser Card	2	Included By IBM	\$	-
Primary	+Power	xSeries 835W Redundant Power Option	2	\$	\$	
Primary	+OS	SuSE 10 SP2	2	Included By Vol	\$	-
Primary	+PMA	Cogent PMA Elite Module	2	Included By Co	\$	-
Site	Item	Facial Matching				
Primary	Core	HS22, Xeon Quad Core Processor X5560 95W 2.8GHz/1333MHz 8ML2	2	\$	\$	
Primary	+CPU	Intel Xeon Quad Core Processor X5560 95W 2.8GHz/1333MHz 8M/L2	2	\$	\$	
Primary	+RAM	64 GB of RAM total	2	\$	\$	
Primary	+HDD	IBM 146 GB 15K HS SAS HDD	2	\$	\$	
Primary	+HDD	IBM 146 GB 15K HS SAS HDD	2	\$	\$	
Primary	+OS	SuSE 10 SP2	2	\$	\$	
Primary	+Facial	Facial Matching License	2	Included By Co	\$	-
Component	Description (Blades)	Qty	List Price (USD)	Adjusted Price		
Site	Item	Blade Chassis				
Primary	Core	IBM BladeCenter H Chassis and Cables	2	\$	\$	
Primary	+I/O Bay 1	Cisco Catalyst Switch Module 3110G	2	\$	\$	
Primary	+I/O Bay 2	Cisco Catalyst Switch Module 3110G	2	\$	\$	
Primary	+I/O Bay 3	None	2	\$	-	\$ -
Primary	+I/O Bay 4	None	2	\$	-	\$ -
Primary	+Power	IBM BladeCenter H 2900W AC Power Supply	2	\$	\$	
Primary	+Power	IBM BladeCenter H 2900W AC Power Supply	2	\$	\$	0
Site	Item	Secondary Matchers				
Primary	Core	HS22, Xeon Quad Core Processor X5560 95W 2.8GHz/1333MHz 8ML2	2	\$	\$	
Primary	+CPU	Intel Xeon Quad Core Processor X5560 95W 2.8GHz/1333MHz 8M/L2	2	\$	\$	
Primary	+RAM	4 GB of RAM total	2	\$	\$	
Primary	+HDD	IBM 146 GB 15K HS SAS HDD	2	\$	\$	
Primary	+HDD	IBM 146 GB 15K HS SAS HDD	2	\$	\$	
Primary	+OS	SuSE 10 SP2	2	\$	\$	
Site	Item	Image Encoders				
Primary	Core	HS22, Xeon Quad Core Processor X5560 95W 2.8GHz/1333MHz 8ML2	2	\$	\$	
Primary	+CPU	Intel Xeon Quad Core Processor X5560 95W 2.8GHz/1333MHz 8M/L2	2	\$	\$	
Primary	+RAM	4 GB of RAM total	2	\$	\$	
Primary	+HDD	IBM 146 GB 15K HS SAS HDD	2	\$	\$	
Primary	+HDD	IBM 146 GB 15K HS SAS HDD	2	\$	\$	
Primary	+OS	Windows 2003 Standard Edition	2	\$	\$	
Site	Item	Web Servers				
Primary	Core	HS22, Xeon Quad Core Processor X5560 95W 2.8GHz/1333MHz 8ML2	2	\$	\$	
Primary	+CPU	Intel Xeon Quad Core Processor X5560 95W 2.8GHz/1333MHz 8M/L2	2	\$	\$	
Primary	+RAM	4 GB of RAM total	2	\$	\$	
Primary	+HDD	IBM 146 GB 15K HS SAS HDD	2	\$	\$	
Primary	+HDD	IBM 146 GB 15K HS SAS HDD	2	\$	\$	
Primary	+OS	Windows 2003 Standard Edition	2	\$	\$	
Site	Item	Gateway Blades				
Primary	Core	HS22, Xeon Quad Core Processor X5560 95W 2.8GHz/1333MHz 8ML2	2	\$	\$	
Primary	+CPU	Intel Xeon Quad Core Processor X5560 95W 2.8GHz/1333MHz 8M/L2	2	\$	\$	
Primary	+RAM	4 GB of RAM total	2	\$	\$	
Primary	+HDD	IBM 146 GB 15K HS SAS HDD	2	\$	\$	
Primary	+HDD	IBM 146 GB 15K HS SAS HDD	2	\$	\$	
Primary	+OS	Windows 2003 Standard Edition	2	\$	\$	
Component	Description (Workflow Management)	Qty	List Price (USD)	Adjusted Price		
Site	Item	Workflow Server				
Primary	Core	x3550, Xeon Quad Core 5355 2.66GHz/1333MHz/8MB L2, O/Bay HS S	2	\$	\$	
Primary	+CPU	Intel Xeon Quad Core Processor Model X5355 80w 2.66GHz/1333MHz/	2	\$	\$	
Primary	+RAM	4 GB of RAM total	2	\$	\$	
Primary	+HDD	IBM 300GB, 15K HS SAS HDD	2	\$	\$	
Primary	+HDD	IBM 300GB, 15K HS SAS HDD	2	\$	\$	
Primary	+Power	xSeries 835W Redundant Power Option	2	\$	\$	
Primary	+Fiber	4GB Single-Port Fiber Channel PCI-X 2 0 DDR Adapter	2	\$	\$	
Primary	+Fiber	4GB Single-Port Fiber Channel PCI-X 2 0 DDR Adapter	2	\$	\$	
Primary	+OS	Windows 2003 Enterprise Edition	2	\$	\$	
Site	Item	Backup Server				
Primary	Core	x3550, Xeon Quad Core 5355 2.66GHz/1333MHz/8MB L2, O/Bay HS S	1	\$	\$	
Primary	+CPU	Intel Xeon Quad Core Processor Model X5355 80w 2.66GHz/1333MHz/	1	\$	\$	
Primary	+RAM	4 GB of RAM total	1	\$	\$	
Primary	+HDD	IBM 300GB, 15K HS SAS HDD	1	\$	\$	
Primary	+HDD	IBM 300GB, 15K HS SAS HDD	1	\$	\$	
Primary	+Fiber	4GB Dual-Port Fiber Channel PCI-X 2.0 DDR Adapter	1	\$	\$	
Primary	+Power	xSeries 835W Redundant Power Option	1	\$	\$	
Primary	+OS	Windows 2003 Standard Edition	1	\$	\$	
Primary	+Software	IBM Tivlio Storage Manager	1	\$	\$	

	Component	Description (AFIS Backend)	Qty	List Price (USD)	Adjusted Price
Site	Item	AFIS Server			
Primary	Core	IBM - P520	2	\$ [REDACTED]	\$ [REDACTED]
Primary	+CPU	2.1 GHz Power6+ CPU's (Dual Core)	4	INCLUDED	\$ -
Primary	+RAM	8 GB of RAM total	2	INCLUDED	\$ -
Primary	+HDD	IBM 146 GB 15K HS SAS HDD	2	INCLUDED	\$ -
Primary	+HDD	IBM 146 GB 15K HS SAS HDD	2	INCLUDED	\$ -
Primary	+Power	Redundant Power Option	2	INCLUDED	\$ -
Primary	+Fiber	4GB Single-Port Fiber Channel PCI-X 2.0 DDR Adapter	2	\$ [REDACTED]	\$ [REDACTED]
Primary	+Fiber	4GB Single-Port Fiber Channel PCI-X 2.0 DDR Adapter	2	\$ [REDACTED]	\$ [REDACTED]
Primary	+CD/DVD	DVD RAM Optical Drive	2	INCLUDED	\$ -
Primary	+Network	GB Ethernet	2	INCLUDED	\$ -
Primary	+OS	AIX 5.3 / per processor	4	\$ [REDACTED]	\$ [REDACTED]
Primary	+OS	HACMP Required Maintenance	1	\$ [REDACTED]	\$ [REDACTED]
Primary	+OS Maint	AIX 3 Years Maintenance	2	\$ [REDACTED]	\$ [REDACTED]
	Component	Description (Storage)	Qty	List Price (USD)	Adjusted Price
Site	Item	SAN Array			
Primary	Core	AMS2300 Hitachi Dual Controller	1	\$ [REDACTED]	\$ [REDACTED]
Primary	+HDD	450GB @ 15K RPM	15	\$ [REDACTED]	\$ [REDACTED]
Primary	+Power	Redundant Power Option	1	\$ [REDACTED]	\$ [REDACTED]
	Item	SAN Expansion			
Primary	Core	AMS2000 Storage Expansion Tray	1	\$ [REDACTED]	\$ [REDACTED]
Primary	+HDD	450GB @ 15K RPM	30	\$ [REDACTED]	\$ [REDACTED]
Primary	+Power	Redundant Power Option	1	\$ [REDACTED]	\$ [REDACTED]
	Component	Description (Tape)	Qty	List Price (USD)	Adjusted Price
Site	Item	Tape Library			
Primary	Core	IBM TS3200 Tape Library	1	\$ [REDACTED]	\$ [REDACTED]
Primary	+Drives	One Additional LTO4 Tape Reader	1	\$ [REDACTED]	\$ [REDACTED]
Primary	+Power	Redundant Power Option	1	\$ [REDACTED]	\$ [REDACTED]
	Component	Description (Other)	Qty	List Price (USD)	Adjusted Price
Site	Item	Additional Components			
Primary	Core	8 Port Fiber Switch	2	\$ [REDACTED]	\$ [REDACTED]
Primary	Core	Catalyst 2960 24-TC	2	\$ [REDACTED]	\$ [REDACTED]
Primary	Core	Cisco ASA5505 Firewall	2	\$ [REDACTED]	\$ [REDACTED]
	Component	Description (Rack)	Qty	List Price (USD)	Adjusted Price
Site	Item	Additional Components			
Primary	Core	Model T00 - 36U Rack	2	\$ [REDACTED]	\$ [REDACTED]
Primary	Core	Console Display	2	\$ [REDACTED]	\$ [REDACTED]
Primary	Core	Console Switch	2	\$ [REDACTED]	\$ [REDACTED]
Primary	Core	Power Distribution Units	4	\$ [REDACTED]	\$ [REDACTED]
Primary	Core	Power Distribution Units	4	\$ [REDACTED]	\$ [REDACTED]
				Total Price (USD)	
				Total Price	\$ [REDACTED]