

Pricing for SAFE and ALERT

| <u>PRODUCT</u> | <u>COST</u> | <u>APPLICATION</u> |
|----------------|-------------|--|
| <u>SAFE</u> | \$20,000 | One entity (County Sheriff, EMA) to be Administrator-site licenses available to work off of Administrators license |
| Site License | \$2400 | Each site license enables that Licensee ability to send TM from their own application. Breakdown is \$1,000 for software & \$1,400 for server configuration. |
| <u>ALERT</u> | \$8,000 | ONE piece of software installed on ONE computer. This then is only computer that will be able to send messages. |
| COMM II | \$2,000 | Software to be used for Administrative use only. Monthly Charges apply as follows: 500 messages - \$20 per month 1500 messages - \$50 per month |

For large scale operations that require multiple users to have the ability to send messages, SAFE is the software needed. Multiple site licenses can operate off of the main SAFE license.

For example, Kankakee plans to use the Sheriff as the administrator, and then have multiple site licenses for towns that want to be included. (i.e. Manteno will have several licenses (ex. one for police, one for fire, one for public works, etc.), as will Bradley, Bourbonnais, Grant Park, etc.)

Annual renewal fees will be 25% of whatever initial cost of system is. Example: Kankakee County Sheriff annual renewal is \$5000 (25% of \$20,000) and each site license renewal will be \$600 (25% of \$2400)

Annual renewal for ALERT is \$2,000 (25% of \$8,000). There is no per message cost for SAFE and ALERT.

SAFE and ALERT are both installed on the customers own server. Therefore, XSM's servers are not used and these customers have the ability to establish firewalls and security measures they feel will best protect their community's information.

If a salesperson needs to discount the software for any reason, the minimum pricing allowed will be 75% of full prices listed above:

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|---------|----------|
| SAFE | \$15,000 |
| Alert | \$6,000 |
| Comm II | \$1,500 |