



Miovision Technologies US, LLC.
801 Transfer Road, Unit G02
St. Paul, MN, 55114, US

Version: Q-33865-20250630-1725

Bill To	Ship To	Estimate Number	Date	Expires
Mount Juliet (TN) 2425 North Mount Juliet Road Mount Juliet, Tennessee 37122 United States	Mount Juliet (TN) 2425 North Mount Juliet Road Mt. Juliet, Tennessee 37122 United States	Q-33865	5/27/2025	9/28/2025
Customer	Procurement Method	Term: For Ongoing Services (Years)		
Mount Juliet (TN)	PCaaS	10		

Opticom Cloud for Mt. Juliet, TN

ANNUAL LICENSES
20 Vehicles with city owned, existing Cradlepoint R1900 with compatible EVP wiring.
24 Intersections with Cores as modems including Comms on Priority Band + NTCIP/SDLC or Discreet Options, Installation and configuration Included
Using Virginia Sheriff's Association Contract Pricing <https://vasheriff.org/procurement/>
20% discount stacked for new modem allowance on Vehicle Licenses

Product Name	Term (Months)	Annual Price	Price	Qty	Total
==>Opticom Intersection Access Fee	120	\$225.60	\$2,256.00	24	\$54,144.00
==>Core			\$3,346.40	24	\$80,313.60
==>Miovision Core Priority IO Cable			\$32.85	24	\$788.40
==>Core Extended Warranty (Yrs 4 - 10)			\$840.00	24	\$20,160.00
=>Installation and Configuration, Opticom Traffic Cabinet Equipment			\$1,410.00	24	\$33,840.00
==>Opticom Vehicle Access Fee	120	\$192.00	\$1,920.00	20	\$38,400.00
=>Configuration, Opticom Software-only Vehicle			\$141.00	20	\$2,820.00
Cradlepoint R1900 GPIO Cable - Opticom EVP/TSP			\$47.00	13	\$611.00
- - -					
			One Time Total:	USD 138,533.00	
			Annual Total:	USD 9,254.40	
			Year 1 Total:	USD 147,787.40	

Proposal Notes:
VSA Contract pricing, 10 year contract, billed annually.

2025-6 Intersection Pricing (for Developers)
\$2,679.00 Opticom Perpetual License
\$3,346.40 Core
\$32.85 Core IO Cable
\$1,200.00 Core 10Y Ext Warranty
\$1,410.00 Installation/Configuration

The Customer agrees to order the products outlined above at the prices indicated, and acknowledges that this order is governed by the current master sales agreement ("MSA") that it has with Miovision, or if no MSA exists then the terms outlined at: <https://miovision.com/legal/msa> shall govern. If Customer issues a purchase order, any additional, inconsistent or conflicting terms appearing in the purchase order shall be of no force or effect and shall not amend this order.

When included, intersection installation pricing assumes a standard configuration without complications. Not included in this proposal are the following items, which will require additional fees: 1) crushed conduit or any other issues preventing cable from being installed, 2) lane or road closures, 3) police or other resources needed at the installation area, and/or 4) other third-party costs not known at the time of the proposal. Proposal assumes the intersection cabinets are in good working order and contain wiring diagrams.

Vehicle installation assumes standard installation and does not include: 1) special mounting brackets, 2) excess wiring, and/or 3) swapping out previously installed (replacement) vehicle hardware.

Project management expenses can increase in instances where development, if required, is not fully scoped.

Proposal excludes any activities associated with: 1) traffic control plan, 2) water pollution control plan, 3) changeable message signs/flaggers, 4) permits/bonds/ fees, and/or 5) removal/repair/replacement of concrete, asphalt, conduits or wiring.

Quote does not include any applicable travel expense. A budgetary "not exceed" price can be provided upon request if required.

Date: _____

Name: _____

Signature: _____