



496 Holly Grove School Road  
 West End, NC 27376  
 (800) 565-LIMS (5467)  
 www.atlab.com



# Quotation

Name / Address
City of Durham Attn: Anthony Pergolotti 101 City Hall Place 4th Floor Durham, NC 27701

Date	Quotation #
10/9/2015	15768

Phone #	Fax #
(910) 673-8165	(910) 673-8166

Description	Qty	Cost	Total
Sample Master® Pro Sample Tracking module	1	27,999.00	27,999.00T
Sample Master® Pro Data Entry module	1	27,999.00	27,999.00T
Sample Master® Pro Sample Scheduling module	1	11,910.00	11,910.00T
Sample Master® Pro QA/QC module	1	16,946.00	16,946.00T
Sample Master® Pro Electronic Data Transfer module	1	11,910.00	11,910.00T
Sample Master® Pro Chemical Inventory module	1	11,910.00	11,910.00T
Sample Master® Pro Resource Management module	1	11,910.00	11,910.00T
Sample Master® Pro Customer Relationship Management module	1	11,910.00	11,910.00T
Sample Master® Pro Maintenance module (included at no charge)	1	0.00	0.00T
SQL Server STD 2014 EN US ONLY DVD 10CLT (A8313175)	1	2,900.00	2,900.00T
SPECIAL OFFER: Sample Master® Pro for the price of Classic		-55,600.00	-55,600.00
10 Concurrent-user License Discount (30% off software only)		-23,068.20	-23,068.20
Special Discount on Sample Master® software for participation in ATL's Customer Spotlight Program which includes: (a) Working with an ATL representative to create a Spotlight article, (b) Serving as an ATL reference site for potential customers of ATL's products, (c) Working with ATL's technical team to write an article for a peer reviewed paper on how your laboratory is utilizing Sample Master® Pro LIMS.		-13,911.87	-13,911.87
Sample Master® Result Point software (Unlimited-user License) For Client Remote Web Access - allows clients to access order/results status, analytical data and PDF reports directly from the Sample Master® database * Includes support for 1 year. List Price \$45,000 discounted to \$20,000.	1	20,000.00	20,000.00T
Please note that client remote web access will be available with Sample Master® v10. Free upgrade available to Sample Master® v10.			
Sample Master® iMobile Package: Web based (Single-user License) Includes Sample Master® iMobile support (1 year from installation date) and one Samsung Galaxy Tablet with Rugged Case for field collection.	1	5,295.00	5,295.00T
This Quote shall be valid for 60 days			
		<b>Total</b>	
		<b>Sales Tax (6.75%)</b>	
		<b>TOTAL</b>	

Approved By:  
 Devender Gandhi  
 Senior Director, New Global Account Relationships

*Laura Lee Williford*

Laura Lee Williford  
 Director of Sales & Marketing  
 Accelerated Technology Laboratories, Inc.



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DMR Package: ATL's National Pollutant Discharge Elimination System (NPDES) Discharge Monitoring Report Creator allows users to rapidly generate the NPDES DMR form from data that is already stored in the LIMS and exported from Sample Master® LIMS (Laboratory Information Management System). The ATL reporting package includes functions to collect and collate all data associated with the NPDES permit number into a final report format that is ready to send via hardcopy, fax or e-mail. These reports can also be converted to Adobe® pdf and sent out electronically.	1	6,995.00	6,995.00T
ATL Gold Support (1 year from Installation Date) - Includes LIMS account manager, Unlimited Technical Support via a toll-free number, Programming Support (2 hours included at no charge), Dial-in Remote Support, Access to Web Site User Support Area, Software Service Packs, Product Upgrades, Migration Credit and Sample Master® Solutions Newsletter  * ATL Gold Support included at No Charge for the first year!	1	0.00	0.00
On-site Installation (ATL Advantage Program): The Project Management Program consists of checklists, a template (if required), project implementation plan, and a dashboard series that ensures that ATL's clients successfully deploy Sample Master® LIMS. The ATL Advantage Project Management program is the result of over two decades of expertise in the LIMS industry and in compliance with ATL's ISO 9001:2008 Certified Quality Management System (Includes on-site project manager and implementation assistance): 1 day	1	2,473.00	2,473.00
On-site LIMS Configuration, Testing and Implementation Assistance: 3 days	3	2,473.00	7,419.00
On-site Core LIMS Administrator & End-user Training of Sample Master® LIMS (Includes all manuals): 4 days	4	2,473.00	9,892.00
3-day Sample Master® LIMS Intermediate User/Administrator Training Class (LIMS Boot Camp) held in Pinehurst, NC (Travel not included: Hotel, Rental Car, Meals, etc.)	1	2,995.00	2,995.00

This Quote shall be valid for 60 days

**Total**

**Sales Tax (6.75%)**

**TOTAL**

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Description	Qty	Cost	Total
SPECIAL OFFER: Purchase a Seat to Boot Camp and Receive a Voucher to an upcoming 3-day Sample Master® LIMS Intermediate User/Administrator Training Class (LIMS Boot Camp) held in Pinehurst, NC included at No Charge! (A \$2,995.00 Value) * Travel not included (Hotel, Rental Car, Meals, etc.). Voucher must be used within 1 year of the purchased pass being used.	1	0.00	0.00
On-site Instrument Integration, Documentation & Parser Training: 2 days	2	2,473.00	4,946.00
Instrument Parsers: 6			
Nexion 300x ICP	1	950.00	950.00T
OI Analytical Aurora 1030 TOC	1	950.00	950.00T
QuikChem 8500 Lachat	1	950.00	950.00T
PE Analyst 200	1	950.00	950.00T
Dionex ICS 2000	1	950.00	950.00T
RS 232	1	950.00	950.00T
Please Note: ATL has a library of over 450 instruments that have been interfaced with our LIMS. If the instrument requested is in ATL's library, the cost is \$950.00 per instrument (Multiple instrument discounts may apply). If not, ATL will require the instrument output file in common format (.xls, .csv, text (ASCII) or other common format to accurately provide a cost estimate. Client is responsible for providing an output file that contains all data and information to be imported to ATL for each instrument.			
Data Migration from Legacy System. Migration of 7 years of data. Estimate based on previous projects.	7	200.00	1,400.00T
Please Note: ATL Engineers will work with client to create a Requirements Document that will clearly define the specifications of the Data Migration, for client review and signoff prior to any initiation of work (Includes Requirements Document, Creation, QA/QC, documentation and installation). Upon completion of the Requirements Document process and client approval an exact cost will be provided.			
This Quote shall be valid for 60 days		<b>Total</b>	
		<b>Sales Tax (6.75%)</b>	
		<b>TOTAL</b>	

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Description	Qty	Cost	Total
Off-site Customization: Hach Integration estimated at 2-3 days based on similar projects  Please Note: ATL Engineers will work with client to create a Requirements Document that will clearly define the specifications of each customization, for client review and signoff prior to any initiation of work (Includes Requirements Document, Creation, QA/QC, documentation and installation). Upon completion of the Requirements Document process and client approval an exact cost will be provided.	3	1,800.00	5,400.00T
Reimbursement of travel expenses (mileage, hotel, rental car, meals, etc.): Estimated 10 On-site days in 4 Visits	1	3,200.00	3,200.00
OPTIONAL ITEM(S) NOT INCLUDED IN THIS QUOTATION:  Off-site Customization: Hourly Rate for Report Customizations  Please Note: ATL Engineers will work with client to create a Requirements Document that will clearly define the specifications of each customization, for client review and signoff prior to any initiation of work (Includes Requirements Document, Creation, QA/QC, documentation and installation). Upon completion of the Requirements Document process and client approval an exact cost will be provided.	0	225.00	0.00T
This Quote shall be valid for 60 days		<b>Total</b>	\$118,528.93
		<b>Sales Tax (6.75%)</b>	\$5,913.27
		<b>TOTAL</b>	\$124,442.20

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Senior Director, New Global Account Relationships

*Laura Lee Williford*

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Director of Sales & Marketing  
Accelerated Technology Laboratories, Inc.

## Exhibit B – Fee Schedule

### PRICING AND PAYMENT INFORMATION

The services provided under this SOW shall be charged at the fixed fee price of \$124,442.20 inclusive of expenses.

Options for ongoing support beginning in year 2 are based on the retail price of Sample Master® Classic after the customer spotlight discount, and the discounted price Result Point. Only GOLD Support is available for iMobile with an annual cost of \$720. There is no additional annual support cost for the DMR software.

Gold Support	\$15,656.78
Silver Support	\$8,298.21
Bronze Support	\$4,149.11

Charges shall be invoiced as follows:

#### **Amount Deliverable/Milestone**

*20% upon SOW execution*

*10% upon software delivery and successful installation*

*20% upon successful software set up and configuration*

*10% upon delivery of all documentation*

*10% upon successful system interfacing*

*10% upon successful training / knowledge transfer*

*10% upon successful parser development, installation and training*

*10% upon final acceptance*