

## Appendix A

### Re: Indicative Mayflower Pricing Offer for North Tyneside Council (subject to contract)

Below is indicative pricing schedule for the supply of 9500 External Dali Nodes, associated Sub Masters (estimated number at this stage) and annual Mayflower charges associated with communication and support of the system.

Description	Estimated Quantity Required	Unit Price (£)	Estimated Total (£)
Annual SM Communication Costs (SIM Card Costs and Management)	27	100.98	<b>£2,740.89</b>
Annual Maintenance and Support (per node)	1	1.28	<b>£12,127.50</b>
Supply of Sub Masters (estimated)	27	610.71	<b>£16,576.38</b>
Supply of Nodes - Dali External	9,500	50.53	<b>£479,997.00</b>
Supply of Sockets.	9,500	4.00	<b>£38,000.00</b>

Sub Master Communication / Management of SIM Cards, Annual Maintenance and Support will also be applicable to the additional 1200 'free issue' Mayflower nodes (partial installation completed) previously supplied. My preference would be to issue charges on a month by month basis to SSE North Tyneside PFI

The above indicative price schedule is subject to Supply and Service Level Agreements and is based on a volume order of 9500 nodes being received.