



BIGHORN

INFORMATION SYSTEMS

June 16, 2008

Linda Lowe, Chair
WildCAD User Committee

WildCAD 2008 Additional Centers Proposal

Thank you for this opportunity to provide a proposal for bringing online a large number of additional WildCAD Centers over the next year.

Contract Option Year 4 Line Items presently provide the following prices for new Centers:

Contract Line Item 36: Site License

\$8,325.00 for a Low Complexity Center
\$12,487.00 for a Moderate Complexity Center
\$18,731.00 for a High Complexity Center

Contract Line Item 37: Onsite Installation & Training

\$2,289.00

Contract Line Item 38A: New Center Training

\$2,080.00 per Center, groups of 6 Centers per session. Price includes two sessions.

Total price:

\$12,694.00 for a Low Complexity Center
\$16,856.00 for a Moderate Complexity Center
\$23,100.00 for a High Complexity Center

Unfortunately, as travel costs have increased, we now find ourselves losing money on the Onsite Installations and Training sessions. We of course honor our contract prices, but cannot offer any discounts on those two items.

However, if the federal government places orders no later than September 30, 2008 to bring online at least 30 new Centers, we will offer the following substantially discounted prices to Contract Line 36 (Site License), regardless of Center Complexity.

Number of Centers	Discount (relative to Moderate Complexity)	Site License Price Per Center
0 - 29	0%	\$12,487.00 (for Moderate Complexity)
30 - 50	60%	\$ 6,660.00
51 +	67%	\$ 5,577.00

Total price per Center, including license, training and onsite, becomes:

Number of Centers Ordered	Total Price Per Center (assume Moderate Complexity)
0 - 29	\$16,856.00
30 - 50	\$11,029.00
51 +	\$ 9,946.00

This price proposal is valid through September 30, 2008.

All of us at Bighorn enjoy supporting the federal wildfire dispatch community, and look forward to the opportunity to bring additional centers online this next year.

Please contact me with any questions.

Sincerely,



Brian B. Booher
President