



# QUOTE

QUOTE#103092020

Date: March 12, 2020

5660 Airport Blvd., Suite 101  
 Boulder, CO 80301  
 Phone +1. 720.943.4ARS (4277)  
[www.churchillnavigation.com](http://www.churchillnavigation.com)

PAYMENT TERMS: NET 30  
 USA: FOB Destination, Freight Prepaid  
 Outside USA: FOB Origin, Ex Works Incoterms 2010  
 Outside USA: Freight Prepay and Add  
 ALL PRICES ARE IN USD  
 Quote Valid for 45 days  
 Terms and Conditions can be found at:  
<https://churchillnavigation.com/agreement/>

**FOR: Sergeant Larry Hustedde  
 Fresno Police Department**

CHURCHILL NAVIGATION ARS SYSTEM INCLUDES:	
Up to 3 days of on-site training, conversion of any customer-supplied GIS data and 3-year hardware warranty. Guaranty that the ARS will work with hardware that is currently in the helicopter.	
<ul style="list-style-type: none"> <li>Free updates for the lifetime of the product</li> <li>Remote software updates</li> </ul>	

QTY	MODEL #	DESCRIPTION	UNIT PRICE	LINE TOTAL
2	ARS-700C	Augmented Reality Mapping System (ATOM) Mission Computer for use with FLIR 8500 Includes CONN-ATOM, Mating Connector Kit	\$115,000	\$230,000
2	ARS-KB-R	NVIS Keyboard – Rack Mount	\$2,000	\$4,000
2	NOV-INS	Inertial Navigation System – Honeywell IMU, GNSS	\$25,000	\$50,000
2	NOV-PRO-ANT	GNSS Antenna – Novatel External (L1/L2 dual-frequency)	\$675	\$1,350
2	AJA-CONV-D	Analog to HD/SD-SDI Convertor	\$900	\$1,800
2	DD-HX	SDI/HDMI to SDI/HDMI Cross Converter and De-Interlacer/Format converter (Decimator MD-HX)	\$600	\$1,200
2	Moxa	Moxa serial port connection	Included	Included
2	ARS-SERBY	Serial Bypass Switch & Cable	\$700	\$1,400
1	Discount	Fresno ARS two system discount (\$9750)	-\$29750	-\$29,750
<b>SUBTOTAL</b>				\$260,000
<b>SALES TAX</b>				n.a.
<b>TOTAL</b>				\$260,000

Churchill will Calibrate the system, prior to delivery, at the install location at no charge, if given two-week notice to schedule that travel. Please contact Erin to schedule. Last minute calibration trip requests will incur last minute travel charges.

Quote Prepared by Erin Sperling  
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