



LENS by Eastern DataComm Price List

Effective Date: June 1st, 2018

| Manufacturer | Part# | Description | Detailed Description | Level of Implementation | Unit of Measure | List Price |
|------------------------|-------------|---|---|-------------------------|-----------------|-------------|
| Eastern DataComm, Inc. | LENSBASEMA | LENSMA Bundle *LENSMA *2 Button Enclosure Box *Connecting Cable | Includes LENSMA (10-20 Strobes), 2 Button Enclosure Box (Strobes On & Reset), and cable run from LENSMA to Button Box. | Fully implemented | ea | \$3,938.00 |
| Eastern DataComm, Inc. | LENSBASE1 | LENS 1 Base Bundle -- Requires ShoreTel *Custom Recording *Lockdown Stopper Station with cable run *Lockdown Announcement | Includes LENS-1 Base Controller with Customer Configuration, Lockdown Stopper Station with connecting cable, Lockdown Announcement (FOR SHORETEL ONLY!) (Requires a Courtesy License for the ShoreTel System) | Fully implemented | ea | \$7,500.00 |
| Eastern DataComm, Inc. | LENSBASE2 | LENS 2 Bundle - Base Package *Controller with Custom Configuration *Lockdown Stopper Station with cable run *Custom Recording Note: Need to add LENSEXP-1 and/or LENSEXP-2 to expand beyond 10-20 strobes. | Includes LENS-2 Base Controller with Custom Configuration, Lockdown Stopper Station with connecting cable, Lockdown Announcement | Fully implemented | ea | \$16,875.00 |
| Eastern DataComm, Inc. | LENSBASE3 | LENS 3 Bundle - Base Package includes: *Controller with Customer Configuration *Wireless Notification Base Station *Lockdown Stopper Station with cable run *Lockdown plus 3 custom announcements | Includes LENS-3 Base Controller with Custom Configuration, Wireless Notification Base Station w/ shelf, Lockdown Stopper Station with connecting cable, Lockdown Announcement | Fully implemented | ea | \$23,750.00 |
| Eastern DataComm, Inc. | LENSHELFS | 5" Cantilevered shelf | 5" Cantilevered shelf | None | ea | \$125.00 |
| Eastern DataComm, Inc. | LENSBE1 | Button Enclosure - Strobes On plus Reset | Metal enclosure button box for initiating Strobes On plus system reset | Fully implemented | ea | \$1,563.00 |
| Eastern DataComm, Inc. | LENSBE3 | Button Enclosure - 3 button plus Reset | Metal enclosure button box for initiating up to two (2) emergency notification alerts plus Strobes On plus system reset | Fully implemented | ea | \$1,813.00 |
| Eastern DataComm, Inc. | LENSCR1 | Additional Custom Recording | Customized professionally recorded message | None | ea | \$188.00 |
| Eastern DataComm, Inc. | LENSINTPAG1 | Bundle - LENS Paging System Integration - no wiring beyond 10 feet included | Integration of LENS system with LENS Paging System that includes a PCMSYS3. Note: No wiring beyond 10 feet is included in this price. | Fully implemented | ea | \$625.00 |
| Eastern DataComm, Inc. | LENSINTPAG2 | Bundle - LENS Paging System Integration - no wiring beyond 10 feet included | Integration of LENS system with existing LENS Paging System head-end requiring a new PCMSYS3 (new PCMSYS3 included). Note: No wiring beyond 10 feet is included in this price. | Fully implemented | ea | \$2,513.00 |

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| Eastern DataComm, Inc. | LENSINTPAG3 | Bundle - NON-LENS Paging System Integration - no wiring beyond 10 feet included | Integration of LENS system with new or existing paging system other than LENS Paging System head-end with an existing single amp only (new PCMSYS3 included). Note: No wiring beyond 10 feet is included in this price. | Fully implemented | ea | \$3,388.00 |
| Eastern DataComm, Inc. | LENSINTPAG4 | Bundle - NON-LENS Paging System Integration - no wiring beyond 10 feet included | Integration of LENS system with a more complex non-LENS paging system. Note: No wiring beyond 10 feet is included in this price. | Fully implemented | ea | \$5,513.00 |
| Eastern DataComm, Inc. | LENSINTPAG5 | Bundle - NON-LENS Paging System Integration - no wiring beyond 10 feet included | Integration of a LENS system with a simple non-LENS paging system that requires no additional paging components. Note: No wiring beyond 10 feet is included in this price. | Fully implemented | ea | \$625.00 |
| Eastern DataComm, Inc. | LENSPAGAMP1 | LENS Paging Amp 35W | LENS Paging Amp 35W | None | ea | \$625.00 |
| Eastern DataComm, Inc. | LENSPAGAMP2 | LENS Paging Amp 60W | LENS Paging Amp 60W | None | ea | \$725.00 |
| Eastern DataComm, Inc. | LENSPAGAMP3 | LENS Paging Amp 100W | LENS Paging Amp 100W | None | ea | \$875.00 |
| Eastern DataComm, Inc. | LENSPAGAMP4 | LENS Paging Amp 250W | LENS Paging Amp 250W | None | ea | \$1,500.00 |
| Eastern DataComm, Inc. | LENSPAGZON1 | LENS Paging Zone Controller - 3 zones | LENS Paging Zone Controller - 3 zones (PCMSYS3) | None | ea | \$1,031.00 |
| Eastern DataComm, Inc. | LENSPAGZONX | Additional LENS Paging 3 Zone Module | Additional LENS Paging 3 Zone Module | None | ea | \$175.00 |
| Eastern DataComm, Inc. | LENSPAGVAR1 | LENS Paging Voice Activated Relay | LENS Paging Voice Activated Relay | None | ea | \$194.00 |
| Eastern DataComm, Inc. | LENSPAGPOW | LENS Paging Power Supply | LENS Power Supply for Paging Equipment | None | ea | \$50.00 |
| Eastern DataComm, Inc. | LENSPAGTAMB | LENS Telephone Access Module | LENS Telephone Access Module (includes power supply) | None | ea | \$488.00 |
| Eastern DataComm, Inc. | LENSPAGMIC | LENS Goose Neck Microphone | Goose Neck Microphone for LENS Paging head-end | None | ea | \$269.00 |
| Eastern DataComm, Inc. | LENSPAGHEAD1 | LENS Paging Interface 100W | LENS Paging Interface PCMSYS3 w/ 100W Amp | Fully implemented | ea | \$8,125.00 |
| Eastern DataComm, Inc. | LENSPAGHEAD2 | LENS Paging Interface 250W | LENS Paging Interface PCMSYS3 w/ 250W Amp | Fully implemented | ea | \$9,375.00 |
| Eastern DataComm, Inc. | LENSPAGHEAD3 | LENS Paging Interface 500W | LENS Paging Interface PCMSYS3 w/ 500W Amp | Fully implemented | ea | \$11,875.00 |
| Eastern DataComm, Inc. | LENSBELLWM | LENS Bell Controller (Wall Mount) | LENS Bell Controller (Wall Mount) (Sapling Product) | None | ea | \$2,133.00 |
| Eastern DataComm, Inc. | LENSBELLRM | LENS Bell Controller (Rack Mount) | LENS Bell Controller (Rack Mount) (Sapling Product) | None | ea | \$2,303.00 |
| Eastern DataComm, Inc. | LENSINTEL1 | ShoreTel Integration | Integration with a ShoreTel VoIP Phone system Note: LENS 2/3 require 3 Courtesy Lic PER SCHOOL Requires E911 Software 6+ | Fully implemented | ea | \$0.00 |
| Eastern DataComm, Inc. | LENSINTEL2 | Non-ShoreTel Integration | Integration with a phone system (digital or VoIP) other than a ShoreTel VoIP Phone system -- For LENS 2 ONLY! (INCLUDES VIKING VOICE ANNOUNCER) | Fully implemented | ea | \$3,125.00 |
| Eastern DataComm, Inc. | LENSINTEL3 | Non-ShoreTel Integration | Integration with a phone system (digital or VoIP) other than a ShoreTel VoIP Phone system -- For LENS 3 ONLY! | Fully implemented | ea | \$1,188.00 |
| Eastern DataComm, Inc. | LENSLD1 | STI Bright Blue Lock Down Button w/power indicator | STI Bright Blue Lock Down Button w/power indicator | Installed | ea | \$813.00 |
| Eastern DataComm, Inc. | LENSLD2 | Desk Panic Button | Desk Panic Button (no cable run) | Installed | ea | \$313.00 |
| Eastern DataComm, Inc. | LENSPOEPWR | PoE Power Adapter Note: PoE Power is assumed | Allow for PoE power to Wireless Receivers | Installed | ea | \$125.00 |
| Eastern DataComm, Inc. | LENSWRI1 | Indoor RF Receiver | Bundle - UHF Wireless Receiver -Inside (Supports 2 Speakers, 2 Strobes) -- Indoor Use Only | Installed | ea | \$1,586.00 |
| Eastern DataComm, Inc. | LENSWRO1 | Outdoor RF Receiver | Bundle - UHF Wireless Receiver - Outside (Supports 2 Speakers, 2 Strobes)(Includes NEMA Enclosure) | Installed | ea | \$2,758.00 |

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| Eastern DataComm, Inc. | LENSWRPAG | Indoor RF Receiver for LENS 3 Paging Int. | Indoor RF Receiver for LENS 3 Paging Integration | Installed | ea | \$1,853.00 |
| Eastern DataComm, Inc. | LENSEXP-1 | LENS Expansion Module - 1 supply | Expansion Unit for LENS to increase the number of strobe lights using one power supply (5-10 strobes per unit) | Fully implemented | ea | \$1,250.00 |
| Eastern DataComm, Inc. | LENSEXP-2 | LENS Expansion Module - 2 supplies | Expansion Unit for LENS to increase the number of strobe lights using two power supplies (10-20 strobes per unit) | Fully implemented | ea | \$1,875.00 |
| Eastern DataComm, Inc. | LENSDRAC | Dual Ring Activation Controller for LENS | Single external call will not have the capability to trigger the system. | Fully implemented | ea | \$1,500.00 |
| Eastern DataComm, Inc. | LENSVA1 | LENS Voice Activated Controller | LENS Voice Activated Controller for Strobe Lights (5-10) | Fully implemented | ea | \$1,875.00 |
| Eastern DataComm, Inc. | LENSMA | LENS Manual Activation Controller | LENS Manual Activation Controller for Strobe Lights (10-20) | Fully implemented | ea | \$1,875.00 |
| Eastern DataComm, Inc. | LENSRECT14R | Strobe/Beacon Rect 14 (RED) | Strobe/Beacon Rect 14 (RED) | None | ea | \$130.00 |
| Eastern DataComm, Inc. | LENSRECT16R | Strobe/Beacon Rect 16 (RED) | Strobe/Beacon Rect 16 (RED) | None | ea | \$155.00 |
| Eastern DataComm, Inc. | LENSRECT37R | Strobe/Beacon Rect 37 w/ bezel (RED) | Strobe/Beacon Rect 37 w/ bezel (RED) | None | ea | \$288.00 |
| Eastern DataComm, Inc. | LENSALERTR | Strobe/Beacon Micro Alert (RED) | Strobe/Beacon Micro Alert (RED) | None | ea | \$130.00 |
| Eastern DataComm, Inc. | LENSTORCHR | MicroAlert on Torch Right Angle Mount (RED) | MicroAlert on Torch Right Angle Mount (RED) | None | ea | \$250.00 |
| Eastern DataComm, Inc. | LENSRECT14B | Strobe/Beacon Rect 14 (BLUE) | Strobe/Beacon Rect 14 (BLUE) | None | ea | \$130.00 |
| Eastern DataComm, Inc. | LENSRECT16B | Strobe/Beacon Rect 16 (BLUE) | Strobe/Beacon Rect 16 (BLUE) | None | ea | \$155.00 |
| Eastern DataComm, Inc. | LENSRECT37B | Strobe/Beacon Rect 37 w/ bezel (BLUE) | Strobe/Beacon Rect 37 w/ bezel (BLUE) | None | ea | \$288.00 |
| Eastern DataComm, Inc. | LENSALERTB | Strobe/Beacon Micro Alert (BLUE) | Strobe/Beacon Micro Alert (BLUE) | None | ea | \$130.00 |
| Eastern DataComm, Inc. | LENSTORCHB | MicroAlert on Torch Right Angle Mount (BLUE) | MicroAlert on Torch Right Angle Mount (BLUE) | None | ea | \$250.00 |
| Eastern DataComm, Inc. | LENSRECT14G | Strobe/Beacon Rect 14 (GREEN) | Strobe/Beacon Rect 14 (GREEN) | None | ea | \$130.00 |
| Eastern DataComm, Inc. | LENSRECT16G | Strobe/Beacon Rect 16 (GREEN) | Strobe/Beacon Rect 16 (GREEN) | None | ea | \$155.00 |
| Eastern DataComm, Inc. | LENSRECT37G | Strobe/Beacon Rect 37 w/ bezel (GREEN) | Strobe/Beacon Rect 37 w/ bezel (GREEN) | None | ea | \$288.00 |
| Eastern DataComm, Inc. | LENSALERTG | Strobe/Beacon Micro Alert (GREEN) | Strobe/Beacon Micro Alert (GREEN) | None | ea | \$130.00 |
| Eastern DataComm, Inc. | LENSTORCHG | MicroAlert on Torch Right Angle Mount (GREEN) | MicroAlert on Torch Right Angle Mount (GREEN) | None | ea | \$250.00 |
| Eastern DataComm, Inc. | LENSWARNSIGN1 | Standard Warning Sign | "Emergency When Flashing" Sign used during installation of strobe light | None | ea | \$28.00 |
| Eastern DataComm, Inc. | LENSWARNSIGN2 | Standard Warning Sign installed | Emergency When Flashing Sign installed AFTER strobe light has been installed | Installed | ea | \$44.00 |
| Eastern DataComm, Inc. | LENSWARNSIGN3 | Custom warning sign | Customized warning sign used during installation of strobe light | None | ea | \$63.00 |
| Eastern DataComm, Inc. | LENSWARNSIGN4 | Custom warning sign installed | Customized warning sign used AFTER installation of strobe light | Installed | ea | \$79.00 |
| Eastern DataComm, Inc. | LENSIGN2 | Wireless Signboard (2 Line/Indoor Only) | Wireless Signboard (2 Line/Indoor Only) | None | ea | \$645.00 |
| Eastern DataComm, Inc. | LENSSP1 | Solar Panel Charger | Solar Panel Charger for Outdoor RF Receiver | None | ea | \$800.00 |
| Eastern DataComm, Inc. | LENSHORN1 | Wireless Horn Speaker (Indoor/Outdoor) | Wireless Horn Speaker (Indoor/Outdoor)(Visiplex) | None | ea | \$203.00 |
| Eastern DataComm, Inc. | LENSPKR1 | Wireless Indoor Flush Mounted Speaker | Wireless Indoor Flush Mounted Speaker (Visiplex) | None | ea | \$110.00 |
| Eastern DataComm, Inc. | LENSPKR2 | Indoor Ceiling Speaker w/ Vol Control | Flush mount 25V/70V Ceiling Speaker with Volume Control (EDC Preferred Speaker) | None | ea | \$63.00 |
| Eastern DataComm, Inc. | LENSPKR3 | Indoor Wall Mount Speaker | Surface mount (metal) 25V/70V Box Speaker | None | ea | \$125.00 |

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| Eastern DataComm, Inc. | LENSPKR4 | Outdoor Wall Mounted Horn (15W) | Outdoor Wall Mounted 25V/70V Horn - 15 Watt (EDC Preferred Speaker) | None | ea | \$181.00 |
| Eastern DataComm, Inc. | LENSPKR5 | Outdoor Wall Mounted Horn (30W) | Outdoor Wall Mounted 25V/70V Horn - 30 Watt (EDC Preferred Speaker) | None | ea | \$231.00 |
| Eastern DataComm, Inc. | LENSPKR6 | Indoor Loudspeaker | Flange Mounted speaker horn with off white surface mount enclosure and grill. Suitable for gyms, cafes, ect. | None | ea | \$406.00 |
| Eastern DataComm, Inc. | LENSPKR7 | Angled Metal Wall Speaker | Angled Metal Wall Speaker | None | ea | \$113.00 |
| Eastern DataComm, Inc. | LENSPKR8 | Angled Metal Wall Speaker (w/ Vol) | Angled Metal Wall Speaker with Volume Control (EDC Preferred Speaker) | None | ea | \$125.00 |
| Eastern DataComm, Inc. | LENSPKR9 | Ceiling Tile Surface Mount Speaker | Ceiling Tile Surface Mount Speaker | None | ea | \$100.00 |
| Eastern DataComm, Inc. | LENSPKR10 | Indoor 2x2 Drop-In Ceiling Speaker | Indoor 2x2 Drop-In Ceiling Speaker (White) | None | ea | \$180.00 |
| Eastern DataComm, Inc. | LENSPKR11 | Indoor 2x2 Drop-In Ceiling Speaker | Indoor 2x2 Drop-In Ceiling Speaker (Off-white) | None | ea | \$180.00 |
| Eastern DataComm, Inc. | LENSPKENC | Speaker Enclosure (drop ceiling) | Speaker Enclosure for drop ceiling | None | ea | \$19.00 |
| Eastern DataComm, Inc. | LENSBRDG | Tile Bridge | Tile Bridge for drop ceiling | None | ea | \$15.00 |
| Eastern DataComm, Inc. | LENSUPS1500 | 1500VA UPS | Uninterruptable Power Supply w/ wallmount shelf for LENS | None | ea | \$373.00 |
| Eastern DataComm, Inc. | LENSBP1500 | Battery Pack for 1500VA UPS | Battery Pack for LENS UPS | None | ea | \$300.00 |
| Eastern DataComm, Inc. | LENSUPSSHELF | Wall mount shelf for 1500 UPS | Wall mount shelf for 1500 UPS | None | ea | \$63.00 |
| Eastern DataComm, Inc. | LENSCC1 | Connecting Cable (PBX) | Cable Run for PBX Integration Note: If PBX more than 10' away. | Installed (Prevailing Wage) | ea | \$431.00 |
| Eastern DataComm, Inc. | LENSCC2 | Connecting Cable (Button Enclosure/Stopper/Panic Button) | Cable Run for Button Enclosure/Stopper/Panic Button per item (where needed) | Installed (Prevailing Wage) | ea | \$500.00 |
| Eastern DataComm, Inc. | LENSCC3 | Connecting Cable (Strobe/Beacon/Horn/Speaker) | Cable Run for Strobe/Beacon/Horn/Speaker per item (where needed) | Installed (Prevailing Wage) | ea | \$500.00 |
| Eastern DataComm, Inc. | LENSCC4 | Connecting Cable (PoE) | Cable run for PoE | Installed (Prevailing Wage) | ea | \$431.00 |
| Eastern DataComm, Inc. | LENSCC5 | Connecting Cable (Paging) | Wiring Parts for Paging speakers/horns | None | ea | \$38.00 |
| Eastern DataComm, Inc. | LENSCC6 | Connecting Cable (Paging Integration) | Cable run for Paging Integration beyond 10' | Installed (Prevailing Wage) | ea | \$500.00 |
| Eastern DataComm, Inc. | LENSCC7 | Connecting Cable (LENSMA) | Cable run for LENSMA | Installed (Prevailing Wage) | ea | \$500.00 |
| Eastern DataComm, Inc. | LENSCC8 | Connecting Cable (X1/X2) | Cable run for X1/X2 Expansion Modules beyond 10' | Installed (Prevailing Wage) | ea | \$500.00 |
| Eastern DataComm, Inc. | LENSACI | Access Control Integration | Integration with an Access Control System | Installed (Prevailing Wage) | ea | \$1,875.00 |
| Eastern DataComm, Inc. | LENSINSTALL1 | Strobe/Beacon/Horn/Speaker Installation 1 (Drop Ceiling/Sheet Rock Wall) (per item) | Strobe/Beacon/Horn/Speaker Installation 1 (Drop Ceiling/Sheet Rock Wall) (per item) | Installed (Prevailing Wage) | ea | \$313.00 |
| Eastern DataComm, Inc. | LENSINSTALL2 | Strobe/Beacon/Horn/Speaker Installation 2 (All other indoor) (per item) | Strobe/Beacon/Horn/Speaker Installation 2 (All other indoor) (per item) | Installed (Prevailing Wage) | ea | \$438.00 |
| Eastern DataComm, Inc. | LENSINSTALL3 | Strobe/Beacon/Horn/Speaker Installation 3 (Outdoor) (per item) | Strobe/Beacon/Horn/Speaker Installation 3 (Outdoor) (per item) | Installed (Prevailing Wage) | ea | \$563.00 |
| Eastern DataComm, Inc. | LENSINSTALL4 | Strobe/Beacon/Horn Installation as assembly Note: Install within 20' | Strobe/Beacon/Horn Installation as assembly Note: Install within 20' | Installed (Prevailing Wage) | ea | \$125.00 |

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| Eastern DataComm, Inc. | LENSINSTALL5 | LENS Paging Speaker Installation | Installation of Paging Speakers | Installed (Prevailing Wage) | per day | \$3,000.00 |
| Eastern DataComm, Inc. | LENSINSTALL8 | Daily Installation | 8 hr day/onsite installation services | Daily Rate | per day | \$1,875.00 |
| Eastern DataComm, Inc. | LENS-MAINT | Annual Maintenance | Onsite maintenance including labor (price varies based on configuration) | N/A | per system | \$1.00 |

Note: There is a 20% labor surcharge if working outside of normal business hours.