Form B: Prices

(See B9)

Supply and Delivery of Panasonic toughbooks and Accessories

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| **Panasonic Toughbook CF-31 Mark 2 - Item #1**  **Approximate 2 year quantity – 150 units** | | | | | | |
|  | Minimum Spec | **SKU #1** | **SKU #2** | | **SKU #3** | |
|  |  | (For evaluation purposes) | Optional | | Optional | |
| Model Lifecycle | Minimum 12 months |  |  | |  | |
| SKU |  |  |  | |  | |
| O/S | Windows 7 Prof with XP Pro Downgrade | MANDATORY REQUIREMENTS | Yes/No | | Yes/No | |
| CPU | Intel Core i5-2520M | Yes/No | | Yes/No | |
| Memory | 4 GB (expandable to 8 GB) | Yes/No | | Yes/No | |
| Display | 1,200 NIT bright 13” LED LCD or higher screen, with: anti-glare and anti-reflection coating, factory installed scratch protectors, glove-touch (resistive) touch screen | Yes/No | | Yes/No | |
| Hard Drive | 320GB 7,200 RPM HDD or higher with flexible internal connectors and heater | Yes/No | | Yes/No | |
| Smart Card Reader | Integrated Smart Card reader | Yes/No | | Yes/No | |
| Ports | LAN (RJ-45) Ethernet Port | Yes/No | | Yes/No | |
| Port Covers | Latched port covers | Yes/No | | Yes/No | |
| Bluetooth | Integrated Bluetooth 2.1 | Yes/No | | Yes/No | |
| Keyboard | Chiclet style keyboard with individual key backlighting | Yes/No | | Yes/No | |
| Vehicle Mount | Compatible with existing Precision Mounting Technologies (PMT) infrastructure | Yes/No | | Yes/No | |
| Battery Life | 13.5 hours or higher on single battery | Yes/No | | Yes/No | |
| Touchpad | Pressure/resistive touch pad for gloved touch capability | Yes/No | | Yes/No | |
| Strength | 3rd Party Tested MIL-810G (for drop up to 72” with 1 unit, shock, vibration, high/low temperature (-20F to 60F), freeze/thaw, and IP65 compliance | Yes/No | | Yes/No | |
| Warranty | 3-Year to be serviced in Canada | Yes/No | | Yes/No | |
| In the following section, please indicate the per unit cost for each of the following components: | | | | | | |
| HDD Lock (Screw for HDD latch) | Per unit cost | $ |  | |  | |
| 2nd LAN (RJ-45) Ethernet Port | Per unit cost | $ |  | |  | |
| Indicate any optional items: | | | | | | |
| Additional Warranty | Optional |  | Yes/No | | Yes/No | |
| Modem | Optional |  | Yes/No | | Yes/No | |
| Optical Drive | Optional |  | Yes/No | | Yes/No | |
| % discount (see B10) |  |  |  | |  | |
| Price of Toughbook as of September 2012 |  |  |  | |  | |
| End of Life Date for Toughbook |  | dd/mm/yy | dd/mm/yy | | dd/mm/yy | |
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| Framework discount (% discount) for any Panasonic Toughbook selected from any of the 5 categories – Fully Rugged, Ultra-Mobile Rugged, Semi Rugged, Business Rugged and Mobile Rugged. | | |  | | | |
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| Describe Price determination Mechanism(s) used in the development of the price(s) for SKU % discount (see B10) | | | | | | |
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**FORM B: PRICES**

(See B9)

Supply and Delivery of Panasonic toughbooks and accessories

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| **Panasonic Toughbook CF-19 Mark 5 - Item #2**  **Approximate 2 year quantity – 5 units** | | | | | | |
|  | Minimum Spec | **SKU #1** | **SKU #2** | | **SKU #3** | |
|  |  | (For evaluation purposes) | Optional | | Optional | |
| Model Lifecycle | Minimum 12 months |  |  | |  | |
| SKU |  |  |  | |  | |
| O/S | Windows 7 Professional with XP Pro Downgrade | MANDATORY REQIREMENTS | Yes/No | | Yes/No | |
| CPU | Intel Core i5-2520M | Yes/No | | Yes/No | |
| Memory | 2 GB (1 RAM bank filled, 1 free) | Yes/No | | Yes/No | |
| Display | 10.4” Touchscreen LCD | Yes/No | | Yes/No | |
| Hard Drive | 160 GB 7,200 RPM Shock-mounted HDD or higher | Yes/No | | Yes/No | |
| Ports | LAN (RJ-45) Ethernet Port, USB Port | Yes/No | | Yes/No | |
| Port Covers | Latched port covers | Yes/No | | Yes/No | |
| Bluetooth | Integrated Bluetooth 2.1 | Yes/No | | Yes/No | |
| Keyboard | Chiclet style keyboard with individual key backlighting | Yes/No | | Yes/No | |
| Modem | Embedded cellular wireless modem (Gobi 3G or higher) | Yes/No | | Yes/No | |
| Vehicle Mount | Compatible with existing infrastructure | Yes/No | | Yes/No | |
| Touchpad | Pressure/resistive touch pad for gloved touch capability | Yes/No | | Yes/No | |
| Strength | 3rd Party Tested MIL-810G (for drop up to 72” with 1 unit, shock, vibration, high/low temperature (-20F to 60F), freeze/thaw, and IP65 compliance | Yes/No | | Yes/No | |
| Warranty | 3-Year to be serviced in Canada | Yes/No | | Yes/No | |
| In the following section, please indicate the per unit cost for each of the following components: | | | | | | |
| 3-Year computrace subscription | Per unit cost | $ |  | |  | |
| Indicate any optional items: | | | | | | |
| Additional Warranty | Optional |  | Yes/No | | Yes/No | |
| Wi-Fi | Optional |  | Yes/No | | Yes/No | |
| GPS Receiver | Optional |  | Yes/No | | Yes/No | |
| Camera | Optional |  | Yes/No | | Yes/No | |
| Integrated Smart Card Reader | Optional |  | Yes/No | | Yes/No | |
| % discount (see B10) |  |  |  | |  | |
| Price of Toughbook as of September 2012 |  |  |  | |  | |
| End of Life Date for Toughbook |  | dd/mm/yy | dd/mm/yy | | dd/mm/yy | |
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| Framework discount (% discount) for any Panasonic Toughbook selected from any of the 5 categories – Fully Rugged, Ultra-Mobile Rugged, Semi Rugged, Business Rugged and Mobile Rugged. | | |  | | | |
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| Describe Price determination Mechanism(s) used in the development of the price(s) for SKU % discount (see B10) | | | | | | |
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**FORM B: PRICES**

(See B9)

Supply and Delivery of Panasonic toughbooks and accessories

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| **Panasonic Toughbook CF-53 - Item #3**  **Approximate 2 year quantity – 58 units** | | | | | | |
|  | Minimum Spec | **SKU #1** | **SKU #2** | | **SKU #3** | |
|  |  | (For evaluation purposes) | Optional | | Optional | |
| Model Lifecycle | Minimum 12 months |  |  | |  | |
| SKU |  |  |  | |  | |
| O/S | Windows 7 Professional | MANDATORY REQUIREMENTS | Yes/No | | Yes/No | |
| CPU | Intel Core i5-2520M | Yes/No | | Yes/No | |
| Memory | 4 GB (expandable to 8 GB) | Yes/No | | Yes/No | |
| Display | 14.0” non-touchscreen LCD | Yes/No | | Yes/No | |
| Hard Drive | 320 GB Shock-mounted hard drive | Yes/No | | Yes/No | |
| DVD | DVD Multidrive | Yes/No | | Yes/No | |
| Ports | LAN (RJ-45) Ethernet Port, USB Port | Yes/No | | Yes/No | |
| Port Covers | Latched port covers | Yes/No | | Yes/No | |
| Keyboard | Chiclet style keyboard with individual key backlighting | Yes/No | | Yes/No | |
| Vehicle Mount | Compatible with existing infrastructure | Yes/No | | Yes/No | |
| Strength | Gel Mounted HDD and FDD | Yes/No | | Yes/No | |
| Warranty | 3-year to be serviced in Canada | Yes/No | | Yes/No | |
| Indicate any optional items: | | | | | | |
| Additional Warranty | Optional |  | Yes/No | | Yes/No | |
| Modem (Embedded Gobi 3G) | Optional |  | Yes/No | | Yes/No | |
| Wi-fi | Optional |  | Yes/No | | Yes/No | |
| Integrated Bluetooth | Optional |  | Yes/No | | Yes/No | |
| Integrated Smart Card Reader | Optional |  | Yes/No | | Yes/No | |
| 2nd LAN | Optional |  | Yes/No | | Yes/No | |
| Camera | Optional |  | Yes/No | | Yes/No | |
| % discount (see B10) |  |  |  | |  | |
| Price of Toughbook as of September 2012 |  |  |  | |  | |
| End of Life Date for Toughbook |  | dd/mm/yy | dd/mm/yy | | dd/mm/yy | |
|  | | | | | | |
| Framework discount (% discount) for any Panasonic Toughbook selected from any of the 5 categories – Fully Rugged, Ultra-Mobile Rugged, Semi Rugged, Business Rugged and Mobile Rugged. | | |  | | | |
| Describe Price determination Mechanism(s) used in the development of the price(s) for SKU % discount (see B10) | | | | | | |
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| **Accessories Item - #4** | |
|  | % Discount |
| Framework discount (% discount) for any Accessory selected for any Panasonic Toughbook from any of the 5 categories – Fully Rugged, Ultra-Mobile Rugged, Semi Rugged, Business Rugged and Mobile Rugged. |  |
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| **Value added Services - Item #5** | | | | | | | | |
| Service Description: | |  | | | | | | |
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| **Decommissioning Services - Item #6** | | | | | | | | |
| Service Description: | |  | | | | | | |
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