

Enterprise Secure Chat GSA Price List

This Price List is valid for all Federal, State and Local Government Customers that purchase ESChat via GSA Advantage.

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Period Covered: January 20, 2012 thru January 19, 2017



Schedule
Contract GS-35F-0157Y



Advantage![®]

Enclosed prices are extracted from GSA Contract GS-35F-0157Y. Please see the full GSA contract for all terms and conditions, as well as a listing of all available discounts.

DISAST
RECOV

COOP
PURCH

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Enterprise Secure Chat (ESChat)

Designed for Government and Business enterprises use, Enterprise Secure Chat (ESChat) includes a rich feature set supporting the needs of the serious work force. ESChat establishes a new dimension in Push to Talk service, providing a host of previously unavailable capabilities, including:

- **AES-256 Voice Encryption using FIPS 140-2 validated cryptography**
- **Secure Group Text Messaging**
- **Guaranteed network isolation via Dedicated Enterprise Servers**
- **Priority Broadcast Calling**
- **Six Group Types**
- **Encrypted Account Management Transactions**
- **User and Group Priority to control user access**
- **Wireless Carrier Independent and Cross Carrier Capable**
- **P25 and Direct interfaces to Public Safety and LMR networks**
- **WAVE Compliant Public Safety and LMR network Gateway**
- **Dispatch capability for the multi-shift workforce**
- **Presence for Groups and Individual Contacts**
- **Complete user account management via the handset or web**
- **PC Based Dispatch Client for Windows and Linux**

The ESChat Network integrates with Nationwide and Local Public Safety Networks using commercially available gateway products. ESChat is directly compatible with interoperability gateways from Raytheon, Cisco, Link Communications and a host of others. For a list of compatible LMR radio networks, interface cables or assistance selecting the best interface solution for your Public Safety or LMR Network, please contact an SLA technical support representative.

Common Use Scenarios for ESChat

- **Extension of Tactical Coverage Area:** ESChat users are able to monitor and participate in Tactical Communications even when outside the Tactical Coverage Area. This capability provides benefit to most regional public safety and Government agencies.
- **Offloading Tactical Resources:** ESChat is not intended to be a replacement for Tactical Communication Systems. However, by using ESChat to offload non critical traffic, agencies are able to better utilize their Tactical Communication Networks.
- **Private Network:** There are a number of businesses and Government agencies that prefer their VoIP traffic never reach a public network. For these entities, SLA allows the deployment of an Enterprise server which is installed and accessible only on the customer's private network.
- **Inter-carrier Communications:** ESChat is the only commercial PTT product that is carrier independent. While each carrier desires to own the entire market, it has yet to happen. As such, meeting the customer's interagency PTT needs requires inter-carrier communications. SLA's product line was designed to do exactly that.

For additional information on ESChat, visit <http://www.sla-ptt.com/>

Enterprise Secure Chat (ESChat) For Customer Hosted ESChat Networks

Customer Hosted ESChat Networks allow the enterprise to operate completely behind a customer's firewall. As such, encrypted voice and messaging traffic is never transmitted across the public Internet. Customer Hosted Deployments are licensed on an annual basis, and require both a 'Handset Client Software' license (use Table 'A' or Table 'B' below), and a 'ESChat Server License' (use Table 'C' below). The tables below describe pricing and options at various volume levels.

Table 'A': Handset Client Software - Encrypted (Secure) Push to Talk without Secure Group Messaging

SIN #	MFR Part #	Product Name/ Description	GSA Price	Volume per Enterprise Network
132-32	ESC-CO-01*	Annual Software License per Subscriber	\$ 41.49	1 - 5,000
132-32	ESC-CO-02*	Annual Software License per Subscriber	\$ 40.43	5,001 - 10,000
132-32	ESC-CO-03*	Annual Software License per Subscriber	\$ 39.46	10,001 - 20,000
132-32	ESC-CO-04*	Annual Software License per Subscriber	\$ 38.40	20,001 - 30,000
132-32	ESC-CO-05*	Annual Software License per Subscriber	\$ 37.33	30,001 - 40,000
132-32	ESC-CO-06*	Annual Software License per Subscriber	\$ 36.27	40,001 - 50,000
132-32	ESC-CO-07*	Annual Software License per Subscriber	\$ 35.30	> 50,000

* For BlackBerry add suffix "-BB", for Android add suffix "-DR", for BREW add suffix "-BR"

* For a list of all available device models and the appropriate suffix, go to <http://www.sla-ptt.com/gsa/>

Table 'B': Handset Client Software - Encrypted (Secure) Push to Talk with Secure Group Messaging

SIN #	MFR Part #	Product Name/ Description	GSA Price	Volume per Enterprise Network
132-32	ESC-CM-01*	Annual Software License per Subscriber	\$ 46.69	1 - 5,000
132-32	ESC-CM-02*	Annual Software License per Subscriber	\$ 46.20	5,001 - 10,000
132-32	ESC-CM-03*	Annual Software License per Subscriber	\$ 45.72	10,001 - 20,000
132-32	ESC-CM-04*	Annual Software License per Subscriber	\$ 44.52	20,001 - 30,000
132-32	ESC-CM-05*	Annual Software License per Subscriber	\$ 43.08	30,001 - 40,000
132-32	ESC-CM-06*	Annual Software License per Subscriber	\$ 42.12	40,001 - 50,000
132-32	ESC-CM-07*	Annual Software License per Subscriber	\$ 40.65	> 50,000

* For BlackBerry add suffix "-BB", for Android add suffix "-DR", for BREW add suffix "-BR"

* For a list of all available device models and the appropriate suffix, go to <http://www.sla-ptt.com/gsa/>

Table 'C': ESChat Server Software

SIN #	MFR Part #	Product Name/ Description	GSA Price	Licensed Units per Enterprise
132-32	ESC-SE-01	Annual License for 1,000 - 5,000 Subscribers ¹	\$ 20,438.15	1 - 5,000
132-32	ESC-SE-02	Annual License for 5,001 - 10,000 Subscribers ¹	\$ 66,496.01	5,001 - 10,000
132-32	ESC-SE-03	Annual License for 10,001 - 20,000 Subscribers ¹	\$ 124,066.57	10,001 - 20,000
132-32	ESC-SE-04	Annual License for 20,001 - 30,000 Subscribers ¹	\$ 239,209.72	20,001 - 30,000
132-32	ESC-SE-05	Annual License for 30,001 - 40,000 Subscribers ¹	\$ 354,352.86	30,001 - 40,000
132-32	ESC-SE-06	Annual License for 40,001 - 50,000 Subscribers ¹	\$ 469,496.01	40,001 - 50,000
132-32	ESC-SE-07	Annual License for 50,00+ Subscribers ¹	\$ 584,638.15	> 50,000

Notes:

1. For Customer Hosted Deployments, both Handset Client Software and Server Software are required.
2. Server Software supports ESChat Handset Software, both with and without Secure Group Messaging.
3. Server License includes product support and software upgrades.
4. ESChat Server Software is not self-installable.

Enterprise Secure Chat (ESChat) For SLA Hosted ESChat Networks

SLA Hosted ESChat Networks provide a simple and inexpensive method for deploying your Encrypted PTT Voice and Data Network. SLA Hosted Deployments are licensed on a monthly basis, and the complete cost of operation is included in a single monthly 'per-handset' fee.

Use Table 'D' or Table 'E' below for pricing and options at various volume levels.

Table 'D': Handset Client Software - Encrypted (Secure) Push to Talk without Secure Group Messaging

SIN #	MFR Part #	Product Name/ Description	GSA Price	Volume per Enterprise
132-32	ESC-HS-01*	Monthly Software License per Subscriber	\$ 4.57	< 5,000
132-32	ESC-HS-02*	Monthly Software License per Subscriber	\$ 4.25	5,000 - 9,999
132-32	ESC-HS-03*	Monthly Software License per Subscriber	\$ 4.00	10,000 - 19,999
132-32	ESC-HS-04*	Monthly Software License per Subscriber	\$ 3.89	20,000 - 29,999
132-32	ESC-HS-05*	Monthly Software License per Subscriber	\$ 3.77	30,000 - 39,999
132-32	ESC-HS-06*	Monthly Software License per Subscriber	\$ 3.66	40,000 - 49,999
132-32	ESC-HS-07*	Monthly Software License per Subscriber	\$ 3.54	50,000 and over

* For BlackBerry add suffix "-BB", for Android add suffix "-DR", for BREW add suffix "-BR"

* For a list of all available device models and the appropriate suffix, go to <http://www.sla-ptt.com/gsa/>

Table 'E': Handset Client Software - Encrypted (Secure) Push to Talk with Secure Group Messaging

SIN #	MFR Part #	Product Name/ Description	GSA Price	Volume per Enterprise
132-32	ESC-HM-01*	Monthly Software License per Subscriber	\$ 4.99	< 5,000
132-32	ESC-HM-02*	Monthly Software License per Subscriber	\$ 4.64	5,000 - 9,999
132-32	ESC-HM-03*	Monthly Software License per Subscriber	\$ 4.37	10,000 - 19,999
132-32	ESC-HM-04*	Monthly Software License per Subscriber	\$ 4.24	20,000 - 29,999
132-32	ESC-HM-05*	Monthly Software License per Subscriber	\$ 4.12	30,000 - 39,999
132-32	ESC-HM-06*	Monthly Software License per Subscriber	\$ 3.99	40,000 - 49,999
132-32	ESC-HM-07*	Monthly Software License per Subscriber	\$ 3.87	50,000 and over

* For BlackBerry add suffix "-BB", for Android add suffix "-DR", for BREW add suffix "-BR"

* For a list of all available device models and the appropriate suffix, go to <http://www.sla-ptt.com/gsa/>

Notes:

1. Server Software licensing is not required for SLA Hosted Deployments.
2. Monthly Software License includes SLA hosted server access, product support and software upgrades

Enterprise Secure Chat (ESChat) Gateway and Peripheral Products

ESChat LMR Gateway

SIN #	MFR Part #	Product Name/ Description	GSA Price	Volume
132-8	ESC-GW-1	LMR Gateway Software, Non-Recurring License*	\$ 2,047.36	N/A

* Gateway Hardware is included.

PC Dispatch Client

SIN #	MFR Part #	Product Name/ Description	GSA Price	Volume
132-32	ESC-PC-*	PC Dispatch Client for Windows or Linux Non-Recurring License	\$ 1,313.98	N/A

* Specify '-W' for Windows, or '-L' for Linux.