

From: Dale Graves grda@mbari.org 
Subject: Fwd: Request for quote:
Date: January 4, 2017 at 10:42 AM
To: Alana Sherman alana@mbari.org

DG

Here is the part numbers and price for the focal motherboards. The ones in red are what we need to order.

I couldn't find anything regarding the fiber cable with reference to the Lancer connectors, so I think we will have to call Linden photonics. Check out the photo in this link.
<http://www.lindenphotonics.com/documents/2013/STFOC.pdf>

From: JWilson3@moog.com
To: grda@mbari.org
Sent: Monday, November 21, 2016 1:10:39 PM
Subject: RE: Request for quote:

Hi Dale,

Here is a summary with pricing and delivery for three options. I hope it makes sense. I think option 1 matches your current vehicle architecture, with additional HD cards for fiber 2. Having the 914-VDX card available for March 15th is a risk. There would not be any slack in the schedule for something to go wrong.

1. Option 1: Match old Vehicle cards

1.1. Fiber 1

1.1.1. Remote

1.1.1.1. 1 x 907-0001-02, 907-R/C (3 x Analog Video, 6 x Data), \$3116

1.1.1.2. 1 x 907-0030-47, 907-GBE2 (2 x GBE), \$2870

1.1.1.3. 1 x 907-0015-00, 907-CWDM, \$812

1.1.1.4. Remote Total: \$6798

1.1.2. Console

1.1.2.1. 1 x 907-0002-02, 907-R/C (3 x Analog Video, 6 x Data), \$3698

1.1.2.2. 1 x 907-0003-02, 907-GBE2 (2 x GBE), \$2870

1.1.2.2. 1 x 907-0030-49, 907-GBE2 (2 x GBE), \$2870

1.1.2.3. 1 x 907-0015-00, 907-CWDM, \$812

1.1.2.4. Console Total: \$7380

1.2. Fiber 2 (HD Video)

1.2.1. Remote

1.2.1.1. 1 x 914-0032-04, 914-HDV2 (2 x HD Video), \$1468

1.2.1.2. 914-0017-04, 914-CWDM, \$812

1.2.1.3. Remote Total: \$2280

1.2.2. Console

1.2.2.1. 1 x 914-0021-00, 914-HDV2 (2 x HD Video), \$1485

1.2.2.2. 914-0017-04, 914-CWDM, \$812

1.2.2.3. Console Total: \$2297

1.3 Option 1 Total: \$18,755

1.4 Option 1 Lead Time: 7 weeks for separate cards, 9 weeks for stacks.

2. Option 2: New 907/914 Solution

2.1. Fiber 1

2.1.1. Remote

2.1.1.1. 1 x 907-0076-13, 907E-HS (2 x Analog Video, 1 x GBE, 4 x Data), \$4100

2.1.1.2. 1 x 914-0032-04, 914-HDV2 (2 x HD Video), \$1468

2.1.1.3. 1 x 914-0017-04, 914-CWDM, \$812

2.1.1.4. Remote Total: \$6380

2.1.2. Console

2.1.2.1. 1 x 907-0077-15, 907E-HS (2 x Analog Video, 1 x GBE, 4 x Data), \$4100

2.1.2.2. 1 x 907-0238-00, 907-DIAG-E (Ethernet Diagnostics), \$820

2.1.2.3. 1 x 914-0021-00, 914-HDV2 (2 x HD Video), \$1485

2.1.2.4. 1 x 914-0017-04, 914-CWDM, \$812

2.1.2.5. Console Total: \$7217

2.2. Fiber 2 (HD Video), not used

2.3 Option 2 Total: \$13,597

2.4 Option 2 Lead Time: 7 weeks for separate cards, 9 weeks for stacks.

3. Option 3: New 914 System with 914-VDX

3.1. Fiber 1

3.1.1. Remote

3.1.1.1. 1 x 914-0026-13, 914-HDE (1 x HD Video, 1 x GBE, 2 x Data), \$2042

3.1.1.2. 1 x 914-VDX (2 x Analog Video, 4 x Data), \$1230

3.1.1.3. 1 x 914-0026-47, 914-HDE (1 x HD Video, 1 x GBE, 2 x Data), \$2206

3.1.1.4. 1 x 914-0017-04, 914-CWDM, \$812

3.1.1.5. Remote Total: \$6290

3.1.2. Console

3.1.2.1. 1 x 914-0027-15, 914-HDE (1 x HD Video, 1 x GBE, 2 x Data), \$2042

3.1.2.2. 1 x 914-VDX (2 x Analog Video, 4 x Data), \$1230

3.1.2.3. 1 x 914-0027-49, 914-HDE (1 x HD Video, 1 x GBE, 2 x Data), \$2206

3.1.2.3. 1 x 914-0017-03, 914-VDX (1 x HD Video, 1 x SDI, 1 x SDI, 1 x SDI), \$2200

3.1.2.4. 1 x 914-0017-04, 914-CWDM, \$812

3.1.2.5. Console Total: \$6290

3.2. Fiber 2 (HD Video), not used

3.3. Option 3 Total: \$12,580

3.4. Option 3 Lead Time: 16 weeks ARO due to 914-VDX. There is risk of not making a March 15th ship date.

Thanks,

Jason Wilson, P. Eng.

Electronics Sales Engineer

Focal Technologies Corporation

A Moog Inc. Company

77 Frazee Avenue, Dartmouth, Nova Scotia, Canada. B3B 1Z4

1-902-468-2263 ext. 5262 (Office)

From: Wilson, Jason

Sent: Monday, November 21, 2016 1:26 PM

To: 'Dale Graves' <grda@mbari.org>

Subject: RE: Request for quote:

Hi Dale,

Thanks for the email. I was out on Friday and had planned to call you back today.