

From: Todd Lindstrom lindstrom@sulissubsea.com
Subject: Re: Got it
Date: July 16, 2018 at 8:02 AM
To: Lonny Lundsten lonny@mbari.org

TL

Hi Lonny

Sure no problem.

1/ Z70 UHD4K Camera with 12x Zoom and 6000 meter depth rating, standard connector configuration: \$62,550

2/ CB1 Control Box for Z70 Camera with support for ROSPT25 and SIDUS SS100: \$3500

3/ If you use an ROS PT25 or SIDUS SS100 series pan/tilt we can provide a mechanical adapter to mate to Z70 for: \$2500

Standard lead time is 10 weeks and we require 50% pre-payment to start the order.

Note that the pricing includes a 10% discount based on your situation (i.e. qty discount, and the fact that you a research institute)

ALSO... a while ago you asked which camera module we use in the Z70. It is a Sony prosumer 4K 12x optical zoom camera, not an industrial block camera or an inexpensive consumer grade camera. We chose to work with this camera for a number of reasons, but image quality was the most important and its Carl Zeiss lens is hard to beat. By choosing this camera over say an industrial block camera meant that we had a lot of work to interface to the camera at the control level and make the Z70 operator friendly. We believe we've achieved that. But while you will likely interface to the Z70 using our CB1 control box, we do support a full command set that we can provide to you if you eventually want to integrate the Z70 into your own control system. (Schmidt Ocean Institute use their own control system - built by Greensea Systems while WHOI uses our CB1 control box, for example)

Good luck with the trial and let me know if you have any questions.

Todd Lindstrom
VP Business Development
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On Fri, Jul 13, 2018 at 8:28 PM, Lonny Lundsten <lonny@mbari.org> wrote:

Hi Todd,

I just wanted to let you know that the packages arrived safely. I also wonder if you could shoot me a cost estimate for the system. We are submitting our 2019 project proposals July 19 and I need to have rough estimates for purchasing equipment for 2019. Depending on tests outcomes and funding we would likely by two cameras initially, either this year or early next year and more after that to outfit our other ROV's.

Thanks,

Lonny

Lonny Lundsten
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