

Type	Called	Description	Sold by					Monitor Co
			Manufacturer To make	15% Internat co Int. Owner	15% Lic holder Wholesale	25% Lcl Franchis Distributor	20% installer Retail	
	1 remote door	Door opener	85.00	97.75	112.41	140.52	168.62	
	2 Keypad	Keyed entry - touch screen	110.00	126.50	145.48	181.84	218.21	
	3 FingerScan	Thumb print reader	175.00	201.25	231.44	289.30	347.16	
	4 Camera (int)	Low res camera 640K (640x480)	120.00	138.00	158.70	198.38	238.05	
	5 Camera (ext)	High res camera >1M (1280x960)	160.00	184.00	211.60	264.50	317.40	
	6 Controller	Master controller- web generator	180.00	207.00	238.05			
	7 managed remote	Driver and motors as required						
	8 Camera bayonet	audio & video in/out,	140.00	161.00	185.15	231.44	277.73	
	9							
	10							
	11							
Install rate								
	hourly charge						35.00	
	cable cost / mtr						0.35	
	terminations	each end (two per cable)					5.00	
Monthly fees								
	Monitoring				3.00	2.00		10.00
	Lease of Controller				10.00	5.00		
	Network charges	(refer network supplier)						

Appportionments		Manufacturer	Internat co	Lic holder	Lcl Franchis	installer	0%
remote door		85.00	12.75	14.66	28.10	28.10	
Keypad		110.00	16.50	18.98	36.37	36.37	
FingerScan		175.00	26.25	30.19	57.86	57.86	
Camera (int)		120.00	18.00	20.70	39.68	39.68	
Camera (ext)		160.00	24.00	27.60	52.90	52.90	
Controller		180.00	27.00	31.05	-	-	
managed remote		-	-	-	-	-	
Camera bayonet		140.00	21.00	24.15	46.29	46.29	
0		-	-	-	-	-	
0		-	-	-	-	-	

Value	total of all						
2bedsit	2,836.76	1,490.00	223.50	257.03	433.12	433.12	-
3bedhse	4,225.39	2,190.00	328.50	377.78	664.56	664.56	-
apartment	2,410.26	1,275.00	191.25	219.94	362.03	362.03	-
Industrial	5,078.40	2,620.00	393.00	451.95	806.73	806.73	-
Commercial	5,861.98	3,015.00	452.25	520.09	937.32	937.32	-

Short feature list

- | | |
|------------------|--|
| 1 remote door | Door opener |
| 2 Keypad | Keyed entry - touch screen
Door opener |
| 3 FingerScan | Thumb print reader
Keyed entry - touch screen
Door opener |
| 4 Camera (int) | Low res camera 640K (640x480)
using PoE to recover and charge power
Infra red LEDs - night view |
| 5 Camera (ext) | High res camera >1M (1280x960)
using PoE to recover and charge power - &solar capabilities
Low light capable
Network zoom, |
| 6 Controller | Master controller- web generator
latest software and protection services available - for free
Generate output for all monitor types
Manage viewable authorities
Send data to cellphone, or other access device |
| 7 managed remote | Driver and motors as required
Drivers electric motor for windows, curtains etc
Close devices to retain climate, or deter intruders
open devices to retain climate, when safe |

2bedsit

device num	Type	Room name	Comments	Qty	Unit cost	Up front cost	Monthly fee
<i>External</i>							
1	5	Camera (ext)	Camera (ext)	1	317.40	317.40	
2	5	Camera (ext)	rear door	1	317.40	317.40	
3	3	FingerScan	Front door	1	347.16	347.16	
4	3	FingerScan	Rear door	1	347.16	347.16	
11		-			-	-	
11		-			-	-	
<i>Internal</i>							
5	4	Camera (int)	entrance hall	1	238.05	238.05	
6	8	Camera bayonet	Lounge	1	277.73	277.73	
7	4	Camera (int)	Kitchen / dining	1	238.05	238.05	
8	8	Camera bayonet	Bedroom 1	1	277.73	277.73	
9	4	Camera (int)	Bedroom 2	1	238.05	238.05	
6		Controller		1	-	-	
11		-			-	-	
11		-			-	-	
11		-			-	-	
<i>Install fee</i>							
		hours		4	35.00	140.00	
		cable & connect		100	50.00	85.00	
		Monitoring Registration		1	250.00	250.00	
						-	
		Master controller		1			15.00
		Monitoring		1			15.00
Sub Total						3,073.71	
Total Cost	GST Installed					384.21	
						3,457.93	
Monthly							30.00

Note: Pre GST Less Install fees: 2,598.71

3bedhse

device num	Type	Room name	Comments	Qty	Unit cost	Up front cost	Monthly fee
	<i>External</i>						
5	Camera (ext)	front door		1	317.40	317.40	
5	Camera (ext)	rear door		1	317.40	317.40	
5	Camera (ext)	back yard		1	317.40	317.40	
5	Camera (ext)	front yard		1	317.40	317.40	
3	FingerScan			1	347.16	347.16	
3	FingerScan			1	347.16	347.16	
	<i>Internal</i>						
4	Camera (int)	entrance hall		1	238.05	238.05	
8	Camera bayonet	Lounge		1	277.73	277.73	
4	Camera (int)	Kitchen		1	238.05	238.05	
4	Camera (int)	Dining room		1	238.05	238.05	
8	Camera bayonet	Bedroom 1		1	277.73	277.73	
4	Camera (int)	Bedroom 2		1	238.05	238.05	
4	Camera (int)	Bedroom 3		1	238.05	238.05	
8	Camera bayonet	Main hall		1	277.73	277.73	
6	Controller			1	-	-	
	<i>Install fee</i>						
		hours		6	35.00	210.00	
		cable & connect	150	15	75.00	127.50	
		Monitoring Registration		1	250.00	250.00	
						-	
	Master controller			1			15.00
	Monitoring			1			15.00
Sub Total						4,574.84	
	GST					571.85	
Total Cost	Installed					5,146.69	
Monthly							30.00

<u>apartment</u> device num	Type	Room name	Comments	Qty	Unit cost	Up front cost	Monthly fee
	<i>External</i>						
3	FingerScan	front door		1	347.16	347.16	
5	Camera (ext)	front door		1	317.40	317.40	
5	Camera (ext)	balcony?		1	317.40	317.40	
11	-				-	-	
11	-				-	-	
11	-				-	-	
	<i>Internal</i>						
4	Camera (int)	entrance foyer		1	238.05	238.05	
4	Camera (int)	lounge		1	238.05	238.05	
4	Camera (int)	kitchen/dining		1	238.05	238.05	
4	Camera (int)	bedroom1		1	238.05	238.05	
4	Camera (int)	bedroom2		1	238.05	238.05	
6	Controller			1	-	-	
11	-				-	-	
11	-				-	-	
11	-				-	-	
	<i>Install fee</i>						
		hours		4	35.00	140.00	
		cable & connect	100	9	45.00	80.00	
		Monitoring Registration		1	250.00	250.00	
						-	
	Master controller			1			15.00
	Monitoring			1			15.00
Sub Total						2,642.21	
	GST					330.28	
Total Cost	Installed					2,972.48	
Monthly							30.00

Industrial
device num

Type	Room name	Comments	Qty	Unit cost	Up front cost	Monthly fee
<i>External</i>						
3 FingerScan	front door		1	347.16	347.16	
3 FingerScan	rear door		1	347.16	347.16	
5 Camera (ext)	front		1	317.40	317.40	
5 Camera (ext)	rear		1	317.40	317.40	
5 Camera (ext)	left		1	317.40	317.40	
5 Camera (ext)	right		1	317.40	317.40	
<i>Internal</i>						
4 Camera (int)	Front Entrance		1	238.05	238.05	
4 Camera (int)	Reception		1	238.05	238.05	
8 Camera bayonet	Offices (hall/main)		1	277.73	277.73	
4 Camera (int)	as req in plant (min4)		4	238.05	952.20	
4 Camera (int)	emerg exit		1	238.05	238.05	
4 Camera (int)	transport/despach		1	238.05	238.05	
3 FingerScan	where appropriate		2	347.16	694.31	
6 Controller			1	-	-	
11	-			-	-	
<i>Install fee</i>						
	hours		16	35.00	560.00	
	cable & connect	500	18	90.00	265.00	
	Monitoring Registration		1	250.00	250.00	
					-	
	Master controller		1			15.00
	Monitoring		1			15.00
Sub Total					5,915.35	
	GST				739.42	
Total Cost	Installed				6,654.77	
Monthly						30.00

Commercial device num	Type	Room name	Comments	Qty	Unit cost	Up front cost	Monthly fee
	<i>External</i>						
3	FingerScan	front door		1	347.16	347.16	
3	FingerScan	rear door		1	347.16	347.16	
5	Camera (ext)	front entrance		1	317.40	317.40	
5	Camera (ext)	rear entrance		1	317.40	317.40	
5	Camera (ext)	side entrance left		1	317.40	317.40	
5	Camera (ext)	side entrance right		1	317.40	317.40	
	<i>Internal</i>						
4	Camera (int)	main foyer		1	238.05	238.05	
4	Camera (int)	reception		1	238.05	238.05	
4	Camera (int)	hallways		6	238.05	1,428.30	
4	Camera (int)	secure areas		3	238.05	714.15	
3	FingerScan	secure areas		3	347.16	1,041.47	
6	Controller			1	-	-	
11	-				-	-	
11	-				-	-	
11	-				-	-	
	<i>Install fee</i>						
		hours		24	35.00	840.00	
		cable & connect	100	21	105.00	140.00	
		Monitoring Registration		1	250.00	250.00	
						-	
	Master controller			1			15.00
	Monitoring			1			15.00
Sub Total						6,853.93	
	GST					856.74	
Total Cost	Installed					7,710.67	
Monthly							30.00

Figures for New Zealand

allowing for a market adoption rate of :

Market size	year (page 105)			
2bedsit	257,572	1998	10,303	4.0%
3bedhse	803,994	1998	16,080	2.0%
apartment	93,348	1998	1,867	2.0%
Industrial	37,268	2001	745	2.0%
Commercial	122,972	2001	615	0.5%
-	-	-	-	0.0%
-	-	-	-	0.0%

Units required	1	2	3	4	5	6	7	8	9	10
	remote door	Keypad	FingerScan	Camera (int)	Camera (ext)	Controller	managed remote	Camera bayonet	-	-
2bedsit	-	-	2	3	2	1	-	2	-	-
3bedhse	-	-	2	5	4	1	-	3	-	-
apartment	-	-	1	5	2	1	-	-	-	-
Industrial	-	-	4	8	4	1	-	1	-	-
Commercial	-	-	5	11	4	1	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
2bedsit	-	-	20,606	30,909	20,606	10,303	-	20,606	-	-
3bedhse	-	-	32,160	80,399	64,320	16,080	-	48,240	-	-
apartment	-	-	1,867	9,335	3,734	1,867	-	-	-	-
Industrial	-	-	2,981	5,963	2,981	745	-	745	-	-
Commercial	-	-	3,074	6,763	2,459	615	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
Total required	-	-	60,688	133,369	94,100	29,610	-	69,591	-	-

Funds - distribution

	remote door	Keypad	FingerScan	Camera (int)	Camera (ext)	Controller	managed remote	Camera bayonet	-	Totals
Manufacturer	85.00	110.00	175.00	120.00	160.00	180.00	-	140.00		
Internat co	12.75	16.50	26.25	18.00	24.00	27.00	-	21.00		
Lic holder	14.66	18.98	30.19	20.70	27.60	31.05	-	24.15		
Lcl Franchis installer	28.10	36.37	57.86	39.68	52.90	-	-	46.29		
-	28.10	36.37	57.86	39.68	52.90	-	-	46.29		
Monitor Co	-	-	-	-	-	-	-	-		
-	-	-	-	-	-	-	-	-		
Manufacturer	-	-	10,620,439	16,004,302	15,056,013	5,329,789	-	9,742,706	-	56,753,249
Internat co	-	-	1,593,066	2,400,645	2,258,402	799,468	-	1,461,406	-	8,512,987
Lic holder	-	-	1,832,026	2,760,742	2,597,162	919,389	-	1,680,617	-	9,789,935
Lcl Franchis installer	-	-	3,511,382	5,291,422	4,977,894	-	-	3,221,182	-	17,001,881
-	-	-	3,511,382	5,291,422	4,977,894	-	-	3,221,182	-	17,001,881
Monitor Co	-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-	-
Total	-	-	21,068,295	31,748,533	29,867,365	7,048,646	-	19,327,094	-	109,059,934

Notes:

The above figures DO NOT include the cost of labour that is charged by the installer - they do not form part of the International companies accounts

The total man hours and terminations income and time is anticipated to be as follows:

	man hours	tot hrs	\$ Terminates (cables)	Total other income for installers
2bedsit	41,212	1,442,403	875,745	2,318,148
3bedhse	96,479	3,376,775	2,050,185	5,426,960
apartment	7,468	261,374	149,357	410,731
Industrial	11,926	417,402	197,520	614,922
Commercial	14,757	516,482	86,080	602,563
	<u>171,841</u>	<u>6,014,436</u>	<u>3,358,887</u>	<u>9,373,324</u>

allowing for 2000 man hours work per year - this equates to 29 staff over 3 years - and each receives 70,000 NZ\$ per annum (approx)

The installers allowance (from above - \$17,001,881) means that each installer will receive a further 195,424 NZ\$ per annum