



BAS Dealer Information Note 04/23/98

UL Listing and Change in Price Structure

The changes discussed in this Information Note will be included in a new EZ Dealer Excel workbook that will be available for download from our web site by 4/30/98. All changes noted here are effective immediately and apply to all projects except for those with open and partially filled purchase orders.

Software Distribution

EMCS-1 pricing has changed drastically. In most cases, the overall cost of BAS hardware and software for a project will be the same or decrease. The change in price structure will make it easier for Dealers to be competitive on small projects.

Each RSC sold will include a fee for the system software license that covers the cost of the head-end software. Since the software license will be paid for with the RSC, it is not necessary to purchase a manual and disks. The Dealer may copy the software from existing disks or download the latest from our web site. Manuals and disks can be purchased from BAS for a nominal charge.

The head-end hardware (ACL or RS232/485 comm port device) will be sold separately from the manuals and disks. BAS will no longer offer any configurations that include the computer.

	<u>List Price</u>
EMSC-1 EMCS Master Control Software (User Manual and Disks)	\$175
EMCS-2 EnerNet Comm (RS232/485 Comm Port Device)	\$200
EMCS-3 EnerNet ACL (8 Port ACL Card)	\$2,000
EMCS-4 EMCS Remote Monitoring Software (User Manual and Disks)	\$800
EMCS-5 Dealer Package (Engineering Manual and Disks)	\$200

Upgrades/Support/Extended Warranty

We are developing a program for offering an extended warranty on BAS hardware that will include upgrades and support. Until we are ready to implement the program software upgrades and support will continue as they have at no charge.

The extended warranty will probably be sold in 5 and 10 year increments. The extended warranty will include free upgrades and technical support. We charge a fee for upgrades and support of sites not part of the extended warranty program.

UL Certification of the RSC

The BAS Remote System Controller (RSC) is now listed by Underwriters Laboratories (UL) under UL-916 as Enclosed Energy Management Equipment. This will allow the Dealer to submit proposals on those projects requiring a UL approved product.

As part of this certification process, UL has placed several restrictions on the way we manufacture and sell the RSC. The following changes have been made:

1. The label on the inside of the RSC enclosure has had several notes added. These notes restrict the installation and use of the RSC (dry location, copper conductors, Class 2 power supply, etc.).
2. All RSCs must include a label with a serial number and a date code. This label is located on the circuit board and a duplicate is located on the back of the RSC enclosure.
3. All RSCs must be installed using the standard enclosure supplied by BAS.
4. All RSCs must use a specific type of terminal block (Altech AK130).

To comply with these changes, all RSCs will now be shipped with an enclosure and terminal block installed at the trunk, AI, and DO locations. Terminal block may be added at the DI and LCD display locations on request.

Price changes/comparison of RSC

The price of the RSC has increased to reflect the new configuration, the software license, and cover the cost of UL certification.

Previous typical RSC

	<u>List Price</u>
RSC	\$991.55
Enclosure	\$38.10
Terminal Block(26 pos)	<u>\$30.94</u>
Total	1060.59

New RSC configuration includes RSC with UL certification, enclosure, terminal block (38 pos), and software license.

RSC	\$1,247.62
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