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SALES QUOTATION & ORDER FORM**Essential Technologies, Inc. formerly EIS International**

1401 Rockville Pike, Suite 500
Rockville, MD 20852-1428
USA

Phone: (301) 738-8900, ext 315
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Merrily J. Powell - Regional Sales Manager, ext. 315
INTERNET mpowell@eisint.com

Today's Date: 10-20-97
Original Quote Date:
Sales Quotes Valid for 30 Days

User Info:

Name:
Phone:
Fax:

Internal:

TM Ref: meinhardt
XL Ref: shea.xls

Ship To:

Swanke Hayden Connell Ltd.
Swanke Hayden Connell & Partners LLP
295 Lafayette Street
New York, New York 10012

Attention: Mr. Carl R. Meinhardt FAIA

Phone: 212-219-6734

FAX: 212-219-0488

Bill To:

Swanke Hayden Connell Ltd.
Swanke Hayden Connell & Partners LLP
295 Lafayette Street
New York, New York 10012

Attention: Mr. Carl R. Meinhardt FAIA

Phone: 212-219-6734

FAX: 212-219-0488

Item #	Description	Part #	Quantity	Unit Price	Total	Shipping
	EIS CONSULTING SERVICES					
	EIS International will provide Emergency Operations Center Consulting Services to the New York City Mayor's Office of Emergency Management as a means of assisting the OEM staff with the construction and design issues necessary for establishing a functional Emergency Operations Center. EIS International will be working in close conjunction with architectural firm Swanke Hayden Connell Ltd. The goal is to have final EOC construction plans completed and signed off on by 12/26/97.					
	The services offered throughout this proposal include but are not limited to the following list:					
	1. Conduct preliminary needs analysis to establish detailed scope of work					
	2. In conjunction with architectural firm, EIS International will develop a conceptual EOC system design. This will include the development of schematics and blocking diagrams of the EOC area.					
	3. Review all EOC spatial requirements and ensure design flexibility to allow for future upgrades and extensions to the EOC.					
	4. Ensure that EOC design addresses all relevant security issues.					
	5. Ensure that EOC design accounts for optimal presentation of Mayoral briefings and all media events.					
	6. Recommend all necessary EOC systems. This includes such areas as hardware, software, display equipment, etc.					
	continued....					

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Item #	Description	Part #	Quantity	Unit Price	Total	Shipping
	7. Design "workstation" countertop to ensure the most efficient use of space in EOC. Workstation design will optimize the efficiency and comfort of end user.					
	8. Recommend additional support equipment and EOC furniture					
	9. Establish "operational" design to ensure efficient operational information flow. This will include the design and layout of how the EOC should be staffed both internally and where other agencies will reside while at EOC.					
	10. EIS will ensure the integration of existing EOC systems to meet operational needs. Includes the integration of emergency management software, communications, weather, television feed, etc.					
	11. Ensure interoperability of existing information systems within EOC					
1	EIS Consulting Services : Hourly Rate for EOC Design Consulting Services. All project activity will be charged at a rate of \$125.00 per hour.	CCONTH	288	\$125	\$36,000	
	EIS Consultant's Expenses, billed on an ACTUAL basis.					
	The following figures can be used for planning purposes:					
	Roundtrip Airfare: \$450/flight for 5 flights			\$2,250		
	Lodging: \$125/night for 5 nights			\$625		
	Per Diem: \$45/day for 5 days			\$225		
	Subtotal			\$3,100		
	G&A @ 18%			\$558		
2	Total ESTIMATED Travel Expenses:	EXPGA	1	\$3,658	\$3,658	
3	Miscellaneous Expenses	EXPGA	1	\$3,200	\$3,000	
	*These expenses include all services related to document preparation, administrative services, courier services etc.					

Notes:

\$42,658

Tax:

Shipping:

Total:

\$42,658

Purchase Order #:

TERMS: FOB Point Destination, UPS 2nd Day Air
 Net 10 days Payable in U.S. dollars

Confirming signature:

Date: