# **Esscoe**

**EXHIBIT B — VENDOR Discounts and Services to be Provided to Associations**

* **5 or 7 Year on EST fire alarm systems**
* **Web-based inspection reporting with electronic barcoding for devices**
* **Quick response to deficiency repairs after completed inspections**
* **Discounted labor rates for repairs and service**
* **Bundled service packages for all fire protection services**
* **Same day/next day service response times based on customer service package**
* **Full service and installation on all security protection equipment (CCTV, Access Control, Intrusion)**
* **15% Equipment/Parts discount for qualifying customers**