

Essco

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**

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