

Calence, LLC dba Insight Networking
 6820 South Harl Avenue
 Tempe, A 85283

Sales Rep : Darak Weaver
 Phone: (956) 639-3555
 darak.weaver@insight.com



Sales Quote: 030111HCEM
 Date: 3/1/2011
 Buyer: Hidalgo County Emergency Management
 Name: Tony Pena
 Address: 1615 S. Clossner Ste. J
 Email: Edinburg, TX 78539

Design Associate: Rose Owens
 Phone: (512) 691-2046

Fax: (956) 687-5428
 rose_owens@insight.com

DIR Contract# DIR-SDD-838

| Part Number | Description | List Price | Discount | Unit Price | Quantity | Extended Price |
|-------------|-------------|------------|----------|------------|----------|----------------|
|-------------|-------------|------------|----------|------------|----------|----------------|

EOC CODECS and CAMERAS

| | | | | | | |
|-----------------|---|-------------|-------|------------|---|-------------|
| CTS-EDGE95-K9 | TANBERG Edge 95 MXP - Incl Natural Presenter Package, MS, full Bandwidth, TANDBERG PrecisionHD Cam | \$15,470.00 | 53.50 | \$7,193.55 | 4 | \$28,774.20 |
| PWR-CORD-US-A | TANDBERG Pwr Cord US 1.8m Black YP-12 To YC-12 | \$0.00 | 53.50 | \$0.00 | 4 | \$0.00 |
| SW-S50000-K9 | TANDBERG Software Image Encrypted | \$0.00 | 53.50 | \$0.00 | 4 | \$0.00 |
| CTS-NTSC | TANDBERG NTSC Option | \$0.00 | 53.50 | \$0.00 | 4 | \$0.00 |
| CTS-EDGEXX-K9 | TANDBERG Edge Series Codec | \$0.00 | 53.50 | \$0.00 | 4 | \$0.00 |
| CTS-PHD-S | TANDBERG PrecisionHD Camera w/ 2mcable, codec S/N Req | \$0.00 | 53.50 | \$0.00 | 4 | \$0.00 |
| CTS-RMT-TRC4 | TANDBERG Remote Control IV | \$0.00 | 53.50 | \$0.00 | 4 | \$0.00 |
| LIC-EDG95 | TANDBERG Edge 95MXP Product ID License | \$0.00 | 53.50 | \$0.00 | 4 | \$0.00 |
| LIC-EDG95-BW1 | TANDBERG Edge 95 MXP IP only to 512 kbps ISDN/2 Mbps IP | \$0.00 | 53.50 | \$0.00 | 4 | \$0.00 |
| LIC-EDG95-MS | TANDBERG Edge 95 MXP MultiSite (MS) Option (Requires NPP) | \$0.00 | 53.50 | \$0.00 | 4 | \$0.00 |
| LIC-EDG95-NPP | TANDBERG Edge 95 MXP Natural Presenter Package (NPP) Option | \$0.00 | 53.50 | \$0.00 | 4 | \$0.00 |
| LIC-S50000-K9 | TANDBERG License Key Software Encrypted | \$0.00 | 53.50 | \$0.00 | 4 | \$0.00 |
| CON-ECDN-EDGE95 | TANDBERG SUPPORT WARRANTY ESS WITH 8X5XNext Business Day Support Edge 95 MXP with TANDBERG PrecisionHD Camera | \$1,392.00 | 18.00 | \$1,141.44 | 4 | \$4,565.76 |

VIDEO END POINTS

| | | | | | | |
|-------------------|--|------------|-------|------------|---|-------------|
| CTS-MXP-1000-K9 | TANDBERG 1000 MXP | \$6,487.00 | 53.50 | \$3,016.46 | 8 | \$24,131.64 |
| PWR-CORD-US-A | TANDBERG Pwr Cord US 1.8m Black YP-12 To YC-12 | \$0.00 | 53.50 | \$0.00 | 8 | \$0.00 |
| CTS-MXP-1000N-K9 | TANDBERG 1000 MXP Unit NTSC | \$0.00 | 53.50 | \$0.00 | 8 | \$0.00 |
| LIC-MXP-1000-NPP | TANDBERG 1000 Natural Presenter Package option | \$2,002.00 | 53.50 | \$930.93 | 8 | \$7,447.44 |
| CTS-MXP-1000-STC | TANDBERG 1000 MXP Suitcase | \$375.00 | 53.50 | \$174.38 | 8 | \$1,395.00 |
| SW-S50000-K9 | TANDBERG SW Image Encrypted | \$0.00 | 53.50 | \$0.00 | 8 | \$0.00 |
| LIC-MXP-1000-BWD | TANDBERG 1000 MXP 0/768 software option | \$0.00 | 53.50 | \$0.00 | 8 | \$0.00 |
| CTS-RMT-TRC4 | TANDBERG Remote Control IV | \$0.00 | 53.50 | \$0.00 | 8 | \$0.00 |
| LIC-MXP1000 | TANDBERG 1000 MXP product id | \$0.00 | 53.50 | \$0.00 | 8 | \$0.00 |
| LIC-S50000-K9 | TANDBERG License Key Software Encrypted | \$0.00 | 53.50 | \$0.00 | 8 | \$0.00 |
| CON-ECDN-CTSMXP1K | TANDBERG SUPPORT WARRANTY ESS WITH 8X5X Next Business Day Support 1000 MXP | \$584.00 | 18.00 | \$478.88 | 8 | \$3,831.04 |

Installation of (3) Tandberg 1000's and (4) Edge 95's

\$8,000.00
 \$8,000.00

Sales Quote is valid for 30 days

TOTAL \$ 78,145.08

TERMS AND CONDITIONS

Transaction is governed by the applicable contract between Calence, LLC dba Insight Networking and the Texas Department of Information Resources Pursuant to that contract, the warranties and disclaimers located at the following URL apply to this transaction www.insight.com/pages/legal.web# The above referenced contract and warranties and disclaimers are hereby incorporated herein by this reference.

CALENCE, LLC DBA INSIGHT NETWORKING SPECIFICALLY OBJECTS TO ANY ADDITIONAL TERMS BEING ADDED THROUGH A PURCHASE ORDER OR OTHER SIMILAR DOCUMENT OR COMMUNICATION (A 'PURCHASE ORDER'). BY ORDERING ANY OF THE ITEMS IDENTIFIED HEREIN, CUSTOMER AGREES THAT ANY ADDITIONAL TERMS CONTAINED IN A PURCHASE ORDER SHALL NOT BECOME PART OF THE AGREEMENT BETWEEN THE PARTIES AND SPECIFICALLY THAT THE TERMS AND CONDITIONS CONTAINED HEREIN OR INCORPORATED HEREIN BY REFERENCE SHALL SUPERSEDE ANY CONFLICTING, CONTRARY, OR ADDITIONAL TERMS AND CONDITIONS IN A PURCHASE ORDER.

RECEIVED MAR 03 2011

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DIR Contract No. DIR-SDD-838
Appendix C – Pricing Index

Technology Based Conferencing Products

| Product Line | Customer Discount |
|----------------------|--------------------------|
| Cisco | 44% |
| vBrick | 20% |
| Tandberg Category A | 32% |
| Tandberg Category B | 32% |
| Tandberg Category EP | 25% |
| Tandberg Category NW | 32% |
| Tandberg Category H | 8% |
| Tandberg Category D | 44% |
| Tandberg Category FO | 32% |
| Tandberg Category E | 5% |
| Tandberg Category AC | 15% |

Related Services

| Service | Customer Discount |
|------------------------------------|--------------------------|
| Maintenance and Support | |
| Cisco SMARTnet | 20% |
| Tandberg Support | 0% |
| vBrick Support | 0% |
| Customization - Hourly Rate | 28% |
| On-Site Training | 28% |



TANDBERG Centric 1000 MXP

For offices and small meeting rooms. State-of-the-art, compact, fully integrated system that delivers style and performance in equal measure. With this system on their desks, users can place calls quickly and get answers even faster.



Plug in PC to use by using presenter box.

DESIGN FEATURES

- Designed for executive offices and small meeting rooms
- Completely integrated system including camera, 12.1" LCD screen, speakers, cables and microphone
- Ultra thin portable frame
- Optional wall-mount bracket

APPLICATION FEATURES

- Powerful live presentations through one step PC plug-in or LAN connection
- Streaming capabilities
- Send and view presentations and presenter simultaneously with Dual Stream technology on single or dual monitor setup
- TANDBERG Expressway™ Technology
- URI Dialing

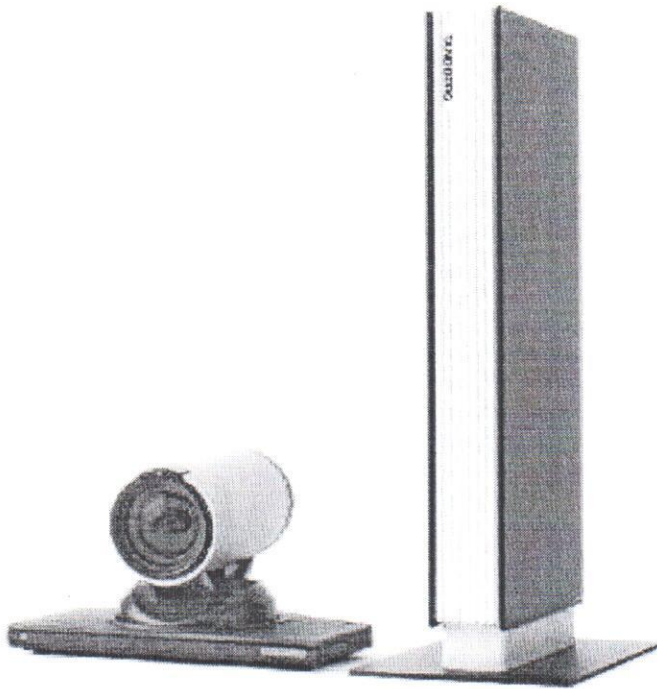
PERFORMANCE FEATURES

- Choice of Network: up to 524 kbps ISDN/ 768 kbps IP (H.323 or SIP)
- Superior video quality incorporating the H.264 standard
- Highest level of unencrypted encryption as well as IEEE 802.1x and H.235 authentication for security
- Protection against network interruption with automatic Downspeeding and IPLR
- XGA LCD Screen

PROTECT YOUR TECHNOLOGY INVESTMENT WITH TANDBERG'S PORTFOLIO OF CONSTANT CARE SERVICES. VISIT WWW.TANDBERG.NET

www.TANDBERG.net

TANDBERG



TANDBERG
Edge
95/85/75
MXP

Connect team members for more productive meetings with the TANDBERG Edge MXP Series. These easy-to-install units turn a meeting room with a flat screen into an interactive situation room for improved teamwork and accelerated decision-making.



HD 2000 20x1000 Super Wide HD TANDBERG PrecisionHD Camera

PROTECT YOUR TECHNOLOGY INVESTMENT WITH TANDBERG'S PORTFOLIO OF CONSTANT CARE SERVICES. VISIT WWW.TANDBERG.COM

www.TANDBERG.com

DESIGN FEATURES

- Designed for medium to small meeting rooms
- Transforms a flat panel display into a high definition, interactive meeting space
- TANDBERG PrecisionHD Camera

APPLICATION FEATURES

- Join up to four video and three audio sites with optional embedded Multi-Site and bandwidth capabilities
- Best possible call for each Multi-Site participant with rate matching and transcoding
- Multiway intuitively and instantly integrates multiple party video calls utilizing a TANDBERG MCU and VOS
- Powerful live presentations through wireless PC plug-in or LAN connection
- View presentations and presenter simultaneously with DuoVideo and H.264 Dual Stream
- TANDBERG Expressway® Technology
- USB dialing

PERFORMANCE FEATURES

- Capable of network up to 812 kbps ISDN (H.320)/2 Mbps IP (H.323 or SIP)
- PC card slot for wireless LAN connection
- Highest level of embedded encryption as well as H.264 and IEEE 802.1x authentication
- True CD-quality audio
- Protection against network interruptions in point-to-point and multi-participants with automatic queue-speeding and IPLR
- Superior video quality incorporating the H.264 standard

TANDBERG
See: performance

190083

Calence, LLC dba Insight Networking
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Tempe, A 85283

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Phone: (956) 639-3555
darak.weaver@insight.com

Design Associate: Rose Owens
Phone: (512) 691-2046

Fax: (956) 687-5428
rose.owens@insight.com



Sales Quote: 012011HCEM
Date: 2/14/2011
Buyer: Hidalgo County Emergency Management
Name: Tony Pena
Address: 1615 S. Clossner Ste. J
Edinburg, TX 78539
Email:

DIR Contract# __DIR-SDD-1369__

| Part Number | Description | List Price | Discount | Unit Price | Quantity | Extended Price |
|-------------|-------------|------------|----------|------------|----------|----------------|
|-------------|-------------|------------|----------|------------|----------|----------------|

EOC CODECS and CAMERAS

| | | | | | | |
|------------|---|-------------|-------|------------|---|-------------|
| 115600 | TANDBERG Edge 95 MXP with TANDBERG PrecisionHD Camera, NPP and MS (Maintenance Contract Required) | \$11,400.00 | 45.00 | \$6,270.00 | 4 | \$25,080.00 |
| 115600V31D | TANDBERG EDGE 95 Customer Core Warranty | \$990.00 | 10.00 | \$891.00 | 4 | \$3,564.00 |
| 115600V07D | TANDBERG EDGE 95 Onsite Installation | \$1,360.00 | 10.00 | \$1,224.00 | 4 | \$4,896.00 |

computer w/ camera (kodak)

VIDEO END POINTS

| | | | | | | |
|------------|---|------------|-------|------------|---|-------------|
| 114001 | TANDBERG 1000 MXP | \$4,990.00 | 36.00 | \$3,193.60 | 8 | \$25,548.80 |
| 114349NPP | TANDBERG 1000 MXP Natural Presenter Package | \$2,000.00 | 60.00 | \$800.00 | 8 | \$6,400.00 |
| 114001V31D | TANDBERG 1000 MXP (768 kbps IP only) CCS Customer Core Advanced | \$1,050.00 | 10.00 | \$945.00 | 8 | \$7,560.00 |
| 114001V07D | TANDBERG 1000 MXP (768 kbps IP only) CCS Domestic Onsite Inst. | \$1,350.00 | 10.00 | \$1,215.00 | 3 | \$3,645.00 |
| 112326 | TANDBERG 1000 MXP Suitcase | | | \$250.00 | 8 | \$2,000.00 |

Sales Quote is valid for 30 days

TOTAL \$ 78,693.80

TERMS AND CONDITIONS

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Carroll
838

T. Anthony USA, Inc.

UNIT DELIVERED COMPLETE WITH:

1 x 1000 Series 4.0GHz processor, 8GB RAM, 1TB HDD, 1000 Series
1000 Series (1.2.1) OS, 1000 Series 1000 Series 1000 Series

LCD SCREEN

Wide view angle, 15.5" LCD
15.5" LCD (15.5" x 9.3")
Auto brightness and tilt sensor

BANDWIDTH

100Mbps (up to 100Mbps)
100Mbps (up to 100Mbps)
100Mbps (up to 100Mbps)

FIREWALL TRAVERSAL

100Mbps (up to 100Mbps)
100Mbps (up to 100Mbps)
100Mbps (up to 100Mbps)

VIDEO STANDARDS

100Mbps (up to 100Mbps)
100Mbps (up to 100Mbps)
100Mbps (up to 100Mbps)

VIDEO FEATURES

100Mbps (up to 100Mbps)
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VIDEO INPUTS (1 INPUT)

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VIDEO FORMAT

100Mbps (up to 100Mbps)
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LIVE VIDEO RESOLUTIONS

100Mbps (up to 100Mbps)
100Mbps (up to 100Mbps)
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NATIVE PAL:

100Mbps (up to 100Mbps)
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NATIVE PC RESOLUTIONS:

100Mbps (up to 100Mbps)
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WIDE RESOLUTIONS:

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STILL IMAGE TRANSFER

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AUDIO STANDARDS

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AUDIO FEATURES

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PRIVACY FEATURE

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FRAME RATES

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DUAL STREAM

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NETWORK FEATURES

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EMBEDDED ENCRYPTION

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IP NETWORK FEATURES

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IPV6 NETWORK SUPPORT

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SECURITY FEATURES

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NETWORK INTERFACES

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WIRELESS LAN SUPPORT

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ETHERNET / INTERNET / INTRANET CONNECTIVITY

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OTHER MAJOR STANDARDS SUPPORTED

100Mbps (up to 100Mbps)
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CAMERA

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CLOSED CAPTIONING / TEXT CHAT

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PRESENTATIONS AND COLLABORATION

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SYSTEM MANAGEMENT

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DIRECTORY SERVICES

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IS SELECTABLE MENU LANGUAGES

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CUSTOMIZED WELCOME SCREEN AND COMPANY LOGO

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POWER

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OPERATING TEMPERATURE AND HUMIDITY

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STORAGE AND TRANSPORT TEMPERATURE

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APPROVALS

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UNIT DIMENSIONS

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REGULATORY APPROVALS

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TANDBERG

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Centric

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1000 MXP

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TANDBERG WORLD HEADQUARTERS

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1000 Series

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1000 Series

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Tanya.Delira

From: Weaver, Darak [darak.weaver@insight.com]
Sent: Friday, February 25, 2011 9:44 AM
To: Tanya.Delira
Subject: RE: Quote # 012011HCEM

Tanya,

Will have this to you this morning. Sorry for the delay, just got the new part numbers and pricing back from Cisco Systems.

Thanks
Darak

From: Tanya.Delira [mailto:tanya.delira@co.hidalgo.tx.us]
Sent: Thursday, February 24, 2011 2:49 PM
To: Weaver, Darak
Subject: RE: Quote # 012011HCEM

Mr. Weaver I have not received the new quote, are you still working with it?

From: Weaver, Darak [mailto:darak.weaver@insight.com]
Sent: Tuesday, February 22, 2011 4:08 PM
To: Tanya.Delira
Subject: RE: Quote # 012011HCEM

Tanya,

Since Cisco now owns Tandberg, the part numbers and descriptions have changed. I need to have Cisco re-do this quote and send to you. I'll still do this under DIR-SDD-838, but the descriptions and part numbers will be different.

Pricing will be the same.
Thanks
Darak

From: Tanya.Delira [mailto:tanya.delira@co.hidalgo.tx.us]
Sent: Tuesday, February 22, 2011 3:38 PM
To: Weaver, Darak
Subject: Quote # 012011HCEM

As per our conversation this morning, can you please quote me under contract DIR-SDD-838.

Thank you

2/28/2011



Close Window

Toolkit: Roll over tools below

Pricing Tool: Cisco Product Price List

Price List: **Global Price List in US Dollars**

Last Updated: **02/Mar/2011**

Cisco TelePresence System Endpoints

Cisco TelePresence System Edge Series Endpoint

| Product Number | Product Description | Service Category | Price |
|----------------|--|------------------|------------------|
| CTS-EDGE95-K9 | Edge95MXP Incl NPP, MS, 512kbps ISDN 2 Mbps IP, Precis.HDCam | N/A | USD 15,470.00 |

Close Window

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Pricing Tool: Cisco Product Price List

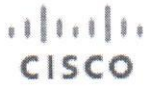
Price List: **Global Price List in US Dollars**
Last Updated: **02/Mar/2011**

ESS WITH 8X5XNBD (CON-ECDN-xxx)
CON-ECDN for CTSQS Series Products

| Product Number | Product Description | Service Category | Price |
|-----------------|--|------------------|-----------------|
| CON-ECDN-EDGE95 | ESS WITH 8X5XNBD Edge 95 MXP with PrecisionHD Camera | N/A | USD 1,392.00 |

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Price List: **Global Price List in US Dollars**

Last Updated: **02/Mar/2011**

Cisco TelePresence System Endpoints

Cisco TelePresence System MXP Series Endpoint

| Product Number | Product Description | Service Category | Price |
|-----------------|---------------------|------------------|--------------|
| CTS-MXP-1000-K9 | 1000 MXP | N/A | USD 6,487.00 |

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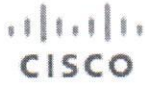
Cisco TelePresence System Endpoints

Cisco TelePresence System MXP Series Options

| Product Number | Product Description | Service Category | Price |
|------------------|---------------------|------------------|--------------|
| LIC-MXP-1000-NPP | 1000 NPP option | N/A | USD 2,002.00 |

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Price List: **Global Price List in US Dollars**

Last Updated: **02/Mar/2011**

Cisco TelePresence System Endpoints

Cisco TelePresence System Endpoints

| Product Number | Product Description | Service Category | Price |
|-------------------|----------------------------|------------------|------------|
| CTS-MXP-1000-STC= | TANDBERG 1000 MXP Suitcase | N/A | USD 375.00 |

Cisco TelePresence System MXP Series Accessories

| Product Number | Product Description | Service Category | Price |
|------------------|---------------------|------------------|------------|
| CTS-MXP-1000-STC | 1000 MXP Suitcase | N/A | USD 375.00 |

Cisco TelePresence System MXP Series Accessory Spares

| Product Number | Product Description | Service Category | Price |
|-------------------|----------------------------|------------------|------------|
| CTS-MXP-1000-STC= | TANDBERG 1000 MXP Suitcase | N/A | USD 375.00 |

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Price List: **Global Price List in US Dollars**

Last Updated: **02/Mar/2011**

ESS WITH 8X5XNBD (CON-ECDN-xxx)
CON-ECDN for CTSPS Series Products

| Product Number | Product Description | Service Category | Price |
|-------------------|---------------------------|------------------|------------|
| CON-ECDN-CTSMXP1K | ESS WITH 8X5XNBD 1000 MXP | N/A | USD 584.00 |

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