

### VENDOR COST PROPOSAL SOURCEWELL RFP 121024 – Facility Security Systems, Equipment, and Software Related Services

NATIONAL TIERED LABOR RATES U.S. LOCATIONS AND CANADA\* As of 12/2024

### Tiers 1A-1D are Canada Tiers A-D are U.S.

	Description and Pricing – Labor Hourly (M-F 8:30am to 5:00pm)							
CATEGORY	1A	1B	1C	1D	А	В	С	D
CAD Specialist	\$109.69	\$109.69	\$109.69	\$109.69	\$146.95	\$148.40	\$164.83	\$166.31
Design Engineer	\$159.23	\$159.23	\$159.23	\$159.23	\$153.97	\$154.97	\$199.99	\$166.31
Installer	\$96.86	\$136.97	\$122.79	\$155.69	\$134.23	\$142.08	\$161.43	\$184.00
IT Specialist	\$111.46	\$143.90	\$141.89	\$168.07	\$158.21	\$165.65	\$185.16	\$200.36
Professional Services	\$155.69	\$155.69	\$155.69	\$155.69	\$216.15	\$216.63	\$197.74	\$214.07
Program Manager	\$185.77	\$185.77	\$185.77	\$185.77	\$206.29	\$195.87	\$196.86	\$215.84
Project Coordinator (PC)	\$130.04	\$150.97	\$153.21	\$176.93	\$124.57	\$139.08	\$184.63	\$166.31
Project Manager	\$130.04	\$158.64	\$157.46	\$176.93	\$168.80	\$179.10	\$217.58	\$213.19
Service Technician	\$111.46	\$133.87	\$128.80	\$168.07	\$153.54	\$159.13	\$192.84	\$185.77
System Specialist	\$111.46	\$136.82	\$128.80	\$168.07	\$142.23	\$152.47	\$174.19	\$184.00

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D	Description and Pricing – Labor Hourly (Afterhours/Overtime/Emergency Rates)							
CATEGORY	1A	1B	1C	1D	А	В	С	D
CAD Specialist	\$164.54	\$164.54	\$164.54	\$164.54	\$220.43	\$222.60	\$247.25	\$249.47
Design Engineer	\$238.85	\$238.85	\$238.85	\$238.85	\$230.96	\$232.46	\$299.99	\$249.47
Installer	\$145.29	\$205.46	\$184.19	\$233.54	\$201.35	\$213.12	\$242.15	\$276.00
IT Specialist	\$167.19	\$215.85	\$212.84	\$252.11	\$237.32	\$248.48	\$277.74	\$300.54
Professional Services	\$233.54	\$233.54	\$233.54	\$233.54	\$324.23	\$324.95	\$296.61	\$321.11
Program Manager	\$278.66	\$278.66	\$278.66	\$278.66	\$309.44	\$293.81	\$295.29	\$323.76
Project Coordinator (PC)	\$195.06	\$226.46	\$229.82	\$265.40	\$186.86	\$208.62	\$276.95	\$249.47
Project Manager	\$195.06	\$237.96	\$236.19	\$265.40	\$253.20	\$268.65	\$326.37	\$319.79
Service Technician	\$167.19	\$200.81	\$193.20	\$252.11	\$230.31	\$238.70	\$289.26	\$278.66
System Specialist	\$167.19	\$205.23	\$193.20	\$252.11	\$213.35	\$228.71	\$261.29	\$276.00

	Description and Pricing – Labor Hourly (Sunday/Holiday Rates)							
CATEGORY	1A	1B	1C	1D	А	В	С	D
CAD Specialist	\$329.07	\$329.07	\$329.07	\$329.07	\$440.85	\$445.20	\$494.49	\$498.93
Design Engineer	\$477.69	\$477.69	\$477.69	\$477.69	\$461.91	\$464.91	\$599.97	\$498.93
Installer	\$290.58	\$410.91	\$368.37	\$467.07	\$402.69	\$426.24	\$484.29	\$552.00
IT Specialist	\$334.38	\$431.70	\$425.67	\$504.21	\$474.63	\$496.95	\$555.48	\$601.08
Professional Services	\$467.07	\$467.07	\$467.07	\$467.07	\$648.45	\$649.89	\$593.22	\$642.21
Program Manager	\$557.31	\$557.31	\$557.31	\$557.31	\$618.87	\$587.61	\$590.58	\$647.52
Project Coordinator (PC)	\$390.12	\$452.91	\$459.63	\$530.79	\$373.71	\$417.24	\$553.89	\$498.93
Project Manager	\$390.12	\$475.92	\$472.38	\$530.79	\$506.40	\$537.30	\$652.74	\$639.57
Service Technician	\$334.38	\$401.61	\$386.40	\$504.21	\$460.62	\$477.39	\$578.52	\$557.31
System Specialist	\$334.38	\$410.46	\$386.40	\$504.21	\$426.69	\$457.41	\$522.57	\$552.00

\*If the Office (CTC) is not listed here, please select the most accurate local location

These prices are subject to change per market conditions; They will be refreshed via Products & Pricing Request (PCP) Form at a frequency of at least annually

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### VENDOR COST PROPOSAL SOURCEWELL RFP 121024 – Facility Security Systems, Equipment, and Software Related Services

For confirmation of Sourcewell member's accurate local CTC, please contact the local Account Executive or visit convergint.com

### **Office (CTC) Locations and Tier Descriptions:**

Location	Tier
101-Chicago	В
102 - Michigan	В
103-St. Louis	А
105 - Cleveland	А
106-Columbus	В
107 - Pittsburgh	А
108-Cincinnati Enterprise	А
109 - Louisville	А
110-Sioux Falls	А
111-Des Moines	А
112 - Omaha	А
115 - Milwaukee	А
116 - Indianapolis	А
117 - Madison	А
201-Dallas	В
202-Houston	В
203-New Orleans	А
204-Austin	В
205-Waco	А
206-San Antonio	В
210 - Minnesota	В
214-Arkansas	А

Location	Tier
215-Tulsa	А
216-Oklahoma City	А
217-Wichita	А
218-Kansas City	А
226-West Texas	В
227-El Paso	А
230-New Mexico	А
301 - Seattle	С
302 - Portland	В
309 - Boise	В
309 - Helena	А
309 - Spokane	А
309 - Wenatchee	В
350 - Denver	В
370 - Salt Lake City	В
400 - South Georgia (Macon)	А
401-Atlanta	В
402-Greenville	А
403-Charlotte	В
404-Charleston	А
407-Miami	В
408-Jacksonville	А
409-Tampa	Α
410-Orlando	А
411-Baltimore - DC	С
421-Ft Myers	А
425-Alabama (Birmingham)	А
430-Nashville	А

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Location	Tier
431-Memphis	А
432 - Knoxville	А
435 - Cincinnati Financial	А
440-Boston South	С
442 - Albany	В
443-Northern VA	С
444-Richmond	А
445-Norfolk	А
446-Raleigh	В
450 - New York	С
456 - Northern New Jersey	С
601-Los Angeles	С
602-San Francisco	D
603 - Nevada	В
604 - San Diego	С
605 - Bakersfield	В
606 - Phoenix	В
612-Honolulu	D

901-Calgary	1C
902-Fort McMurray	1D
903-Lethbridge	1C
904-Edmonton	1C
905-Vancouver	1C
907-Toronto	1C
908-Saskatchewan/Regina	1B
909-Ottawa	1B
910-Windsor	1B
914-Winnipeg	1B
Location	Tier
917-Brantford	1B
921-Montreal	1B
930-New Brunswick - Moncton	1A
932-Nova Scotia	1A
934-Newfoundland	1A
936-Prince Edward Island	1A



### **VENDOR COST PROPOSAL**

#### SOURCEWELL

### **RFP 121024 – Facility Security Systems, Equipment, and Software Related Services**

NATIONAL SURVEILLANCE SERVICES AND EQUIPMENT RATES U.S. LOCATIONS AND CANADA\* As of 12/2024

CATEGORY	Discount Type	Discount
Contracting: Security & Fire Products, including subcontractors	Off Fully Loaded List Price	List less up to 20%
Subcontractor Labor Rates	Off Fully Loaded Contractor Cost	List less up to 17%
Miscellaneous parts	Off Fully Loaded List Price	List less up to 20%
Customer Service Program	Discount from local branch CSP pricing tool	Quote level less up to 20%
Monitoring/Maintenance	% of system cost	Up to 15%

### **Pricing Notes:**

- 1. Priority 1 calls are according to our emergency/afterhours and have a minimum of 4 hours
- 2. Prevailing Wages are excluded but will be priced where required at an increase not to exceed 25%. Union Rates are excluded but will be priced where required at an increase not to exceed 25%
- 3. Service Call Standard: Minimum hour threshold is a minimum of 2 hours
- 4. For T&M service work, Trip/Truck Charges are subject to a \$75.00 environmental fee
- 5. Per diem rates: Based upon location and job category to be provided

**Not to exceed pricing:** The above rates and discounts are not to exceed pricing and can be adjusted lower but cannot exceed the pricing listed here for those projects purchased under the agreement. Customer must indicate their intent to use the Sourcewell Agreement at time of agreement.

#### convergint<sup>\*</sup> state · local education · defense

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Atas iED     IDL     Smarter       Autocal     Inore Range     Inore Range       Autogate Inc.     Inore Range     Integrated Control Technology (ICT)     Integrated       Avit Media Group     Integrated Control Technology (ICT)     Integrated       Avit     2N, Citlog, Cogninatics     Intellicent     Integrated       Auto     2N, Citlog, Cogninatics     Intellicent     Intellicent       Bacco     Intellicent     Integrated Control Technology (ICT)     Integrated       Bitop     Intellicent     Intellicent     Integrated Control Technology (ICT)     Integrated       Bitop     Intellicent     Integrated Control Technology (ICT)     Integrated Control Technology (ICT)     Integrated Control Technology (ICT)       Bitop     Intellicent     Integrated Control Technology (ICT)     Integrated Control Technology (ICT)     Integrated Control Technology (ICT)       Bitop     Integrated Control Technology (ICT)     Integrated Control Technology (ICT)     Integrated Control Technology (ICT)       Bitop     Integrated Control Technology (ICT)     Integrated Control Technology (ICT)     Integrated Control Technology (ICT)       Bitop     Integrated Control Technology (ICT)     Integrated Control Technology (ICT)     Integrated Control Technology (ICT)       Bitop     Integrated Control Technology (ICT)     Integrated Control Technology (ICT)     Integrated	I, Velocity VMS, Primis, SMB Access Contro ramble Pads, Enterphone, Hirsch/Primis Clo ed Access Control
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