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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	A	B	C	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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Description and Pricing – Labor Hourly (Afterhours/Overtime/Emergency Rates)								
CATEGORY	1A	1B	1C	1D	A	B	C	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	A	B	C	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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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	B
102 - Michigan	B
103-St. Louis	A
105 - Cleveland	A
106-Columbus	B
107 - Pittsburgh	A
108-Cincinnati Enterprise	A
109 - Louisville	A
110-Sioux Falls	A
111-Des Moines	A
112 - Omaha	A
115 - Milwaukee	A
116 - Indianapolis	A
117 - Madison	A
201-Dallas	B
202-Houston	B
203-New Orleans	A
204-Austin	B
205-Waco	A
206-San Antonio	B
210 - Minnesota	B
214-Arkansas	A

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

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

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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.

Pricing for contract 121024-CTL offers Sourcewell participating agencies in the United States & Canada up to a 56% discount off MSRP. Actual discounts vary by product line. Offerings are updated regularly to allow Sourcewell participating agencies access to the newest technologies & most up to date pricing.

Company	Top Brands	Company	Top Brands
3millID		Everbridge	
3XLogic		Evolon	
911Cellular		Evolv	
ACRE	ComNet, Open Options, RS2 Technologies, Vanderbilt, Razberi, Feenics, SISCO and Matrix	Fenco	
Add-on Technologies		Fike	
Advanced Network Devices		Fortis Security	
AeroDefense		Galaxy	
AIDANT		Gallagher	
Aiphone		Genea	
Aktek		Genetec	Security Center, Omnicast, Synergis, AutoVu, Stratocast, Mission Control
Alcatel Lucent		Genuine Cable Group (GCG)	Paige Datacom
Alcatraz		Geutebruck	
Alert Enterprise		Grainger	
Alertus		GRI (George Risk Industries)	
Allegion	Schlage, Von Duprin, LCN, CISA, Briton	Gunnebo	Hamilton Safes, Chubb Safes, Rosengrens
Alocity		Hakimo	
Altronix		Hanwha Vision	Wisenet
AMAG	CONNECT. GUEST. CompleteView	HCI	Interactive Care Boards
AmberBox		Herta Security	
Ambient.ai		Hexagon	Qognify, NiceVision, VisionHub
Amulet Ballistic Barriers	Amulet Intercept	HID Global	iCLASS, Seos, Crescendo, Guard RFID, Mercury
Apollo		Honeywell	Security: ProWatch, Silent Knight, Notifier, Honeywell Fire: Notifier, Xtralis, Business Automation: Alerton
Appspace		Hyosung	
Arecont Vision		IDEMIA	
Ascom		IDenticard	
Assa Abloy	Life Safety Power, Yale, Medeco, Adams Rite, Traka, Mul-T-Lock, Hanchett Entry Systems, Securitron	Identity One	
Athena Security		Identiv	Hirsch Velocity Access Control, Velocity VMS, Primis, SMB Access Control, uTrust Readers, Hirsch MFA Scramble Pads, Enterphone, Hirsch/Primis Cloud Based Access Control
Atlas IED		IDL	Smarter Security (in Americas)
Autocall		Inner Range	
AutoGate Inc.		Inovonics	
Automatic Systems	Bollore Group, Vivendi, Blue Systems	Integrated Control Technology (ICT)	Integrated Control Technologies
AVL Media Group		Intellicene	Cognyte
Axis	2N, Citilog, Cognimatics	Intelligent Locations	
Barco		Intellisoft	
BCDVideo		International Vault	International Precast Inc.
Belden		i-PRO	Panasonic, Video Insight
Biamp		Irisity	Agent VI
Bioconnect		IronYun	Vaidio
BluB0X	BlueSKY	Isotec	
Bogen Communications		ISS	Intelligent Security Systems
Bold Group		Jeron	
Boon Edam		Johnson Controls	Software House, C-Cure, American Dynamics, Exacq, Innometriks, Kantech, Digital Security Controls (DSC), Sensormatic
Bosch		KapLogic	
Brivo		Kirkland	
Building Reports		Kode Labs	
ButterflyMX		Kontakt IO	
Camden Door Controls		Legrand	
CanSec Systems		LenelS2	OnGuard, Netbox, Elements, Blue Diamond
Carahsoft		Levatas	
Carehawk		LG Electronics	
CEIA		Liberty Safe	
CenTrak		LifeSafety Power	
CFS Solutions		Lockt	
CheKT Inc.		Magos	
CIAS		March Networks	
Cisco Meraki		Materna	
Clinton Electronics		Metransens	
Code Blue		MidMark	
Commend		Milestone Systems, Inc.	Pivot3, Kite, Continental Access, Xprotect, Husky, Interconnect, Kite, Arcules, Briefcam
Comnet		Mircom	
Compuflex Corporation		Mobile Pro Systems	
CradlePoint		Motorola Solutions	Avigilon, OpenPath, Ava, Pelco, Alta, Unity, IndigoVision, Halo
Crane Payment Innovations		MyTag	
Crestron		Napco	Alarm Lock, Continental Access, Marks USA
Cypress Integration Solutions		Navenio	
Deister Electronic	proxSafe	NEDAP	Tuxen
Dell Technologies		NESA	INSIGHT
Delta Controls		Nice	HySecurity, ELAN® Control Systems, Linear® Surveillance Equipment
Detex		NVT Phybridge	CLEER, FLEX
Digital Acoustics		Octopus	
Digital Watchdog		Omnia Group	
Distech		Oosto	
DMP	Digital Monitoring Products, Inc	OpenEye	
DoorKing		Optex	
Dormakaba	Keyscan, Best, RCI, Alvarado, Rutherford	Orion Entrance Control	
DragonFruit.ai		Ouster	
EAGL		Outlocks	
Eagle Eye		OWL (Observations Without Limits)	Groundaware
Eaton/Wheelock		Pacom	
Edwards		Panduit	
EMERgency 24		Parabit	
Enceladus Technology		Pedestal Pro	
Envoy		Phunware	

Convergint - Sourcewell Contract

Pricing for contract 121024-CTL offers Sourcewell participating agencies in the United States & Canada up to a 56% discount off MSRP. Actual discounts vary by product line. Offerings are updated regularly to allow Sourcewell participating agencies access to the newest technologies & most up to date pricing.

Company	Top Brands	Company	Top Brands
PlateSmart		Xtractone	
Power Sonic		YourSix	
Powerstack		Yuasa	
Princeton Identity		Zebra	
ProTech		Zenitel	
QSC			
Quanergy			
Quick Base			
Qumulex			
Ramtech Global			
Rapid Response			
Rath Communications			
Rauland-Borg			
RealNetworks	SAFR		
Rhombus			
Right Crowd			
Safe Haven Defense			
Safetrust			
Safety Technology International			
Salient Systems			
Salto			
Samsung			
ScanSource			
Schneider Electric Buildings Americas, Inc.			
Seclock			
SecuriThings			
Security Information Systems			
Senstar			
Sentry Enterprises			
Shooter Detection Systems			
Shure			
Sightlogix			
Siklu			
Singlewire			
Smarter Security			
Solarbeam			
Solink			
Solis Energy			
SoloInsight			
Sonitor			
SOS Technologies			
Sound Intelligence			
Southwest Microwave			
Space Age Electronics			
Spectrum Camera Solutions			
Splan			
Spotter			
STiD			
Stonelock Biometrics			
Stratus			
Suprema			
SureView	Immix		
Surveill			
Swift Sensors			
Tagmaster			
Talk-A-Phone			
Teledyne Flir			
Teleportivity			
Teleray			
Telescopic Mast			
Tellerex			
The Indoor Lab			
Thermal Radar			
Thorvin			
Tiger Surveillance			
TOA			
Traka			
Transcore			
Userful			
Valcom			
Vault America			
Velasea			
Verint			
Verkada			
Videri			
Vintra			
Viper Imaging			
VisionAery			
VuWall			
Wavelynx			
Wescam	L3Harris		
West-Com			
Windy City Wire			