



A Division of Mobile Communications America, Inc.



RFP Name: Security Products & Services

Project Number: GMU-1735-21

Attachment A – Pricing Schedule

for

George Mason University

Purchasing Department

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Attachment A - S3I/MCA Manufacturer Pricing Schedule

Manufacturer	Item(s)	% Discount	Notes
Adams Rite	All parts and accessories	35.0%	
Aiphone	All parts and accessories	40.0%	
Allegion	All parts and accessories	35.0%	
Altronix	All parts and accessories	40.0%	
Aperio Wireless	All parts and accessories	35.0%	Must be ordered through RS2 Tech.
Arecont Vision Costar	All cameras, parts and accessories	17.0%	
Assa Abloy	All parts and accessories, software and updates	35.0%	
Axis	All cameras and accessories	16.0%	
BEST Locks/Locksets	All parts and accessories	42.0%	Does not include parts
Command Access	All parts and accessories	39.0%	
Elk	All parts and accessories	20.0%	
Genetec	All parts and accessories, software and updates	24.0%	
GE/Interlogix	All parts and accessories	N/A	Discontinued
Hess	All parts and accessories	43.0%	
HID	All parts and accessories	42.0%	Excludes HID's Elite Program
Honeywell	All parts and accessories	5.0%	
McKinney	All parts and accessories	35.0%	
Persona Campus	All parts and accessories	35.0%	Must be ordered through RS2 Tech.
Precision	All parts and accessories	42.0%	
RS2 Technologies	All parts and accessories, software and updates	44.0%	
RS2 Technologies	HID Elite Readers	41.0%	
RS2 Technologies	3rd Party Products (Aperio, Persona, Allegion WiFi, etc.)	35.0%	
Hanwha/Wisenet	All cameras, parts and accessories	42.0%	
Sargent	All parts and accessories	42.0%	
Schlage	All parts and accessories	42.0%	
Schlage/Allegion WiFi	All parts and accessories, software and updates	35.0%	Must be ordered through RS2 Tech.
Securitron	All parts and accessories	39.0%	
Traka	All parts and accessories	N/A	No Bid
Von Duprin	All parts and accessories	35.0%	

Note: Above discounts are for standard products only, custom order parts are not included.

Attachment A – MCA/S3I Hourly Rates Table for Onsite Technicians

	S3I Normal Hourly Rates	After Hours & Saturday	Sunday, Emergency & Holidays
Administrative	\$ 55.00	\$ 82.50	\$ 110.00
CAD Engineer	\$ 88.00	\$ 132.00	\$ 176.00
Installation Technician	\$ 92.00	\$ 138.00	\$ 184.00
Project Manager	\$ 105.00	\$ 157.50	\$ 210.00
Design Engineer	\$ 105.00	\$ 157.50	\$ 210.00
Technical Support Specialist	\$ 100.00	\$ 150.00	\$ 200.00
Service Technician	\$ 105.00	\$ 157.50	\$ 210.00

Notes:

1. S3I's Normal Business Hours are 8:00 AM to 4:30 PM, Monday – Friday (excluding holidays).

Attachment A – MCA/S3I Additional Pricing Guidelines

Pricing Guidelines for calculating material:

MCA shall take the % discount off of MSRP that is being provided in our Pricing Schedule and show that as separate line items on our proposal. The material total is added to create a lump sum for equipment, then we charge a flat fee of between 4% and 6% of this total for miscellaneous items such as conduits, wire molding, connectors, ties, J-Hooks, Drill Bits, etc. This miscellaneous material line item is then added to come up with a lump sum material requirement.

Pricing Guidelines for calculating labor:

The Installation Labor amount is based upon the total number of labor hours for each piece of individual equipment. For an example project we will assume the total number of Technician installation hours to complete a project is 10 hours. Then the below categories are calculated based upon a total percentage of that number. These hours are multiplied by the hourly labor rates that are being provided in our Labor Rates Table.

Project Management = 20% (2 hours)

Design Engineer = Either 5% or 10% (depending on the complexity/requirements) (1 hour)

Technical Support Specialist = 10% (1 hour)

Pricing Guidelines for additional items:

Freight = 1.5% of total equipment price

Administrative Cost = \$55/hour (usually 1 to 4 hours per project)

CAD Engineer Hours = \$88.00/hour (only added if CAD drawings are required)