



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

4400 University Drive, Mailstop 3C5

Fairfax, VA 22030

Attn: Katerine Sirotin, Assistant Director

Prepared by:

Brian Piccolo

Mobile Communications America, Inc. dba S3 Integration

1530 Caton Center Drive, Suite N

Baltimore, MD 21227

Phone: 410-952-4978 or

Email: BPiccolo@s3integration.com

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)