



Price List July 2017

Product name:

Part number: List price:

Standard Commercial Products:

-Video Wall-In-One (WIO)

Video Wall-in-One

SkrB-004-04

\$2,495.00

-Broadcast Studio-In-A-Box (SIB)

Broadcast Studio-in-a-Box

SkrB-005-04P

\$3,495.00

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CATEGORY 2 - Security Equipment, Systems and Related Services
APPROVED MANUFACTURERS

INSTRUCTIONS

1. Bidder must provide discount percentage % off
2. Bidder must list only manufacturers whose products they are certified to sell, install, and service.
3. Bidder must indicate their certification level for each manufacturers products if applicable
4. Bidder must provide the type of catalog pricing is based on. Catalog must be Commercial pricing or equivalent.
5. Bidder must provide the original standard warranty in months (example 36 months)
6. Bidder must indicate if an extended warranty can be purchased by customers for each manufacturer.

Company Profile - Category 2 Equipment and Services Your Company Provides

	YES (Mark X if Yes)	NO (Mark X if No)
Configuration and Integration of Access Control Systems	x	
Configuration and Integration of Security Cameras/Surveillance Systems	x	

Note: vendors may add capabilities at any time throughout the life of the contract

**Standard Warranty must be at least one year. If manufacturer's warranty is less, bidder must make up the difference.
Minimum number of months in Standard warranty column = twelve (12)**

AUTHORIZED MANUFACTURERS

List all manufacturers' products you plan to offer under the contract. Include all core equipment, including cabling. Ancillary/miscellaneous components do not have to be included.
Awarded vendors will have to submit an itemized cost summary for ancillary/miscellaneous items after being selected by an Eligible Entity to perform work under the contract.

Manufacturers Products Certified to Sell, Install, and Service	Certification Level (if applicable)	Discount Percentage % off	Catalog Type (Commercial, Government, etc.)	Standard Warranty IN MONTHS	Extended Warranty Available for purchase? YES OR NO
Act i		5	Commercial	12	Yes
Aiphone		22	Commercial	12	Yes
Alarm Lock		8	Commercial	12	Yes
Amag		10	Commercial	12	Yes
American Dynamics		8	Commercial	12	Yes
Arecont		12	Commercial	12	Yes
Armor Solutions		10	Commercial	12	Yes
Assa Abloy		5	Commercial	12	Yes
Avigilon		10	Commercial	12	Yes
Axis		1	Commercial	12	Yes
Bogen		20	Commercial	12	Yes
Bosch		22	Commercial	12	Yes
Camden Door Controls		7	Commercial	12	Yes
Code Blue		12	Commercial	12	Yes
Comnet		12	Commercial	12	Yes
Computar		8	Commercial	12	Yes

D-Link Systems, Inc.		10	Commercial	12	Yes
DoorKing		27	Commercial	12	Yes
Dortronics		5	Commercial	12	Yes
Dvtel		20	Commercial	12	Yes
exacqVision		12	Commercial	12	Yes
Firetide		9	Commercial	12	Yes
FlexxUSA		25	Commercial	12	Yes
Fluidmesh		10	Commercial	12	Yes
Fluidmesh Networks		2	Commercial	12	Yes
Gallagher		12	Commercial	12	Yes
GE Security		0	Commercial	12	Yes
Hess		10	Commercial	12	Yes
HID		20	Commercial	12	Yes
Hirsch Electronics		20	Commercial	12	Yes
Illuminar		4	Commercial	12	Yes
Imsys		5	Commercial	12	Yes
Infinias, LLC		6	Commercial	12	Yes
IQ Invision		10	Commercial	12	Yes
Kantech		10	Commercial	12	Yes
KBC Networks, Inc.		10	Commercial	12	Yes
Keyscan		25	Commercial	12	Yes
Life Safety Power		11	Commercial	12	Yes
Louroe		6	Commercial	12	Yes
Lowell		4	Commercial	12	Yes
Maxxess		10	Commercial	12	Yes
Middle Atlantic Products		12	Commercial	12	Yes
Milestone Systems		5	Commercial	12	Yes
Mimosa		5	Commercial	12	Yes
Moog, Inc.		7	Commercial	12	Yes
Netgear		10	Commercial	12	Yes
NextLevel Security Systems		5	Commercial	12	Yes
Nice Vision		12	Commercial	12	Yes
Nitek		8	Commercial	12	Yes
Nuvico		20	Commercial	12	Yes
NVT		15	Commercial	12	Yes
ONSII		11	Commercial	12	Yes
Open Options		10	Commercial	12	Yes
Panasonic		22	Commercial	12	Yes
Paradox		18	Commercial	12	Yes
Par-Kut International		0	Commercial	12	Yes
Patrol PC		0	Commercial	12	Yes
Pelco		17	Commercial	12	Yes
Pivot 3		0	Commercial	12	Yes
Quam		12	Commercial	12	Yes
Rave Mobile Safety		15	Commercial	12	Yes
Red Cloud		20	Commercial	12	Yes
Rutherford Controls, Inc.		15	Commercial	12	Yes
Salient		8	Commercial	12	Yes
Salto		4	Commercial	12	Yes
Samsung		25	Commercial	12	Yes
Scallop Imaging		5	Commercial	12	Yes
Securetec		10	Commercial	12	Yes

Seneca		9	Commercial	12	Yes
Sentry 360		0	Commercial	12	Yes
Sielox		6	Commercial	12	Yes
Shooter Detection Systems		10	Commercial	12	Yes
Skreens		5	Commercial	12	Yes
Sony		7	Commercial	12	Yes
StentoFon		12	Commercial	12	Yes
Sysnova		20	Commercial	12	Yes
Talk-A-Phone		5	Commercial	12	Yes
Tote Vision		8	Commercial	12	Yes
Video Insight		8	Commercial	12	Yes
VideoIQ		11	Commercial	12	Yes
VidSys		5	Commercial	12	Yes
Vigilant		15	Commercial	12	Yes
Vigitron		5	Commercial	12	Yes
Vitek		0	Commercial	12	Yes
Vivotek		15	Commercial	12	Yes
Winsted		2	Commercial	12	Yes

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CATEGORY 2 Security Equipment, Systems and Related Services SERVICE / MAINTENANCE COST TABLE

INSTRUCTIONS:

1. Bidder must provide hourly rates for all personnel types for which Prevailing Wage does not apply that will perform services and maintenance under the contract.
2. Bidder must provide a mark-up over Prevailing Wage.
3. Bidder must provide Approved Apprentice Rates (if applicable)
4. Bidder must provide the equivalent Prevailing Wage Title that will be used in the column to the right of "Functional Title".
Prevailing wage titles and rates can be found on Comm-PASS.
5. Bidder may add additional rates and lines if necessary
6. Provide a description of job responsibilities performed for each title listed below on the tab labeled "Job Descriptions"

7. The Bidder is allowed to include additional Titles under each section below if the positions provided are inadequate. All Job Descriptions provided under the tab titled "Job Descriptions" must correspond to the Titles provided under the tab labeled "Labor Rates"

CATEGORY 2 - HOURLY RATES				
BIDDER NAME: LAN-TEL Communications, Inc.			DATE: June 1, 2013	
Titles		Monday - Friday 7:00 a.m. - 5:00 p.m Regular Time.	Overtime Hourly Rate 1 (Monday - Friday 5:01 p.m. - 6:59 a.m. and all day Saturday)	Overtime Hourly Rate 2 (Sunday and Holiday)
Sr. Executive / Sr. Project Manager		\$ 110	\$ 110	\$ 110
Project Manager		\$ 100	\$ 100	\$ 100
Programmer/Software Technician		\$ 130	\$ 130	\$ 130
Other:		\$	\$	\$
CATEGORY 2 - MARK-UP OVER PREVAILING WAGE PERCENT				
Place an "X" under Yes or No			YES	NO
Do you have an Approved Apprentice Program?			x	
Functional Title	Equivalent Prevailing Wage Title (List the Prevailing Wage Title used to determine billable rate)	Monday - Friday 7:00 a.m. - 5:00 p.m Regular Time Mark-up Percent	Overtime Mark-up Percent 1 (Monday - Friday 5:01 p.m. - 6:59 a.m. and all day Saturday)	Overtime Mark-up Percent 2 (Sunday and Holiday)

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CATEGORY 2 Security Equipment, Systems and Related Services
SERVICE / MAINTENANCE COST TABLE

CATEGORY 2 / STAFF TITLES AND JOB DESCRIPTIONS

Sr. Executive / Sr. Project Manager - The senior executive/senior project manager is an employee who is director level and above who is involved in the overall management of the project due to its complexity, regulatory and procurement compliance requirements, or at the request of the customer.

Project Manager -- The project manager has overall responsibility for large installation and maintenance projects. The project manager will lead the implementation team and ensure that the project is completed on schedule and within budget. The project manager will run all project meetings and keep the contracting Agency updated on all aspects of the project. The project manager will ensure that once the job is complete all testing and documentation are completed to the satisfaction of the contracting Agency.

Programmer/Software Technician - The programmer/software technician is the most skilled of the field forces and performs the programming and integration activities required to network security systems within and between Agencies, cities, towns and other entities. This person will work closely with the customer to determine the specific requirements of the security system involved and perform the programming and integration functions necessary to ensure that the solution operates in accordance with customer specifications.

Senior Technician (Foreman) -- This position is also referred to as a Foreman. This individual will be responsible for overseeing on-site activities of the project and will interact with the customer on a day-to-day basis. The person reports directly to the project manager and will work closely with the project manager to ensure that all milestones are met from both a budget and schedule perspective.

Technician - The technician is the person who will perform installation and maintenance services either under the supervision of a foreman or a programmer/software technician, or in some cases alone without any supervision. Technicians also have the ability to troubleshoot problems with security systems and make repairs as required.

Installer - The installer will work only on projects that require the installation of new equipment. Installers do not perform any integration activity and do not perform troubleshooting activities. Installers will normally work under the supervision of a senior technician.

Apprentice -- The apprentice is an employee who is participating in the five-year JATC apprentice training program. This person, who is closely supervised during their five-year training period, provides basic installation services related to security systems that do not require the same level of training and certification as that of a full technician. LAN-TEL will use apprentices to serve contracting Agencies to perform tasks that do not require a high-level of expertise (thereby decreasing the contracting Agency's potential costs).

