



Cochise County Procurement Department

Public Programs...Personal Service
www.cochise.az.gov

May 9, 2019

From: Nicole Diaz, Buyer

Subject: Price Fair and Reasonable Analysis for 19-07-SUP-02

1. In accordance with Cochise County Procurement Policy, Section 8.1.1.4, the subject solicitation has been determined to be fair and reasonable given the following information. Pre-venTronics has proposed an overall amount of \$66,828.22 for the upgrade of 40 cameras (from analog to internet protocol (IP)) with 6 additional cameras and replacement of 40 low-voltage magnetic locks. The following table shows a breakdown of that pricing with comparison to pricing found during market research:

Item	QTY	Proposed Unit Price	Market Research	Variance
ICIP-D4001IR-I Cameras	46 EA	\$298.50	\$398.00	-\$99.50 (-25%)
AVR-8085-30TB Network Video Recorder (NVR)	1 EA	\$3,748.50	\$4,998.00	-\$1,249.50 (-25%)
PWR-POE-24 Power Over Ethernet (POE) Switch	2 EA	\$937.50	\$1,298.00	-\$360.50 (-27.8%)
MNT-Wall Wall Mount	20 EA	\$30.00	\$29.90	\$0.10 (0.3%)
Two-Man Rate Labor	220 EA	\$150.00	\$150.00	\$0.00 (0%)

2. According to the above table, the Manufacturer (IC Real LLC) was contacted via phone and the Manufacturer's Suggested Retail Price (MSRP) had significantly higher (~25%) pricing variance for all major equipment items (i.e. cameras, NVR, POE switches, etc.), therefore, Pre-venTronics (Vendor) pricing for these items has been determined to be fair and reasonable. A slight variance at a higher rate (\$0.10, or 0.3%) per camera for the wall mount has been found to be acceptable due to the miniscule variance. Finally, the labor has been found to be fair and reasonable as it is the same labor rate that has been proposed and awarded on a competed contract (19-22-ITD-01), where 3 proposals were received from different vendors, for labor of the same nature.

3. Due to the information above, the proposed pricing of \$66,828.22 has been determined to be fair and reasonable based upon market research conducted. For any questions regarding this document, please contact the undersigned by phone at (520) 432-8392 or by email at ndiaz@cochise.az.gov.

Signed,

Nicole Diaz

Nicole Diaz
Buyer