

H-GAC 'FORM E' - OPTIONS PRICING

Offeror Name: Superior Alarms

Invitation Number: SE05-08 -- Surveillance and Access Control Equipment

Notes and Information

- 1) Insert additional rows as necessary.
- 2) Proposer shall price catalogs (at a percentage-off-list price), installation costs (cabling and labor), maintenance and repair costs, systems training, and estimated freight.

Underlying HGAC Product Code ("A" or "B")

**Descriptions
(Video Surveillance and Access Control Systems)**

**Pricing
Whole
Dollars**

Catalog Pricing: (Proposer shall include the name of the manufacturer and the title of the catalog/dealer price book, with a percentage off list price)

All pricing is off of the Superior Alarms 2008 Price List

Aiphone = 30% off the Price List	
Aleph America = 30% off the Price List	
Altronix = 30% off the Price List	
American Dynamics/Intellex = 10% off the Price List	
Arteco = 0% to 23% off the Price List	
Axis = 30% off the Price List	
Bosch = 30% off the Price List	
Carehawk = 30% off the Price List	
Covi = 30% off the Price List	
deView Electronics = 29.2% to 50% off the Price List	
DMP = 50% off the Price List	
DSX = 20% off the Price List	
DVSS = 53.3% off the Price List	
Extreme CCTV = 11.6% to 49.3% off the Price List	
GE Security = 30% off the Price List	
Hirsch = 16% off the Price List	
JVC = 0% to 45.7% off the Price List	
Louroe Electronics = 30% off the Price List	
Miscellaneous = 30% off the Price List	
NEC = 0% to 35% off the Group Name Products on the Price List	
Nitek = 9.3% to 26.5% off the Price List	
NVT = 15% to 26.5% off the Price List	
Panasonic = 30% off the Price List	
Pentax = 30% off the Price List	
Samsung = 30% off the Price List	
Speco = 30% off the Price List	
Totevision = 30% off the Price List	
Valcom = 30% off the Price List	
Verint = 30% off the Price List	
XI CCTV = 30% off the Price List	
Installation Pricing: (cabling and labor)	
INSTALLER PER HOUR \$69.00	

TECHNICIAN PER HOUR \$75.00
TRAVEL TIME PER HOUR \$50.00
CONSULTING PER HOUR \$75.00
PROJECT MANAGEMENT PER HOUR \$90.00
CAD DRAWING PER HOUR \$75.00
RG59 PLENUM \$299 PER 1000
RG6 PLENUM \$460 PER 1000
CAT5E PVC \$140 PER 1000
COMPOSITE 4-ELEMENT \$800 PER 1000
SINGLE MODE 2 STRAND FIBER WITH 250 HANGERS AND CONNECTORS \$1755.00
SINGLE MODE 4 STRAND FIBER WITH 250 HANGERS AND CONNECTORS \$2080.00
SINGLE MODE 6 STRAND FIBER WITH 250 HANGERS AND CONNECTORS \$2483.00
MULTI MODE 2 STRAND FIBER WITH 250 HANGERS AND CONNECTORS \$1794.00
MULTI MODE 4 STRAND FIBER WITH 250 HANGERS AND CONNECTORS \$2119.00
MULTI MODE 6 STRAND FIBER WITH 250 HANGERS AND CONNECTORS \$2522.00

Maintenance and Repair Pricing:

SAME AS INSTALLATION PRICING

Training Pricing:

\$500 PER HOUR (INCLUDES HANDOUTS)- VIDEO
\$500 PER HOUR (INCLUDES HANDOUTS)- ACCESS CONTROL
We can customize training to meet the client's needs whether it be remote training via the web or training presented on-site or at our headquarters. Customer satisfaction is a priority and we will insure that the client is well versed in the product upon training completion.

Miscellaneous Pricing:

MONITORING REQUIRES A SIGNED MONITORING AGREEMENT
SECURITY MONITORING \$20 PER MONTH PER AREA
FIRE MONITORING \$20 PER MONTH PER AREA
SECURITY AND FIRE MONITORING \$25 PER MONTH PER AREA
SECURITY AND FIRE MONITORING PLUS WEEKLY TEST \$30 PER MONTH PER AREA
UL LISTED REQUIRED MONITORING \$35 PER MONTH PER AREA
2 YEAR SECURITY MONITORING AGREEMENT \$20 PER MONTH PER AREA
2 YEAR COMBO MONITORING AGREEMENT \$25 PER MONTH PER AREA
NEW PANEL CHARGE FOR CONVERSION \$175.00 FOR XR40 W/7060W
GE SECURITY DVR OPTION PRICE FOR BASE SYSTEMS:
AA = \$3,877.00
AB = \$5,379.20
AC = \$7,956.00
AD = \$8,820.80
AE = \$19,305.60
Deduct for Maglock under Category B is \$85.00