

RFP 3047 ~ Pricing Schedule
Projects under \$100,000.00 (not prevailing wage)

EACH PARTICIPATING STATE WILL NEGOTIATE TRAVEL/MOBILIZATION COSTS
ALL COST ASSOCIATED BELOW TO INCLUDE SHIPPING

Vendor Name INX LLC, a wholly owned subsidiary of Presidio Networked Solutions, Inc.

State Proposing on: _____ All accept: CA, NY, CT, AK, HI – see below _____

Normal Business Hours (8:00 A.M. to 5:00 P.M., M-F) \$ 105.00 /Hour

After Hours (5:01 P.M. to 7:59 A.M., M-F) \$ 157.50 /Hour

Weekend/Holiday Hours \$ 210.00 /Hour

Other miscellaneous labor costs, note type and rate per hour (if applicable).

- a. CA, NY, CT: \$ 115, 172.5, 200
- b. HI, AK: \$ 135, 200, 225
- c. Project Management all States \$ 175
- d. Business or IT Consulting Architect all states \$ 225

Warranty/maintenance/service done by Presidio _____

Contact name and phone number David Pelkey 425-468-6457.

Response time for repairs during warranty period 4 hour

Response time for repairs after warranty period 4 hours

Emergency response time 2 hours

Non-emergency response time 2 hours

(Attach additional sheets if necessary)

Estimated Completion Date:

Indicate the estimated completion date for any project with an estimated cost of \$100,000.00 or more.

Response: Completion dates vary depending on the nature of the project and end user dependencies. Presidio has hundreds of engineers and technicians in each region, and can scale

as needed depending on the project and completion requirements. Presidio can assign several engineers and dozens of technicians to a project week to week. If projects are fully scoped during the design/proposal phase: the typical project milestones will be:

- Kick off meeting with end user and other project team members within one week of purchase order
- Order material within two working days following kick off meeting.
- Begin cable and infrastructure installation within one week of kick off meeting
- Begin device installation within two weeks of kick off meeting
- Begin software/system configuration and programming within two weeks of kick off meeting
- Final configuration, system test, and customer training are typically completed within one week.

Again, Presidio will ramp installation resources as needed. Installations requiring hundreds or thousands of man hours can be completed in weeks. Projects typically require two weeks and the milestones noted above to get the project started.

**RFP 3047 ~ Pricing Schedule
Maintenance Work (Non-Warranty)**

EACH PARTICIPATING STATE WILL NEGOTIATE TRAVEL/MOBILIZATION COSTS
ALL COST ASSOCIATED BELOW TO INCLUDE SHIPPING

Vendor Name INX LLC, a wholly owned subsidiary of Presidio Networked Solutions, Inc.

State Proposing on: All accept: CA, NY, CT, AK, HI – see below****

Hourly rate for telephone consultation only \$ 100.00 /Hour

Normal Business Hours (8:00 A.M. to 5:00 P.M., M-F) \$ 105.00 /Hour

After Hours (5:01 P.M. to 7:59 A.M., M-F) \$ 157.50 /Hour

Weekend/Holiday Hours \$ 210.00 /Hour

Costs for Maintenance and Monitoring \$ N/A /Month

**** CA, NY, CT: \$ 115, 172.5, 200
HI, AK: \$ 135, 200, 225

Materials percentage mark-up
(Receipts for materials may be required by using
agency to be submitted with invoice)
1.125%

Note: This is the rate that will be applied to Presidio standard costs on all materials provided for service, maintenance, or as required for a project. If Presidio can negotiate additional project volume discounts with manufactures; half the additional savings will be passed along to the contracting agency.

Other cost
(Provide detail)

Response: In the event that Presidio utilizes a subcontractor as requested and/or authorized by a contracting agency; Presidio will mark up the subcontractor's price by 1.2.

Other cost
(Provide detail)

Response: Presidio has consulted with our core manufacture partners regarding this RFP, and has collected all pricing commitments, parts list, warranty, and technical documentation. These

manufactures include, but are not limited to: Genetec, ONSSI, AMAG, S2, Cisco, Iomnis, Pivot3, Dell, Commscope, Altronix, Assa Abloy, Hoffman, Belden, Axis, Sony, SightLogix, Jemez, HID, Firetide, & Winsted. Presidio also has access to many other products that are needed to complete systems.

As noted in Addendum three:

"...Once vendors have been awarded a contract they will be required to submit their "full pricing" and/or "detailed pricing" (catalog, parts spreadsheet, etc.) to be included in the contract."

Presidio will provide this follow up detail as outlined.