

PART II

COST PROPOSAL

Section I

COST PROPOSAL

Section 5: Price and Cost Proposal

Offeror shall provide detailed costs for all costs associated with the responsibilities and related services, per ***Attachment C ~ Cost***.

Cost for the NASPO ValuePoint Master Agreements shall be based on the following:

Offeror must submit cost, prices and rates as required in Attachment C ~ Cost. No other cost format will be accepted. Prices and rates shall include all anticipated charges, including but not limited to, freight and delivery, cost of materials and product, travel expenses, transaction fees, overhead, profits, and other costs or expenses incidental to the Offeror's performance.

Stanley CSS has provided pricing as required in Attachment C ~ Cost. Stanley understands no other cost format will be accepted. Stanley also acknowledges that prices and percentage mark-up include, freight, delivery, cost of materials and products, travel expenses, transaction fees, overhead, profit and other costs or expenses incidental to Stanley CSS performance.

The Lead State is exempt from federal excise taxes and no payment will be made for any taxes levied on the Offeror's or any Subcontractor's employee's wages. The tax rules with respect to other Participating Entities may vary and are expected to be addressed in the Participating Addenda.

Stanley CSS understand the the Lead State (Nevada) is exempt from federal excise taxes and no payment will be made for any taxes levied on Stanley CSS employees or Subcontractor employee wages. Stanley CSS understands the tax rules may vary with other Participating Entities and will be address in that Entities Participating addendum.

5.1 Price and Rate Guarantee Period

All prices and rates offered shall be guaranteed for the initial term of the Master Agreement. Any request for price or rate adjustment following the initial Master Agreement term, is detailed in Section 11 of the NASPO ValuePoint Master Agreement Terms and Conditions.

Stanley CSS shall guarantee prices and rates for the initial term of the Master Agreement.

Vendor Name: **STANLEY CONVERGENT SECURITY SOLUTIONS**
Nationwide or Region or State Proposed: **NATIONWIDE COVERAGE**

Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees .

Category 1 - Access Control Systems

	Per Hour
Normal Business Hours (8:00am - 5:00pm M-F)	<u>\$100.00</u>
After Hours (5:01pm - 7:59am M-F)	<u>\$160.00</u>
Weekend/Holiday Hours	<u>\$213.00</u>

Other miscellaneous labor service description (if applicable):

<i>Install Tech II (3-5 Year Experience)</i>	<i>\$126.00</i>
<i>Install Tech III (5-10 Years Experience)</i>	<i>\$135.00</i>
<i>Install Tech IV (10 Plus Years)</i>	<i>\$144.00</i>
<i>Administrative Support</i>	<i>\$74.00</i>
<i>CAD Specialist</i>	<i>\$77.00</i>
<i>Project Manager</i>	<i>\$115.00</i>
<i>Senior Field Engineer</i>	<i>\$126.00</i>
<i>Senior Engineer</i>	<i>\$164.00</i>
<i>Program Manager</i>	<i>\$182.00</i>
<i>Senior Program Manager</i>	<i>\$223.00</i>

Maintenance Work (Non-Warranty)

	Per Hour
Hourly rate for telephone consultation only	<u>\$0.00</u>
Normal Business Hours (8:00am - 5:00pm M-F)	<u>\$119.00</u>
After Hours (5:01pm - 7:59am M-F)	<u>\$172.00</u>
Weekend/Holiday Hours	<u>\$238.00</u>

Per Month

Costs for Maintenance and Monitoring

Standard Service Plan (Parts & Labor Mon-Fri 8am-5pm) ***7% of install***

Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice) ***39%***

PENALTY FOR IMPROPER PRICING:

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.

Vendor Name: STANLEY CONVERGENT SECURITY SOLUTIONS

Nationwide or Region or State Proposed: NATIONWIDE

Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees .

Category 2 - Burglar Alarms

	Per Hour
Normal Business Hours (8:00am - 5:00pm M-F)	<u>\$100.00</u>
After Hours (5:01pm - 7:59am M-F)	<u>\$160.00</u>
Weekend/Holiday Hours	<u>\$213.00</u>

Other miscellaneous labor service description (if applicable):

<i>Install Tech II (3-5 Year Experience)</i>	<u>\$126.00</u>
<i>Install Tech III (5-10 Years Experience)</i>	<u>\$135.00</u>
<i>Install Tech IV (10 Plus Years)</i>	<u>\$144.00</u>
<i>Administrative Support</i>	<u>\$74.00</u>
<i>CAD Specialist</i>	<u>\$77.00</u>
<i>Project Manager</i>	<u>\$115.00</u>
<i>Senior Field Engineer</i>	<u>\$126.00</u>
<i>Senior Engineer</i>	<u>\$164.00</u>
<i>Program Manager</i>	<u>\$182.00</u>
<i>Senior Program Manager</i>	<u>\$223.00</u>

Maintenance Work (Non-Warranty)

	Per Hour
Hourly rate for telephone consultation only	<u>\$0.00</u>
Normal Business Hours (8:00am - 5:00pm M-F)	<u>\$119.00</u>
After Hours (5:01pm - 7:59am M-F)	<u>\$172.00</u>
Weekend/Holiday Hours	<u>\$238.00</u>

Per Month

Costs for Maintenance and Monitoring

<i>Traditional Digital Intrusion Alarm Monitoring</i>	<u>\$20.00</u>
<i>Open and Close Signal Tacking(per partition)</i>	<u>\$5.50</u>
<i>PIN Management By Stanley</i>	<u>\$15.00</u>
<i>GSM Cellular Basic - Intrusion</i>	<u>\$7.00</u>
Standard Service Plan (Parts & Labor Mon-Fri 8am-5pm)	<u>7% of install</u>

Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)

39.00%

PENALTY FOR IMPROPER PRICING:

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.

- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.

Vendor Name: STANLEY CONVERGENT SECURITY SOLUTIONS

Nationwide or Region or State Proposed: NATIONWIDE

Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees .

Category 3 - Surveillance Services & Equipment

	Per Hour
Normal Business Hours (8:00am - 5:00pm M-F)	<u>\$100.00</u>
After Hours (5:01pm - 7:59am M-F)	<u>\$160.00</u>
Weekend/Holiday Hours	<u>\$213.00</u>

Other miscellaneous labor service description (if applicable):

<i>Install Tech II (3-5 Year Experience)</i>	<i>\$126.00</i>
<i>Install Tech III (5-10 Years Experience)</i>	<i>\$135.00</i>
<i>Install Tech IV (10 Plus Years)</i>	<i>\$144.00</i>
<i>Administrative Support</i>	<i>\$74.00</i>
<i>CAD Specialist</i>	<i>\$77.00</i>
<i>Project Manager</i>	<i>\$115.00</i>
<i>Senior Field Engineer</i>	<i>\$126.00</i>
<i>Senior Engineer</i>	<i>\$164.00</i>
<i>Program Manager</i>	<i>\$182.00</i>
<i>Senior Program Manager</i>	<i>\$223.00</i>

Maintenance Work (Non-Warranty)

	Per Hour
Hourly rate for telephone consultation only	<u>\$0.00</u>
Normal Business Hours (8:00am - 5:00pm M-F)	<u>\$119.00</u>
After Hours (5:01pm - 7:59am M-F)	<u>\$172.00</u>
Weekend/Holiday Hours	<u>\$238.00</u>

	Per Month
Costs for Maintenance and Monitoring	
Eagle Eye - 7 Days Cloud Recording Monthly - per camera	<u>\$11.00</u>
Standard Service Plan (Parts & Labor Mon-Fri 8am-5pm)	<u>7% of install</u>

Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)	<u>39%</u>
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PENALTY FOR IMPROPERTY PRICING:

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.

Vendor Name: STANLEY CONVERGENT SECURITY SOLUTIONS

Nationwide or Region or State Proposed: NATIONWIDE

Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees.

Category 7 - Fire Alarm/Protective Signaling Systems

	Per Hour
Normal Business Hours (8:00am - 5:00pm M-F)	<u>\$100.00</u>
After Hours (5:01pm - 7:59am M-F)	<u>\$160.00</u>
Weekend/Holiday Hours	<u>\$213.00</u>

Other miscellaneous labor service description (if applicable):

<i>Install Tech II (3-5 Year Experience)</i>	<u>\$126.00</u>
<i>Install Tech III (5-10 Years Experience)</i>	<u>\$135.00</u>
<i>Install Tech IV (10 Plus Years)</i>	<u>\$144.00</u>
<i>Administrative Support</i>	<u>\$74.00</u>
<i>CAD Specialist</i>	<u>\$77.00</u>
<i>Project Manager</i>	<u>\$115.00</u>
<i>Senior Field Engineer</i>	<u>\$126.00</u>
<i>Senior Engineer</i>	<u>\$164.00</u>
<i>Program Manager</i>	<u>\$182.00</u>
<i>Senior Program Manager</i>	<u>\$223.00</u>

Maintenance Work (Non-Warranty)

	Per Hour
Hourly rate for telephone consultation only	<u>\$0.00</u>
Normal Business Hours (8:00am - 5:00pm M-F)	<u>\$119.00</u>
After Hours (5:01pm - 7:59am M-F)	<u>\$172.00</u>
Weekend/Holiday Hours	<u>\$238.00</u>

	Per Month
Costs for Maintenance and Monitoring	
<i>Fire Alarm & Sprinkler Monitoring</i>	<u>\$20.00</u>
<i>GSM Cellular Basic - Fire</i>	<u>\$7.00</u>
Standard Service Plan (Parts & Labor Mon-Fri 8am-5pm)	<u>7% of install</u>

Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)	<u>39%</u>
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PENALTY FOR IMPROPER PRICING:

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.

Vendor Name: STANLEY CONVERGENT SECURITY SOLUTIONS

Nationwide or Region or State Proposed: NATIONWIDE

Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees .

Category 8 - High Security Control Systems

	Per Hour
Normal Business Hours (8:00am - 5:00pm M-F)	<u>\$100.00</u>
After Hours (5:01pm - 7:59am M-F)	<u>\$160.00</u>
Weekend/Holiday Hours	<u>\$213.00</u>

Other miscellaneous labor service description (if applicable):

<i>Install Tech II (3-5 Year Experience)</i>	<i>\$126.00</i>
<i>Install Tech III (5-10 Years Experience)</i>	<i>\$135.00</i>
<i>Install Tech IV (10 Plus Years)</i>	<i>\$144.00</i>
<i>Administrative Support</i>	<i>\$74.00</i>
<i>CAD Specialist</i>	<i>\$77.00</i>
<i>Project Manager</i>	<i>\$115.00</i>
<i>Senior Field Engineer</i>	<i>\$126.00</i>
<i>Senior Engineer</i>	<i>\$164.00</i>
<i>Program Manager</i>	<i>\$182.00</i>
<i>Senior Program Manager</i>	<i>\$223.00</i>

Maintenance Work (Non-Warranty)

	Per Hour
Hourly rate for telephone consultation only	<u>\$0.00</u>
Normal Business Hours (8:00am - 5:00pm M-F)	<u>\$119.00</u>
After Hours (5:01pm - 7:59am M-F)	<u>\$172.00</u>
Weekend/Holiday Hours	<u>\$238.00</u>

Per Month

Costs for Maintenance and Monitoring	
<i>Traditional Digital Intrusion Alarm Monitoring</i>	<i>\$20.00</i>
<i>Standard Service Plan (Parts & Labor Mon-Fri 8am-5pm)</i>	<i>7% of install</i>
<i>GSM Cellular High Security</i>	<i>\$42.00</i>

Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)

39%

PENALTY FOR IMPROPER PRICING:

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.

Vendor Name: STANLEY CONVERGENT SECURITY SOLUTIONS

Nationwide or Region or State Proposed: NATIONWIDE

Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees .

Category 9 - Inspections & Monitoring

- ~~Fire Extinguishing Systems~~
- ~~Fire Sprinkler Systems~~
 - Alarm Monitoring
- Fire Alarm/Protective Signaling Systems

	Per Hour
Normal Business Hours (8:00am - 5:00pm M-F)	<u>\$100.00</u>
After Hours (5:01pm - 7:59am M-F)	<u>\$160.00</u>
Weekend/Holiday Hours	<u>\$213.00</u>

Other miscellaneous labor service description (if applicable):

<i>Install Tech II (3-5 Year Experience)</i>	<u>\$126.00</u>
<i>Install Tech III (5-10 Years Experience)</i>	<u>\$135.00</u>
<i>Install Tech IV (10 Plus Years)</i>	<u>\$144.00</u>
<i>Administrative Support</i>	<u>\$74.00</u>
<i>CAD Specialist</i>	<u>\$77.00</u>
<i>Project Manager</i>	<u>\$115.00</u>
<i>Senior Field Engineer</i>	<u>\$126.00</u>
<i>Senior Engineer</i>	<u>\$164.00</u>
<i>Program Manager</i>	<u>\$182.00</u>
<i>Senior Program Manager</i>	<u>\$223.00</u>

Maintenance Work (Non-Warranty)

	Per Hour
Hourly rate for telephone consultation only	<u>\$0.00</u>
Normal Business Hours (8:00am - 5:00pm M-F)	<u>\$119.00</u>
After Hours (5:01pm - 7:59am M-F)	<u>\$172.00</u>
Weekend/Holiday Hours	<u>\$238.00</u>

Per Month

Costs for Maintenance and Monitoring

Fire Alarm & Sprinkler Monitoring	<u>\$20.00</u>
GSM Cellular Advanced - Fire	<u>\$47.00</u>
Annual Fire Test & Inspections (Five Devices)	<u>\$15.00</u>
Semi-Annual Fire Test & Inspections (Five Devices)	<u>\$19.00</u>
Quarterly Fire Test & Inspections (Five Devices)	<u>\$29.00</u>
Monthly Fire Test & Inspections (Five Devices)	<u>\$85.00</u>
Standard Service Plan (Parts & Labor Mon-Fri 8am-5pm)	<u>7% of install</u>

Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)

39%

PENALTY FOR IMPROPER PRICING:

• It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.

• For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.

- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.