

NASPO ValuePoint Master Agreement

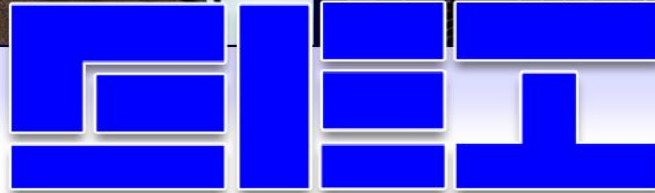
for

Security & Fire Protection Services

Nevada RFP 3407

Part II - Cost Proposal

Submitted Date 05/23/2017



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Introduction

In an environment of great change, constrained budgets, and contract risk, SEI provides stability; proven performance working with multiple Government agencies and other contractors in a cooperative manner; corporate knowledge; and a cost-effective, efficient, and responsive approach. SEI is the right partner to ensure performance meets the needs of the NASPO ValuePoint Agreement customer's critical missions today and in the future. SEI will bring the following benefits to customer's mission:

- **Low Risk for Contract Phase In.** Proven ability to initiate systems projects, successful short-duration transitions, full slate of key personnel available on day one and other support staff.
- **Low Risk for Technical Approach.** Directly applicable past performance for work on projects with similar systems, scope, and contracts on task areas as required. Responsive and realistic approaches provided for all technical task areas.
- **Corporate Capability.** Mature management processes, experience as a prime contractor, effective subcontractor management with Teaming partners, strong back-office support structure, financial stability of the firm, and reach back to executive management.
- **Client Partnership.** Working record of successful partnerships with clients for cooperative technology program execution, knowledge of client pain-points through analysis of the current solicitation.
- **Evolutionary Support.** Support for emerging and modernization requirements, assist current clients to address developing technology, and incorporate process to assess and implement for future needs.
- **Emerging Requirements.** Ability to adapt to new systems and programs, support approach for new applications, and technology insertion and process improvement to continuously improve productivity, enhance situational awareness and reduce costs.

SEI provides the following:

Program Management +	We offer proven project management practices that empower us to provide the lowest cost, highest quality products and services delivered on time, and meeting or exceeding our customers' expectations.
Effective Staffing +	We propose to staff with high-caliber people who have a proven track record in supporting customers, satisfying requirements, and working in integrated environments with the Government and its communities of interest.
Integrated Approach +	Team SEI has a proven track record of superior performance. Our Team members are integrated into our management and technical approach and the Team will rely on our proven ability to respond to the needs of the customer.
Innovation +	Our process improvement is directly tied to meeting and exceeding our customer requirements. Our management processes provide maximum flexibility for meeting dynamic and unexpected changing requirement.
Fair Pricing +	A basic tenet of SEI's business philosophy is to conduct business operations ethically and with integrity. We practice fiscal responsibility and do not use bidding practices that artificially lower our proposed price to an unrealistic level. This offer reflects that basic tenet, as do our commitments to our employees and to our subcontractors.

Proven Superior Technical Performance	We propose a realistic approach to design, development, implementation, training, and documentation to mitigate any potential risk. We use proven disciplined processes based on industry best practices to ensure successful task completion.
= Best Value	We offer substantial technical capability, experience, and relevant past performance; excellent management and staff; reasonable, competitive costs; and an exceptionally low performance risk.

We are confident the NAPSO will find our offer to be realistic and clearly the best value.

Ensuring Realistic Pricing Based on Experience. In developing our pricing, SEI reviewed the requirements for the overall project, as well as the technical skills and resources required to address each element of the PWS. Mapping these requirements to our solution, in combination with an analysis of our proposed personnel and market conditions, allowed for an accurate estimation of direct labor compartmentalized by CWBS area.

SEI employs a proposal review process to ensure that the submission has been checked for accuracy and consistency in the data presented. An independent review team thoroughly evaluated the accuracy of the pricing and ensured that the price bears a direct correlation to the technical requirements outlined in the solicitation.

SEI is intimately familiar with technologies, as well as the resources and skill sets required to successfully meet the objectives for this project. Our experience providing technical experts across a wide spectrum of IT and analytical services, along with a thorough analysis of current industry salary surveys, has yielded substantial knowledge in our labor estimation.

SEI proposed rates are based on our vetted and approved rates from our GSA Schedule 70 contract.

Assumptions

Pricing and Technical Proposal are based on the following:

- All work under this contract to be performed during normal business hours
- If a service call is placed for service, the customer must be able to demonstrate the problem to the technician, else the call will be billable.
- The tasks, Costing Information, any notes and the assumptions comprise the complete response, and cannot be separated.
- Submittal Packages shall be in contractor's format.
- Corrective maintenance does not cover items that have been misused, damaged due to negligence, acts of God or Force Majeure.

Preventive maintenance period of performance

SEI's quote is based upon PM work being performed during regular business hours, 8 AM to 5 PM Monday through Friday, excluding nights, weekends and holidays.

SSA's

SEI's quote clarifies that product SSAs are an agreement between the manufacturer and end user, and that SEI will serve as the facilitator of each SSA.

Permitting

SEI excludes provision of electrical or low-voltage permits, as the Government serves as its own AHJ, making permits unnecessary.

ACS Components

SEI's quote clarifies that the extent of performing PM activities as it relates access control field devices is restricted primarily to the electronic components at each opening. All non-electronic components such as (but not limited to) doors and door frames, door locksets, door closers, or door access equipment not related to the security equipment is not included.

Building/Space Access

SEI's quote is based on the Government making all building spaces required for PM activities available in a timely, consistent, coordinated and predictable manner. SEI does not include multiple mobilizations. SEI reserves the right to bill for time lost due to lack of building availability or escort support.

Code Compliance

SEI excludes Preventative Maintenance activities responsibility for access-controlled openings that are not properly connected to fire and life safety systems to meet life safety codes.

Category 1 - Access Control Systems

Vendor Name: Systems Engineering, Inc.

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 1 - Access Control Systems

	Per Hour
Normal Business Hours (8:00am - 5:00pm M-F)	\$133.25
After Hours (5:01pm - 7:59am M-F)	\$166.56
Weekend/Holiday Hours	\$199.88

Other miscellaneous labor service description (if applicable):

Field Service Engineer IV	\$133.25
Field Service Engineer III	\$108.43
Field Service Engineer II	\$89.05
Field Service Engineer I	\$74.08
Project Engineer I	\$150.75
Project Engineer II	\$171.83

Maintenance Work (Non-Warranty)

	Per Hour
Hourly rate for telephone consultation only	\$120.00
Normal Business Hours (8:00am - 5:00pm M-F)	\$120.00
After Hours (5:01pm - 7:59am M-F)	\$138.00
Weekend/Holiday Hours	\$150.00

Costs for Maintenance and Monitoring	Per Month
OR	\$0.00
Percentage of total system cost	Per Year
Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)	20%
	15%

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.

Category 2 – Burglar Alarms

Vendor Name: Systems Engineering, Inc.

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.

<u>Category 2 - Burglar Alarms</u>	
	Per Hour
Normal Business Hours (8:00am - 5:00pm M-F)	\$133.25
After Hours (5:01pm - 7:59am M-F)	\$166.56
Weekend/Holiday Hours	\$199.88
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Category 3 – Surveillance Services & Equipment

Vendor Name: Systems Engineering, Inc.

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.

<u>Category 3 - Surveillance Services & Equipment</u>	
	Per Hour
Normal Business Hours (8:00am - 5:00pm M-F)	\$133.25
After Hours (5:01pm - 7:59am M-F)	\$166.56
Weekend/Holiday Hours	\$199.88
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