

FAC64
CATEGORY 2 - Security Equipment, Systems and Related Services
APPROVED MANUFACTURERS

INSTRUCTIONS

1. Bidder must provide discount percentage % off
2. Bidder must list only manufacturers whose products they are certified to sell, install, and service.
3. Bidder must indicate their certification level for each manufacturer's products if applicable.
4. Bidder must provide the type of catalog pricing is based on. Catalog must be Commercial pricing or equivalent.
5. Bidder must provide the original standard warranty in months (example 36 months)
6. Bidder must indicate if an extended warranty can be purchased by customers for each manufacturer.

Company Profile - Category 2 Equipment and Services Your Company Provides

YES (Mark X if Yes) NO (Mark X if No)

Configuration and Integration of Access Control Systems X
 Configuration and Integration of Security Cameras/Surveillance Systems X

Note: vendors may add capabilities at any time throughout the life of the contract

Standard Warranty must be at least one year. If manufacturer's warranty is less, bidder must make up the difference.
Minimum number of months in Standard warranty column = twelve (12)

AUTHORIZED MANUFACTURERS

List all manufacturers' products you plan to offer under the contract. Include all core equipment, including cabling. Ancillary/miscellaneous components do not have to be included. Awarded vendors will have to submit an itemized cost summary for ancillary/miscellaneous items after being selected by an Eligible Entity to perform work under the contract.

Manufacturers Products Certified to Sell, Install, and Service	Certification Level (if applicable)	Discount Percentage % off	Catalog Type (Commercial, Government, etc.)	Standard Warranty IN MONTHS	Extended Warranty Available for purchase?
					YES OR NO
Aeroturn	Manufacturer Certification	5%	Commercial		
Aliphone	Manufacturer Certification	10%	Commercial	12	No
Alitecon	Manufacturer Certification	10%	Commercial		
Altronix	Manufacturer Certification	25%	Commercial	12	No
APC	Manufacturer Certification	5%	Commercial	12	No
Arecont Vision	Manufacturer Certification	25%	Commercial	36	No
Assa Abloy	Manufacturer Certification	25%	Commercial		
Avigilon	Manufacturer Certification	10%	Commercial	36	
Axis	Axis Certified Professional	5%	Commercial	12	No
Belden	Manufacturer Certification	15%	Commercial	12	No
Berk-Tek	Manufacturer Certification	10%	Commercial	12	No
Bosch	Manufacturer Certification	10%	Commercial	12	
Brivo	Manufacturer Certification	18%	Commercial		
Commend	Manufacturer Certification	20%	Commercial	24	
Cominn Cable Systems	Manufacturer Certification	10%	Commercial	12	No
Del	Manufacturer Certification	10%	Commercial	36	No
DSC	Manufacturer Certification	15%	Commercial		
Eagle Eye	Manufacturer Certification	10%	Commercial		
Ethervan	Manufacturer Certification	25%	Commercial	12	No
Exacc	Manufacturer Certification	15%	Commercial	12	Yes
Honeywell	Manufacturer Certification	15%	Commercial	12	Yes
Firetide	Manufacturer Certification	10%	Commercial	12	Yes
G.R.I	Manufacturer Certification	25%	Commercial	12	No
Ganz	Manufacturer Certification	20%	Commercial	12	No
General Cable	Manufacturer Certification	10%	Commercial	12	No
Geutebruck	Manufacturer Certification	20%	Commercial	12	No
Great Lakes	Manufacturer Certification	25%	Commercial	12	No
HID	Manufacturer Certification	25%	Commercial	12	No
Ideal	Manufacturer Certification	25%	Commercial	12	No
Identocard (core system)	Manufacturer Certification	25%	Commercial	12	No
Identocard (parts and accessories)	Manufacturer Certification	5%	Commercial	12	No
ISONAS	Manufacturer Certification	9%	Commercial	12	Yes
Kantech	Manufacturer Certification	5%	Commercial		
Leviton	Manufacturer Certification	25%	Commercial	12	No
Lifesafety Power	Manufacturer Certification	33%	Commercial	120	No
Firetide	Manufacturer Certification	25%	Commercial	12	No
Milestone	Manufacturer Certification	5%	Commercial	12	No
Mirasys	Manufacturer Certification	5%	Commercial		
Orion	Manufacturer Certification	10%	Commercial		
Ortronics	Manufacturer Certification	25%	Commercial	12	No
Panasonic	Manufacturer Certification	20%	Commercial	12	
S2 Security	Manufacturer Certification	10%	Commercial	12	
Salient	Manufacturer Certification	10%	Commercial		
Salto	Manufacturer Certification	10%	Commercial		
Samsung	Manufacturer Certification	20%	Commercial	36	No
Seneca	Manufacturer Certification	10%	Commercial		
Siemens	Manufacturer Certification	25%	Commercial	12	No
Sony	Manufacturer Certification	23%	Commercial	36	Yes
Stentofon	Manufacturer Certification	10%	Commercial	36	Yes
Talk-a-phone	Manufacturer Certification	15%	Commercial	12	
Ubiquiti	Manufacturer Certification	3%	Commercial		
Video Insight	Manufacturer Certification	10%	Commercial	36	Yes
Videva	Manufacturer Certification	4%	Commercial	12	Yes

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SERVICE / MAINTENANCE COST TABLE

INSTRUCTIONS:

1. Bidder must provide hourly rates for all personnel types for which Prevailing Wage does not apply that will perform services and maintenance under the contract.
2. Bidder must provide a mark-up over Prevailing Wage.
3. Bidder must provide Approved Apprentice Rates (if applicable)
4. Bidder must provide the equivalent Prevailing Wage Title that will be used in the column to the right of "Functional Title".
Prevailing wage titles and rates can be found on Comm-PASS.
5. Bidder may add additional rates and lines if necessary
6. Provide a description of job responsibilities performed for each title listed below on the tab labeled "Job Descriptions"

7. The Bidder is allowed to include additional Titles under each section below if the positions provided are inadequate. All Job Descriptions provided under the tab titled "Job Descriptions" must correspond to the Titles provided under the tab labeled "Labor Rates"

CATEGORY 2 - HOURLY RATES				
BIDDER NAME: ECI Systems			DATE: 4/26/13	
Titles		Monday - Friday 7:00 a.m. - 5:00 p.m Regular Time.	Overtime Hourly Rate 1 (Monday - Friday 5:01 p.m. - 6:59 a.m. and all day Saturday)	Overtime Hourly Rate 2 (Sunday and Holiday)
Sr. Executive / Sr. Project Manager		\$150.00	\$ 225.00	\$ 300.00
Project Manager		\$150.00	\$ 225.00	\$ 300.00
Programmer/Software Technician/Designer		\$140.00	\$ 210.00	\$ 280.00
Network Technician		\$135.00	\$ 202.50	\$ 270.00
Telecommunications Technician		\$135.00	\$ 202.50	\$ 270.00
Assistant Network Technician		\$110.00	\$ 165.00	\$ 220.00
CATEGORY 2 - MARK-UP OVER PREVAILING WAGE PERCENT				
Place an "X" under Yes or No			YES	NO
Do you have an Approved Apprentice Program?				X
				In process
Functional Title	Equivalent Prevailing Wage Title (List the Prevailing Wage Title used to determine billable rate)	Monday - Friday 7:00 a.m. - 5:00 p.m Regular Time Mark-up Percent	Overtime Mark-up Percent 1 (Monday - Friday 5:01 p.m. - 6:59 a.m. and all day Saturday)	Overtime Mark-up Percent 2 (Sunday and Holiday)
Senior Technician (Foreman)	Telecommunications Technician	79%	103%	122%
Technician	Telecommunications Technician	79%	103%	122%
Electrician	Electrician	60%	101%	116%
Laborer	Laborer	79%	103%	122%

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SERVICE / MAINTENANCE COST TABLE

CATEGORY 2 / STAFF TITLES AND JOB DESCRIPTIONS

Sr. Executive / Sr. Project Manager - Manages and oversees all projects in a work category

Project Manager - Responsible for the project management life cycle for a given contract including management and oversight of the pre-project, analysis, design, development, Q&A, implementation, release and management phases of the project.

Programmer/Software Technician/Designer - Responsible for the design of either software and hardware solutions related to both networks, surveillance, access control, call boxes and other related specialties. This individual will also conduct any specialty programming in the field that requires unique expertise.

Network Technician - Implements a project's software design and hardware in the field.

Telecommunications Technician - Implements a project's telecommunication infrastructure and supporting hardware in the field

Laborer - Provide labor as necessary for prevailing wage projects

Electrician -Provides line voltage electrical service on a project by project basis as needed

Senior Technician (Foreman) - Oversee construction field labor for prevailing wage projects

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CATEGORY 2 Security Equipment, Systems and Related Services
Employee Certifications

1. Bidder must list a minimum of one (1) certified staff person(s) in at least one of following, but not limit to: Cisco CCNE or equivalent, or Microsoft certified MCSE, MCSA, MCITP, MCTS, MCP or equivalent, Apple System or equivalent certification.

Staff Name	Staff Location	Certification Date	Expiration Date	Type of Certification
Tim Petronio	Salem, NH	2/25/2011		Avigilon Field Technician
Brian Rogers	Salem, NH	11/9/2012		Axis Communications
Tim Petronio	Salem, NH	6/11/2012		Exacq Technologies
Tim Petronio	Salem, NH	1/25/2013		Firetide
Tim Petronio	Salem, NH	1/25/2013		Firetide
Tim Petronio	Salem, NH	8/7/2012		HID
Tim Petronio	Salem, NH	10/28/2011		ONSSI
Tim Petronio	Salem, NH	2/2/2012		Video IQ
Mike Spenard	Salem, NH	3/28/2003		Planet Wireless Inc
Tim Petronio	Salem, NH	3/15/2013		VidSys
Tim Petronio	Salem, NH	3/27/2013		Firetide
Mike Spenard	Salem, NH	11/14/2012		Cisco Systems CCNA
Jeremy Guillemette	Salem, NH	10/6/2017		Kantech
Tim Brown	Salem, NH	10/25/2017		S2 Certification
Tim Brown	Salem, NH	7/20/2017		Identicard Premisys
Tim Brown	Salem, NH	12/14/2015		Brivo OnAir
Josh Cort	Salem, NH	10/25/2017		S2 Certification
Mike Paradise	Salem, NH	10/6/2017		Kantech
Tim Brown	Salem, NH	10/6/2017		Kantech
Josh Cort	Salem, NH	10/6/2017		Kantech
Kenny Houston	Salem, NH	10/6/2017		Kantech
Jeremy Guillemette	Salem, NH	9/5/2014		Exacq Technologies
Jeremy Guillemette	Salem, NH	10/30/2017		S2 Certification
Dennis Bouchard	Salem, NH	10/20/2016	10/18/2018	S2 Certification
Dennis Bouchard	Salem, NH	12/14/2015		Brivo OnAir
Dennis Bouchard	Salem, NH	11/5/2008		Panasonic