



OPERATIONAL SERVICES DIVISION
LAST UPDATED: 3/12/2019

ITC71: Security, Surveillance, Monitoring, and Access Control

CATEGORY 1 - CATALOG SALES

Bidder **must** follow instructions below and fill out each line with the manufacturer name, the ceiling discount %, answer if extended warranties are available, and provide additional discount information.

List each manufacturer by name.
For distributors list out the distributor name or the individual manufacturers you will carry from that distributor.

Respond with your "ceiling price" discount for the manufacturer/distributor. This will be the price you cannot exceed on contract if awarded.

Bidders must confirm if they are responding with a discount off of MSRP or List pricing.

All products must come with a 1-year factory warranty. Bidders may offer Extended Warranties not to exceed 3 years.

Respond as text.

Respond as a percentage.

Respond as "MSRP" or "LIST."

Respond "Yes" or "No."

Manufacturers	Discount %	MSRP/List	Extended Warranty Available
Adams Rite	52%,32%	List	Yes
Aliphone	30%	List	Yes
Alarm Lock	42%,27%	List	Yes
Amag	A=20 %B=5%	List	Yes
Arrow	52%, 49%, 42%	List	Yes
Axis	16%	List	No
BEA	32%	List	Yes
Bosch	20%	List	Yes
CompX	42%	List	Yes
Corbin Russwin	52%, 42%, 27%	List	Yes
Don Jo	52%	List	No
Dormakaba	52%	List	No
Exacq	20%	List	Yes
Genetec	12%	10%	No
Feenics	20%	List	No
Genetec	12%	List	No
Glynn-Johnson	47%	List	Yes
HES	47%	List	Yes
Hid	32%	List	Yes
Honeywell Integrated Security	A=30%, B=14%	List	Yes
Honeywell Video	30%	List	Yes
Ilco	42%	List	Yes
Ives	47%	List	Yes
LCN	47%	List	Yes
Master Lock	47%	List	Yes
McKinney	47%	List	Yes
Medeco	42%,32%	List	Yes
Milestone	12%	List	Yes
National Guard	27%	List	Yes

Norton	52%	List	Yes
Pelco	15%	List	Yes
Record USA	42%	List	Yes
Rixson	47%	List	Yes
Rockwood	47%	List	Yes
Sargent	52%,32%	List	Yes
Schlage Lock	47%	List	Yes
Schlage Electronics	47%	List	Yes
Securitron	42%	List	Yes
Select Hinge	42%	List	Yes
Vanderbilt	32%	List	Yes
Von Duprin	47%	List	Yes
Yale	42%	List	Yes



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CATEGORY 2 - SECURITY SYSTEMS INTEGRATION (PRODUCTS)

Bidder must follow instructions below and fill out each line with the manufacturer name, the ceiling discount %, answer if extended warranties are available, and provide additional discount information.

List each manufacturer by name.
 For distributors list out the distributor name or the individual manufacturers you will carry from that distributor.

Respond with your "ceiling price" discount for the manufacturer/distributor. This will be the price you cannot exceed on contract if awarded.

Bidders must confirm if they are responding with a discount off of MSRP or List pricing.

All products must come with a 1-year factory warranty. Bidders may offer Extended Warranties not to exceed 3 years.

Respond as text.

Respond as a percentage.

Respond as "MSRP" or "LIST."

Respond "Yes" or "No."

Manufacturers	Discount %	MSRP/List	Extended Warranty Available
Aiphone	30%	List	Yes
Amag	20% / 5%	List	Yes
Axis	16%	List	Yes
BEA	32%	List	No
Bosch	20%	List	Yes
Exacq	20%	List	Yes
Hid	32%	List	No
Honeywell Integrated Security	30% / 14%	List	Yes
Honeywell Video	30%	List	Yes
Milestone	12%	List	Yes
Pelco	15%	List	Yes
Schlage Electronics	47%	List	No
Vanderbilt	32%	List	No



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CATEGORY 2 - SECURITY SYSTEMS INTEGRATION (LABOR)

Bidder **must** provide MARK-UP OVER PREVAILING WAGE PERCENTAGES and HOURLY RATES below.
Bidder **must** respond "Yes" or "No" if they have an approved apprenticeship program.

CATEGORY 2 - PREVAILING WAGE MARK-UPS

Respond with your PERCENTAGE (%) MARK-UP OVER PREVAILING WAGE for the available job titles and add additional titles if needed. List the equivalent prevailing wage title for each job title.

Respond as a percentage (%) MARK-UP over Prevailing Wage.

Job Title (Add others if needed)	Equivalent Prevailing Wage Title (Respond as text)	BUSINESS HOURS:		AFTER HOURS:	SUNDAYS AND HOLIDAYS:
		Monday - Friday 7:00 AM - 5:00 PM	Monday - Friday 5:01 PM - 6:59 AM	All Day Saturday	
Senior Technician (Foreman)	Electrician	62%		97%	127%
Technician	Electrician	60%		95%	125%
Installer	Electrician	60%		95%	125%
[add additional titles if needed]	[add prevailing wage title]	0%		0%	0%
[add additional titles if needed]	[add prevailing wage title]	0%		0%	0%
[add additional titles if needed]	[add prevailing wage title]	0%		0%	0%
Do you have an approved apprenticeship program?					
Answer YES or NO:		No			

CATEGORY 2 - NON-PREVAILING WAGE HOURLY RATES

Respond with your HOURLY RATES for the available job titles and add additional titles if needed. These labor rates only apply to non-construction related services.

Respond as hourly rates in USD (\$) amounts.

Job Title (Add others if needed)	BUSINESS HOURS:		AFTER HOURS:	SUNDAYS AND HOLIDAYS:
	Monday - Friday 7:00 AM - 5:00 PM	Monday - Friday 5:01 PM - 6:59 AM	All Day Saturday	
Sr. Executive/Sr. Project Manager	\$124.00	\$168.00	\$205.00	
Project Manager	\$124.00	\$168.00	\$205.00	
Sr. Programmer/Software Technician	\$124.00	\$168.00	\$205.00	
Programmer/Software Technician	\$124.00	\$168.00	\$205.00	
Sr. Technician	\$124.00	\$168.00	\$205.00	
Technician	\$89.00	\$121.00	\$147.00	
Installer	\$89.00	\$121.00	\$147.00	
[add additional titles if needed]	\$0.00	\$0.00	\$0.00	
[add additional titles if needed]	\$0.00	\$0.00	\$0.00	
[add additional titles if needed]	\$0.00	\$0.00	\$0.00	



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CATEGORY 3 - SECURITY SYSTEMS MONITORING SERVICES

Bidders must respond below with the type of monitoring services they offer, a description of that service (including duration), a reference to their "Standard" Price, and their ITC71 Bid Price.

Type of Service (Respond as text)	Service Description (Respond as text)	"Standard" Price (Respond as price in USD)	ITC71 Bid Price (Respond as price in USD)
UL Central Station	Monitoring of Alarm System	\$ 35.00 monthly	\$35.00 per month per account connection



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CATEGORY 4 - LOCKS, LOCKSMITHS, DOOR CLOSURES, AND RELATED HARDWARE (PRODUCTS)

Bidder must follow instructions below and fill out each line with the manufacturer name, the ceiling discount %, answer if extended warranties are available, and provide additional discount information.

List each manufacturer by name. For distributors list out the distributor name or the individual manufacturers you will carry from that distributor.

Respond as text.

Respond with your "ceiling price" discount for the manufacturer/distributor. This will be the price you cannot exceed on contract if awarded.

Respond as a percentage.

Bidders must confirm if they are responding with a discount off of MSRP or List pricing.

Respond as "MSRP" or "LIST."

All products must come with a 1-year factory warranty. Bidders may offer Extended Warranties not to exceed 3 years.

Respond "Yes" or "No."

Bidders are encouraged to offer additional discounts, such as offering volume discounts, tiered discounts, and dock delivery discounts. Bidders may respond with additional discount information in the three columns below. Bidders should provide details for the quantities needed to obtain a volume or tiered discount. Bidders should respond with a percentage for a dock delivery discount. Bidders may leave this section blank if they are not able to offer additional discounts.

Respond with discount information.

Manufacturers	Discount %	MSRP/List	Extended Warranty Available	Additional Discounts Available:		
				Volume Discounts	Dock Delivery Discount	Tiered Discounts
Adams Rite	52% / 32%	List	YES			
Alarm Lock	42% / 27%	List	YES			
Arrow	52% / 49% / 42%	List	YES			
CompX	42%	List	YES			
Corbin Russwin	52% / 42% / 27%	List	YES			
Don Jo	52%	List	YES			
Dormakaba	52%	List	YES			
Glynn-Johnson	47%	List	YES			
HES	47%	List	YES			
Ilco	42%	List	YES			
Ives	47%	List	YES			
LCN	47%	List	YES			
Master Lock	47%	List	YES			
McKinney	47%	List	YES			
Medeco	42% / 32%	List	YES			
National Guard	27%	List	YES			
Norton	52%	List	YES			
Record USA	42%	List	YES			
Rixson	47%	List	YES			
Rockwood	47%	List	YES			
Sargent	52% / 32%	List	YES			
Schlage Lock	47%	List	YES			
Securtron	42%	List	YES			
Select Hinge	42%	List	YES			
Von Duprin	47%	List	YES			
Yale	42%	List	YES			



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CATEGORY 4 - LOCKS, LOCKSMITHS, DOOR CLOSURES, AND REALTED HARDWARE (LABOR)

Bidder **must** provide MARK-UP OVER PREVAILING WAGE PERCENTAGES and HOURLY RATES below.
 Bidder **must** respond "Yes" or "No" if they have an approved apprenticeship program.

CATEGORY 4 - PREVAILING WAGE MARK-UPS

Respond with your PERCENTAGE (%) MARK-UP OVER PREVAILING WAGE for the available job titles and add additional titles if needed. List the equivalent prevailing wage title for each job title.

Please note, per the Massachusetts Department of Labor Standards, when covered by prevailing wage, locksmith work falls under the carpenter rate.

Respond as a percentage (%) MARK-UP over Prevailing Wage.

Job Title (Add others if needed)	Equivalent Prevailing Wage Title (Respond as text)	BUSINESS HOURS:		AFTER HOURS:	
		Monday - Friday 7:00 AM - 5:00 PM	Monday - Friday 5:01 PM - 6:59 AM	Monday - Friday 5:01 PM - 6:59 AM	All Day Saturday
Locksmith	Carpenter	72%		72% + 35%	72% + 65%
[add additional titles if needed]	[add prevailing wage title]	0%		0%	0%
[add additional titles if needed]	[add prevailing wage title]	0%		0%	0%
Do you have an approved apprenticeship program?					
Answer YES or NO:	No				

CATEGORY 4 - NON-PREVAILING WAGE HOURLY RATES

Respond with your HOURLY RATES for the available job titles and add additional titles if needed. These labor rates only apply to non-construction related services.

Respond as hourly rates in USD (\$) amounts.

Job Title (Add others if needed)	BUSINESS HOURS:		AFTER HOURS:		
	Monday - Friday 7:00 AM - 5:00 PM	Monday - Friday 5:01 PM - 6:59 AM	Monday - Friday 5:01 PM - 6:59 AM	All Day Saturday	SUNDAYS AND HOLIDAYS:
Carpenter	\$114.00		\$154.00		\$188.00
[add additional titles if needed]	\$0.00		\$0.00		\$0.00
[add additional titles if needed]	\$0.00		\$0.00		\$0.00