

CBS Door & Hardware, LLC dba Blackhawk Integrations

APPENDIX C – PRICING INDEX

DIR-CPO-6152

RFO-594 Law Enforcement, Surveillance, and Security Monitoring Technology Products and Services

Brand	Category	SUBCATEGORY / FUNCTION	DISCOUNT OF MSRP/List Price
1-Software			
ACRE	Software / ACRE Access It!, DNA Fusion, Feenics, PremiSys, SMS	Access Control	30.00%
Ai-RGUS	Software / Security Device Status Monitoring	Surveillance	20.00%
Digital Watchdog	Software / Video Surveillance	Surveillance	20.00%
Motorola	Software / Solutions Avigilon	Access Control and Surveillance	32.00%
Motorola	Software / Solutions Pelco	Surveillance	30.00%
VIVOTEK	Software / Video Software	Surveillance	28.00%
2. Hardware			
ABH	Hardware	Access Control	30.00%
Accentra	Hardware	Access Control	35.00%
ACE Door & Hardware	Hardware	Access Control	35.00%
ACRE	Hardware	Access Control	30.00%
Adams Rite	Hardware	Access Control	35.00%
Aiphone	Hardware	Access Control	40.00%
Altronix	Hardware	Access Control	40.00%
Arrow	Hardware	Access Control	35.00%
CECO	Hollow Metal Frame and Door Hardware	Access Control	35.00%
Code Blue	Hardware	Access Control	8.00%
Corbin Russwin	Hardware	Access Control	35.00%
Curries	Hardware	Access Control	35.00%
Digital Watchdog	Hardware	Video Surveillance	20.00%
DITEK	Hardware	Video Surveillance	15.00%
Dormakaba	Hardware	Access Control	30.00%
ECAM	Hardware	Video Surveillance	30.00%
Falcon	Hardware	Access Control	40.00%
Glynn Johnson	Hardware	Access Control	35.00%

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Hager	Hardware	Access Control	30.00%
HES	Hardware	Access Control	35.00%
HID Global	Hardware	Access Control Readers, Keypads and Credentials	40.00%
Ives	Hardware	Access Control	35.00%
LCN	Hardware	Access Control	35.00%
Lifesafety Power	Hardware	Access Control	28.00%
Locknetics	Hardware	Access Control	40.00%
McKinney	Hardware	Access Control	35.00%
Medeco	Hardware	Access Control	35.00%
Motorola	Hardware	Video Surveillance	30.00%
Motorola	Hardware	Access Control	32.00%
Norton	Hardware	Access Control	35.00%
PC Hardware	Hardware	Access Control	35.00%
Paige Datacom Solutions	Hardware	Video Surveillance	5.00%
Pemko Markar Persona	Hardware	Access Control	35.00%
Performance Door and Hardware	Hardware	Access Control	35.00%
Powerstack	Hardware	Video Surveillance	9.00%
Rixson	Hardware	Access Control	35.00%
Rockwood	Hardware	Access Control	35.00%
Sargent	Hardware	Access Control	35.00%
Schlage	Hardware	Access Control	35.00%
Securitech	Hardware	Access Control	35.00%
Securitron	Hardware	Access Control	35.00%
Southwire / Genesis	Hardware	Access Control Video Surveillance	20.00%
Trendnet	Hardware	Video Surveillance	3.00%
Trimco	Hardware	Access Control	35.00%
Von Duprin	Hardware	Access Control	35.00%
Zero	Hardware	Access Control	35.00%

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3. Turnkey Solutions Packages to be configured based on customer requirements including, but not limited to, Software, Hardware and Services as listed above.

ACE Door & Hardware	Access Control Door Hardware	NA	35.00%
ACRE / Access It!	Access Control Hardware/Software/Services	NA	30.00%
ACRE / DNA Fusion	Access Control Hardware/Software/Services	NA	30.00%
ACRE / Feenics	Access Control Hardware/Software/Services	NA	30.00%
ACRE / Premisys	Access Control Hardware/Software/Services	NA	30.00%
ACRE / SMS	Access Control Hardware/Software/Services	NA	30.00%
Aiphone	Access Control & Intercom Hardware/Services	NA	40.00%
Code Blue	Emergency Video Intercom Hardware/Services	NA	8.00%
Component Systems	Access Control Door Hardware	NA	35.00%
Digital Watchdog	Video Surveillance Hardware/Software/Services	NA	20.00%
ECAM	Mobile Surveillance Units / Monitoring	NA	30.00%
Motorola Solutions Avigilon	Security Hardware/Software/Services	NA	32.00%
Motorola Solutions Pelco	Video Surveillance Hardware/Software	NA	30.00%
PC Hardware	Access Control Door Hardware/Services	NA	35.00%
Performance Door and Hardware	Access Control Door Hardware/Services	NA	35.00%

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Brand	Category	SUBCATEGORY / FUNCTION	DISCOUNT OF MSRP/List Price
Powerstack	Solar Power for Video Surveillance	NA	5.00%
VIVOTEK	Video Surveillance Hardware/Software	NA	28.00%

4. Related Services Provided by Manufacturer

ACE Door and Hardware	Supply and Install of Access Controlled doors and required hardware	Labor / Installations	35.00%
Performance Door & Hardware	Supply and Install of Access Controlled doors and required hardware	Labor / Installations	35.00%
PC Hardware	Supply, Setup, and Installation of Pre-Configured Access Control Door	Labor / Installations	35.00%
Component Systems	Supply and Install of Access Controlled Bay Doors and required hardware	Labor / Installations	35.00%
ECAM	End-User Training	Training	30.00%
ECAM	Wireless Aircard Plus Standard Warranty Maintenance Agreement	MSU Monthly Services	30.00%
ECAM	Monitoring Per Month / Per Camera	Level 1: 7pm to 7am Mon-Sat & 24h Sun	30.00%
ECAM	Monitoring Per Month / Per Camera	Level 2: 4pm to 7am Mon-Fri & 24h Sat-Sun	30.00%
ECAM	Monitoring Per Month / Per Camera	Level 3: 24x7	30.00%
ACRE / Access Control	Standard Labor for Project - Moderate	Labor	30.00%
ACRE / Access Control	Standard Labor for Project - Complex	Labor	30.00%
ACRE / Access Control	Off Peak - Labor for Project - Moderate	Labor	30.00%
ACRE / Access Control	Off Peak - Labor for Project - Complex	Labor	30.00%

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5. Related Services /Professional Services Provided by the Prime Vendor or It's Resellers and Subcontractors

All Brands	Consultant - Physical Security Assessment	Per Customers Requirements	40.00%
All Brands	Consultant - Physical Security System Design	Per Customers Requirements	40.00%
All Brands	Consultant - Physical Security Project Management	Per Customers Requirements	40.00%
All Brands	Onsite Technician - Access Control Installation	Implementation	40.00%
All Brands	Onsite Technician - Video Surveillance Installation	Implementation	40.00%
All Brands	Onsite Technician - Network Configuration	Implementation	40.00%
All Brands	Onsite Sr Technician - Access Control Installation	Implementation	40.00%
All Brands	Onsite Sr Technician - Video Surveillance Installation	Implementation	40.00%
All Brands	Onsite Sr Technician - Network Configuration	Implementation	40.00%
All Brands	Project Manager	Implementation	40.00%
All Brands	Junior Project Manager	Implementation	40.00%
All Brands	Senior Project Manager	Implementation	40.00%
All Brands	Systems Engineer - Access Control Installation	Per Customers Requirements	40.00%
All Brands	Systems Engineer - Video Surveillance Installation	Per Customers Requirements	40.00%

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Brand	Category	SUBCATEGORY / FUNCTION	DISCOUNT OF MSRP/List Price
All Brands	Systems Engineer - Network Configuration	Per Customers Requirements	40.00%
All Brands	Service Level Agreement	Per Scope of Work	40.00%

Services not covered under this RFO scope are: Cloud Hosting, Development, Cloud Broker and Cloud Assessment Services, Customization of Core Software, Professional or Consulting services as defined in Chapter 2254 of the Texas Government Code.

6. Volume Discount Based On Aggregate Sales

Brand	Contract Sales Threshold Cumulative	Frenquency	Additional Discount
All Brands	\$1,000,000-\$2,000, 000	Annually	1.00%
All Brands	\$2,000,000-\$3,000, 000	Annually	1.50%
Brand	Contract Sales Threshold Per Transaction	Frenquency	Additional Discount
All Brands	\$200,000-\$300,000	Per Transaction	1.00%

NOTE: Vendor's quote to DIR Customers shall include the Administrative Fee. The fee will be added to the Firm Fixed Price and/or MSRP after the DIR Discount % off MSRP is applied.