

IES COMMUNICATIONS, LLC
APPENDIX C – PRICING INDEX
DIR-CPO-6208

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

Brand	Category	DISCOUNT OF MSRP/List Price	Unit of Measure
1. Software			
Aiphone	Intercom/Access Control	15.00%	EA
Acre	Intercom/Access Control	15.00%	EA
Amag	Access Control	15.00%	EA
Avigilon Alta - Access	Access Control	15.00%	EA
Avigilon Alta - Video	Camera	15.00%	EA
Avigilon Unity - Access	Access Control	15.00%	EA
Avigilon Unity - Video	Video	15.00%	EA
Axis	Camera/Access Control/Intercom	15.00%	EA
Bosch	Camera / Access Control / Intrusion	15.00%	EA
Brivo	Access Control	15.00%	EA
Eagle Eye	Surveillance	15.00%	EA
Exacq	Camera/Access Control	15.00%	EA
Gallagher	Access Control	15.00%	EA
Genea	Access Control	15.00%	EA
Genetec	Access Control	15.00%	EA
Hanwha	Camera	15.00%	EA
Lenel	Access Control/Surveillance	15.00%	EA
Milestone	Camera	15.00%	EA
Napco / Continental	Access Control	15.00%	EA
Software House	Access Control	15.00%	EA
Verkada	Camera/Access Control/Intercom	15.00%	EA
Zenitel	Camera/Access Control	15.00%	EA
2. Hardware			
Aiphone	Intercom/Access Control	15.00%	EA
Acre	Intercom/Access Control	15.00%	EA
Amag	Access Control	15.00%	EA
Avigilon Alta - Access	Access Control	15.00%	EA
Avigilon Alta - Video	Camera	15.00%	EA
Avigilon Unity - Access	Access Control	15.00%	EA
Avigilon Unity - Video	Camera	15.00%	EA
Axis	Camera/Access Control/Intercom	15.00%	EA
Bosch	Camera / Access Control / Intrusion	15.00%	EA
Brivo	Access Control	15.00%	EA
Eagle Eye	Surveillance	15.00%	EA
Exacq	Camera	15.00%	EA

IES COMMUNICATIONS, LLC
APPENDIX C – PRICING INDEX
DIR-CPO-6208

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

		DISCOUNT OF MSRP/List Price	Unit of Measure
Brand	Category		
Gallagher	Access Control	15.00%	EA
Genea	Access Control	15.00%	EA
Genetec	Access Control	15.00%	EA
Hanwha	Camera	15.00%	EA
Lenel	Access Control	15.00%	EA
Milestone	Camera	15.00%	EA
Napco / Continental	Access Control	15.00%	EA
Software House	Access Control	15.00%	EA
Verkada	Camera/Access Control/Intercom	15.00%	EA
Zenitel	Camera/Access Control	15.00%	EA
3. Services / Professional Services Provided by the Prime Vendor or its Resellers and Subcontractors			
All Brands	Security Installation Labor	20.00%	Per Hour
	Security Programmer Labor	20.00%	Per Hour
	Security Engineer Labor	20.00%	Per Hour
	Security Project Manager Labor	10.00%	Per Hour
4. Related Services Provided by the Manufacturer			
All Security Brands	Training: During Normal Business Hours	20.00%	Per Trainer/Per Hour (4 hr min.
	Training: Before or After Business Hours	20.00%	Per Trainer/Per Hour (4 hr min.
	Training: Weekends & Holidays & 4 hr emergency response	20.00%	Per Trainer/Per Hour (4 hr min.
	Hourly Phone Support: During Normal Business Hours	20.00%	Per 30 minutes
	Hourly Phone Support: Before or After Business Hours	20.00%	Per 30 minutes
	Hourly Phone Support: Weekends & Holidays & 4 hr emergency response	20.00%	Per 30 minutes
	20' Scissor Lift Rental	5.00%	Per Day
	80' Boom Lift Rental	5.00%	Per Day
	BIM Coordination	3.00%	Per Hour
	BIM Design	3.00%	Per Hour
	Access Control Permitting	3.00%	Per Occurance