convergint

VENDOR COST PROPOSAL

SOURCEWELL
RFP 121024 – Facility Security Systems, Equipment, and Software Related Services

NATIONAL SURVEILLANCE SERVICES AND EQUIPMENT RATES
U.S. LOCATIONS AND CANADA*
As of 12/2024

CATEGORY	Discount Type	Discount
Contracting: Security & Fire Products, including subcontractors	**Off Fully Loaded List Price**	**List less up to 20%**
Subcontractor Labor Rates	**Off Fully Loaded Contractor Cost**	**List less up to 17%**
Miscellaneous parts	**Off Fully Loaded List Price**	**List less up to 20%**
Customer Service Program	**Discount from local branch CSP pricing tool**	**Quote level less up to 20%**
Monitoring/Maintenance	**% of system cost**	**Up to 15%**

Pricing Notes:

1. Priority 1 calls are according to our emergency/afterhours and have a minimum of 4 hours
2. Prevailing Wages are excluded but will be priced where required at an increase not to exceed 25%. Union Rates are excluded but will be priced where required at an increase not to exceed 25%
3. Service Call Standard: Minimum hour threshold is a minimum of 2 hours
4. For T&M service work, Trip/Truck Charges are subject to a $75.00 environmental fee
5. Per diem rates: Based upon location and job category to be provided

Not to exceed pricing: The above rates and discounts are not to exceed pricing and can be adjusted lower but cannot exceed the pricing listed here for those projects purchased under the agreement. Customer must indicate their intent to use the Sourcewell Agreement at time of agreement.

Convergint - Sourcewell Contract			
Pricing for contract 121024-CTL offers Sourcewell participating agencies in the United States & Canada up to a 56% discount off MSRP. Actual discounts vary by product line. Offerings are updated regularly to allow Sourcewell participating agencies access to the newest technologies & most up to date pricing.			

Company	Top Brands	Company	Top Brands
3millID		Everbridge	
3XLogic		Evolon	
911Cellular		Evolv	
ACRE	ComNet, Open Options, RS2 Technologies, Vanderbilt, Razberi, Feenics, SISCO and Matrix	Fenco	
Add-on Technologies		Fike	
Advanced Network Devices		Fortis Security	
AeroDefense		Galaxy	
AIDANT		Gallagher	
Aiphone		Genea	
Aktek		Genetec	Security Center, Omnicast, Synergis, AutoVu, Stratocast, Mission Control
Alcatel Lucent		Genuine Cable Group (GCG)	Paige Datacom
Alcatraz		Geutebruck	
Alert Enterprise		Grainger	
Alertus		GRI (George Risk Industries)	
Allegion	Schlage, Von Duprin, LCN, CISA, Briton	Gunnebo	Hamilton Safes, Chubb Safes, Rosengrens
Alocity		Hakimo	
Altronix		Hanwha Vision	Wisenet
AMAG	CONNECT. GUEST. CompleteView	HCI	Interactive Care Boards
AmberBox		Herta Security	
Ambient.ai		Hexagon	Qognify, NiceVision, VisionHub
Amulet Ballistic Barriers	Amulet Intercept	HID Global	iCLASS, Seos, Crescendo, Guard RFID, Mercury
Apollo		Honeywell	Security: ProWatch, Silent Knight, Notifier, Honeywell Fire: Notifier, Xtralis, Business Automation: Alerton
Appspace		Hyosung	
Arecont Vision		IDEMIA	
Ascom		IDenticard	
Assa Abloy	Life Safety Power, Yale, Medeco, Adams Rite, Traka, Mul-T-Lock, Hanchett Entry Systems, Securitron	Identity One	
Athena Security		Identiv	Hirsch Velocity Access Control, Velocity VMS, Primis, SMB Access Control, uTrust Readers, Hirsch MFA Scramble Pads, Enterphone, Hirsch/Primis Cloud Based Access Control
Atlas IED		IDL	Smarter Security (in Americas)
Autocall		Inner Range	
AutoGate Inc.		Inovonics	
Automatic Systems	Bollore Group, Vivendi, Blue Systems	Integrated Control Technology (ICT)	Integrated Control Technologies
AVL Media Group		Intellicene	Cognyte
Axis	2N, Citilog, Cognimatics	Intelligent Locations	
Barco		Intellisoft	
BCDVideo		International Vault	International Precast Inc.
Belden		i-PRO	Panasonic, Video Insight
Biamp		Irisity	Agent VI
Bioconnect		IronYun	Vaidio
BluB0X	BlueSKY	Isotec	
Bogen Communications		ISS	Intelligent Security Systems
Bold Group		Jeron	
Boon Edam		Johnson Controls	Software House, C-Cure, American Dynamics, Exacq, Innometriks, Kantech, Digital Security Controls (DSC), Sensormatic
Bosch		KapLogic	
Brivo		Kirkland	
Building Reports		Kode Labs	
ButterflyMX		Kontakt IO	
Camden Door Controls		Legrand	
CanSec Systems		LenelS2	OnGuard, Netbox, Elements, Blue Diamond
Carahsoft		Levatas	
Carehawk		LG Electronics	
CEIA		Liberty Safe	
CenTrak		LifeSafety Power	
CFS Solutions		Lockt	
CheKT Inc.		Magos	
CIAS		March Networks	
Cisco Meraki		Materna	
Clinton Electronics		Metransens	
Code Blue		MidMark	
Commend		Milestone Systems, Inc.	Pivot3, Kite, Continental Access, Xprotect, Husky, Interconnect, Kite, Arcules, Briefcam
Comnet		Mircom	
Compuflex Corporation		Mobile Pro Systems	
CradlePoint		Motorola Solutions	Avigilon, OpenPath, Ava, Pelco, Alta, Unity, IndigoVision, Halo
Crane Payment Innovations		MyTag	
Crestron		Napco	Alarm Lock, Continental Access, Marks USA
Cypress Integration Solutions		Navenio	
Deister Electronic	proxSafe	NEDAP	Tuxen
Dell Technologies		NESA	INSIGHT
Delta Controls		Nice	HySecurity, ELAN® Control Systems, Linear® Surveillance Equipment
Detex		NVT Phybridge	CLEER, FLEX
Digital Acoustics		Octopus	
Digital Watchdog		Omnia Group	
Distech		Oosto	
DMP	Digital Monitoring Products, Inc	OpenEye	
DoorKing		Optex	
Dormakaba	Keyscan, Best, RCI, Alvarado, Rutherford	Orion Entrance Control	
DragonFruit.ai		Ouster	
EAGL		Outlocks	
Eagle Eye		OWL (Observations Without Limits)	Groundaware
Eaton/Wheelock		Pacom	
Edwards		Panduit	
EMERgency 24		Parabit	
Enceladus Technology		Pedestal Pro	
Envoy		Phunware	

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PlateSmart			Xtractone	
Power Sonic			YourSix	
Powerstack			Yuasa	
Princeton Identity			Zebra	
ProTech			Zenitel	
QSC				
Quanergy				
Quick Base				
Qumulex				
Ramtech Global				
Rapid Response				
Rath Communications				
Rauland-Borg				
RealNetworks	SAFR			
Rhombus				
Right Crowd				
Safe Haven Defense				
Safetrust				
Safety Technology International				
Salient Systems				
Salto				
Samsung				
ScanSource				
Schneider Electric Buildings Americas, Inc.				
Seclock				
SecuriThings				
Security Information Systems				
Senstar				
Sentry Enterprises				
Shooter Detection Systems				
Shure				
Sightlogix				
Siklu				
Singlewire				
Smarter Security				
Solarbeam				
Solink				
Solis Energy				
SoloInsight				
Sonitor				
SOS Technologies				
Sound Intelligence				
Southwest Microwave				
Space Age Electronics				
Spectrum Camera Solutions				
Splan				
Spotter				
STiD				
Stonelock Biometrics				
Stratus				
Suprema				
SureView	Immix			
Surveill				
Swift Sensors				
Tagmaster				
Talk-A-Phone				
Teledyne Flir				
Teleportivity				
Teleray				
Telescopic Mast				
Tellerex				
The Indoor Lab				
Thermal Radar				
Thorvin				
Tiger Surveillance				
TOA				
Traka				
Transcore				
Userful				
Valcom				
Vault America				
Velasea				
Verint				
Verkada				
Videri				
Vintra				
Viper Imaging				
VisionAery				
VuWall				
Wavelynx				
Wescam	L3Harris			
West-Com				
Windy City Wire				