



VENDOR COST PROPOSAL

SOURCEWELL Contract 121024-CTL – Facility Security Systems, Equipment, and Software Related Services

NATIONAL TIERED LABOR RATES

U.S. AND CANADA LOCATIONS*

Rates for Tiers A-D are listed in USD

Rates for Tiers 1A-1D are listed in CAD

Tiers 1A-1D are Canada

Tiers A-D are U.S.

Description and Pricing – Labor Hourly (M-F 8:30am to 5:00pm)								
CATEGORY	1A CAD	1B CAD	1C CAD	1D CAD	A	B	C	D
CAD Specialist	\$140.43	\$146.38	\$140.43	\$140.43	\$182.65	\$185.41	\$202.22	\$203.00
Design Engineer	\$204.26	\$204.26	\$204.26	\$204.26	\$191.83	\$192.15	\$223.78	\$203.00
Installer	\$134.40	\$160.00	\$176.51	\$202.13	\$155.20	\$167.15	\$198.00	\$237.00
IT Specialist	\$137.94	\$174.04	\$178.72	\$223.40	\$190.19	\$202.13	\$229.89	\$253.50
Professional Services	\$195.74	\$201.28	\$194.68	\$187.23	\$245.35	\$245.65	\$258.75	\$271.00
Program Manager	\$223.40	\$225.53	\$226.95	\$223.40	\$241.24	\$231.03	\$261.75	\$265.00
Project Coordinator (PC)	\$153.19	\$188.94	\$193.79	\$212.77	\$141.38	\$155.73	\$212.44	\$209.00
Project Manager	\$200.00	\$197.87	\$196.10	\$212.77	\$200.93	\$214.50	\$249.11	\$265.00
Service Technician	\$137.94	\$162.98	\$167.55	\$223.40	\$184.57	\$193.43	\$223.22	\$236.00
System Specialist	\$137.94	\$165.53	\$172.87	\$223.40	\$169.42	\$180.33	\$215.44	\$240.00



Description and Pricing – Labor Hourly (Afterhours/Overtime/Emergency Rates)								
CATEGORY	1A CAD	1B CAD	1C CAD	1D CAD	A	B	C	D
CAD Specialist	\$210.65	\$219.57	\$210.65	\$210.65	\$273.98	\$278.12	\$303.33	\$304.50
Design Engineer	\$306.39	\$306.39	\$306.39	\$306.39	\$287.75	\$288.23	\$335.67	\$304.50
Installer	\$201.60	\$240.00	\$264.77	\$303.20	\$232.80	\$250.73	\$297.00	\$355.50
IT Specialist	\$206.91	\$261.06	\$268.08	\$335.10	\$285.29	\$303.20	\$344.84	\$380.25
Professional Services	\$293.61	\$301.92	\$292.02	\$280.85	\$368.03	\$368.48	\$388.13	\$406.50
Program Manager	\$335.10	\$338.30	\$340.43	\$335.10	\$361.86	\$346.55	\$392.63	\$397.50
Project Coordinator (PC)	\$229.79	\$283.41	\$290.69	\$319.16	\$212.07	\$233.60	\$318.66	\$313.50
Project Manager	\$300.00	\$296.81	\$294.15	\$319.16	\$301.40	\$321.75	\$373.67	\$397.50
Service Technician	\$206.91	\$244.47	\$251.33	\$335.10	\$276.86	\$290.15	\$334.83	\$354.00
System Specialist	\$206.91	\$248.30	\$259.31	\$335.10	\$254.13	\$270.50	\$323.16	\$360.00

Description and Pricing – Labor Hourly (Sunday/Holiday Rates)								
CATEGORY	1A CAD	1B CAD	1C CAD	1D CAD	A	B	C	D
CAD Specialist	\$280.86	\$292.76	\$280.86	\$280.86	\$365.30	\$370.82	\$404.44	\$406.00
Design Engineer	\$408.52	\$408.52	\$408.52	\$408.52	\$383.66	\$384.30	\$447.56	\$406.00
Installer	\$268.80	\$320.00	\$353.02	\$404.26	\$310.40	\$334.30	\$396.00	\$474.00
IT Specialist	\$275.88	\$348.08	\$357.44	\$446.80	\$380.38	\$404.26	\$459.78	\$507.00
Professional Services	\$391.48	\$402.56	\$389.36	\$374.46	\$490.70	\$491.30	\$517.50	\$542.00
Program Manager	\$446.80	\$451.06	\$453.90	\$446.80	\$482.48	\$462.06	\$523.50	\$530.00
Project Coordinator (PC)	\$306.38	\$377.88	\$387.58	\$425.54	\$282.76	\$311.46	\$424.88	\$418.00
Project Manager	\$400.00	\$395.74	\$392.20	\$425.54	\$401.86	\$429.00	\$498.22	\$530.00
Service Technician	\$275.88	\$325.96	\$335.10	\$446.80	\$369.14	\$386.86	\$446.44	\$472.00
System Specialist	\$275.88	\$331.06	\$345.74	\$446.80	\$338.84	\$360.66	\$430.88	\$480.00

*If the Office (CTC) is not listed here, please select the most accurate local location

These prices are subject to change per market conditions; They will be refreshed via Products & Pricing Request (PCP) Form at a frequency of at least annually



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For confirmation of Sourcewell member's accurate local CTC,
please contact the local Account Executive or visit convergent.com

Office (CTC) Locations and Tier Descriptions:

Location	Tier
101 - Chicago	B
102 - Michigan	B
103 - St. Louis	A
105 - Cleveland	A
106 - Columbus	B
107 - Pittsburgh	A
108 - Cincinnati	A
109 - Louisville	A
110 - Sioux Falls	A
111 - Des Moines	A
112 - Omaha	A
114 - Grand Rapids	A
115 - Milwaukee	A
116 - Indianapolis	A
117 - Madison	A
201 - Dallas	B
202 - Houston	B
203 - New Orleans	A
204 - Austin	B
205 - Waco	A
206 - San Antonio	B

Location	Tier
207 - Alexandria	A
210 - Minnesota	B
214 - Arkansas	A
215 - Tulsa	A
216 - Oklahoma City	A
217 - Wichita	A
218 - Kansas City	A
222 - Dallas/Ft Worth	B
226 - West Texas	B
227 - El Paso	A
230 - New Mexico	A
232 - Houston	B
299 - Tulsa	A
301 - Seattle	C
302 - Portland & Eugene	B
309 - Boise/Helena/Spokane/Wenatchee	B
310 - Alaska	C
350 - Denver	B
370 - Salt Lake City	B
401 - Atlanta	B
402 - Greenville	A
403 - Charlotte	B
404 - Charleston	A
407 - Miami	B
408 - Jacksonville	A
409 - Tampa	A

Location	Tier
410 - Orlando	A
411 - Baltimore - DC	C
421 - Ft Myers	A
425 - Alabama	A
430 - Nashville	A
431 - Memphis	A
432 - Knoxville	A
435 - Cincinnati Financial	A
440 - New England	C
442 - Albany	B
443 - Northern VA	C
444 - Richmond	A
445 - Norfolk	A
446 - Raleigh	B
450 - New York	C
453- Long Island NY	D
455 - Manhattan	C
456 - Northern New Jersey	C
460 - Philadelphia	C
470 - Miami	B
471 - New Jersey	C

Location	Tier
601 - Los Angeles	C
602 - San Francisco	D
603 - Nevada	B
604 - San Diego	C
606 - Phoenix	B

Canada Location	Tier
901-Calgary	1C
902-Fort McMurray	1D
903-Lethbridge	1C
904-Edmonton	1C
905-Vancouver	1C
907-Toronto	1C
908-Saskatchewan/Regina	1B
909-Ottawa	1B
910-Windsor	1B
914-Winnipeg	1B
917-Brantford	1B
921-Montreal	1B
930-New Brunswick - Moncton	1A
932-Nova Scotia	1A
934-Newfoundland	1A
936-Prince Edward Island	1A

**VENDOR COST PROPOSAL
SOURCEWELL**

Contract 121024-CTL – Facility Security Systems, Equipment, and Software Related Services

NATIONAL SURVEILLANCE SERVICES AND EQUIPMENT RATES

U.S. LOCATIONS AND CANADA*

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 Price	Up to 17%
Miscellaneous parts-only	Off Fully Loaded List Price	List less up to 20%
Service Agreements	% off quoted amount	Quote level less up to 15%
Monitoring	% off quoted amount	Quote level less up to 15%

Pricing Notes:

1. Priority 1 calls are according to our emergency/afterhours and have a minimum of 4 hours
2. Prices will be increased to account for any prevailing wage or union labor requirements by an amount not to exceed 25%. (Note: any required union labor will be performed by subcontractors.)
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 \$95.00 environmental fee & an additional Fuel Surcharge Fee when applicable
5. Per-dem 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. Actual discounts vary by product line. Offerings are updated regularly to allow Sourcewell members access to the newest technologies & most up to date pricing.

Pricing adjustments will be associated with manufacturer pricing updates, labor market conditions, supply chain impacts, inflationary considerations, material cost fluctuations, or other industry-related operational factors.

Tariffs: Convergent's "Fully Loaded" pricing model includes all taxes, warranty, freight, and other costs/fees associated with the project to be included and on contract, which includes necessary tariffs within project scope.

Customer must indicate their intent to use the Sourcewell Agreement at time of agreement.

Convergent - Sourcewell Contract 121024-CTL

Pricing for contract 121024-CTL offers Sourcewell & Canoe participating agencies in the United States & Canada a discount off List. Actual discounts vary by partner/distributor. Offerings are updated regularly to allow Sourcewell participating agencies access to the newest technologies & most up to date pricing. This list highlights some, but not all, of available partners and distributors.

Vendor Name	Product Category	Alternate Name or Brands	Vendor Name	Product Category	Alternate Name or Brands
3XLogic	Intrusion Video Surveillance		Belden	Cabling	
911Cellular	Communication Fire & Life Safety		Bioconnect	Access Control Advanced Threat Detection	Suprema
ACRE	Access Control Intrusion	ComNet, Open Options, RS2 Technologies, Vanderbilt, Razberi, Feenics, SISCO and Matrix	BluBOX	Access Control Security Operations Center	BlueSKY
Add-on Technologies	Access Control Physical Security		Bogen Communications	Communication Fire & Life Safety	
Advanced Network Devices	Intercom Systems		Bold Group	Intrusion Security Operations Center	
AeroDefense	Advanced Threat Detection Physical Security		Boon Edam	Access Control Physical Security	
AIDANT	Advance Threat Detection Video Surveillance		Braxos	Access Control Security Operations Center	
Aiphone	Access Control Communication		Brivo	Access Control	
AirSight	Advanced Threat Detection		ButterflyMX	Access Control Communication	
Aktek	Data Analytics		Camden Door Controls	Access Control Physical Security	
Alcatraz	Access Control Advanced Threat Detection		CanSec Systems	Access Control	
Alert Enterprise	Mobile Credentials		Carehawk	Communication Fire & Life Safety	
Alerton	Fire & Life Safety		CEIA	Access Control Advanced Threat Detection Physical Security	
Alertus	Communication Security Operations Center		CenTrak	Advanced Threat Detection Security Operations Center	
Allegion	Access Control Physical Security		CFS Solutions	Access Control Physical Security	
Alocity	Access Control		Centegix		
Altronix	Supporting Products		CheKT Inc.	Advanced Threat Detection Video Surveillance	
Alvarado	Access Control Physical Security		CIAS	Intrusion Physical Security	
AMAG	Access Control Security Operations Center	CONNECT. GUEST. CompleteView	Circadian Risk	Advanced Threat Detection Security Operations Center	
AmberBox	Access Control Physical Security		Cisco Meraki	Communication Security Operations Center Video Surveillance	
Ambient.ai	Advanced Threat Detection Security Operations Center Video Surveillance		Clinton Electronics	Video Surveillance	
American Vault	Physical Security		Code Blue	Communication Physical Security	
Amulet Ballistic Barriers	Physical Security	Amulet Intercept	Cognosos	Advanced Threat Detection Security Operations Center	
Arecont Vision	Video Surveillance Video Management System		Commend	Communication Physical Security	
Ascom	Communication Fire & Life Safety Alarms Communications Inventory Management Nurse Call		Companion Systems	Access Control Physical Security	
Assa Aloy (Locking +)	Access Control Inventory Management Key Management Locks and Doors	HES, Medeco, Mul-T-Lock, Yale, Securiton, Traka, Adams Rite, LifeSafety Power, Quantum Secure	Compuflex Corporation	Supporting Products	
Athena Security	Advanced Threat Detection Video Surveillance		Cornell Communications	Communication Physical Security	
Atlanta Computer Group	Access Control Communication Video Surveillance		CradlePoint	Supporting Products	
Atlas IED	Communication Fire & Life Safety		Crane Payment Innovations	Access Control Physical Security	
AutoGate Inc.	Access Control Physical Security		CTF Consoles	Command Center Solutions	
Automatic Systems	Access Control Physical Security	Bollore Group, Vivendi, Blue Systems	Cypress Integration Solutions	Access Control	
Axis	Access Control Communication Video Surveillance	2N	Dallmeier	Video Surveillance	
BCDVideo	Security Operations Center Video Surveillance		Deister Electronic	Access Control Physical Security	proxSafe

Convergent - Sourcewell Contract 121024-CTL

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Vendor Name	Product Category	Alternate Name or Brands	Vendor Name	Product Category	Alternate Name or Brands
Detex	Access Control Physical Security		Honeywell	Access Control Fire & Life Safety Intrusion Video Surveillance	OnGuard, Netbox, Elements, Blue Diamond, LeneIS2, Honeywell BMS, Alerton, Maxpro, Pro-Watch, NOTIFIER
Digital Acoustics	Communication Security Operations Center		Hyosung	Access Control Physical Security	
Digital Watchdog	Video Surveillance		Icetana AI	Advanced Threat Detection Video Surveillance	Magnica
Distech	Access Control Physical Security		IDEMIA	Access Control Advanced Threat Detection	
DMP	Access Control Intrusion	Digital Monitoring Products, Inc	IDenticard	Access Control Physical Security	
DoorKing	Access Control Physical Security		Identity One	Access Control	
Dormakaba	Access Control Physical Security	Keyscan, Best, RCI, Alvarado, Rutherford	Identiv	Access Control Physical Security	Hirsch Velocity Access Control, Velocity VMS, Primis, SMB Access Control, uTrust Readers, Hirsch MFA Scramble Pads, Enterphone, Hirsch/Primis Cloud Based Access Control
EAGL	Advanced Threat Detection Security Operations Center		IDIS	Video Surveillance	
Eagle Eye	Video Surveillance		IDL	Access Control Physical Security	Smarter Security (in Americas)
EMERgency 24	Fire & Life Safety Intrusion Security Operations Center		Inovonics	Advanced Threat Detection Intrusion	
Enceladus Technology	Advanced Threat Detection Security Operations Center		Integrated Control Technology (ICT)	Access Control Intrusion	Integrated Control Technologies
Envoy	Access Control Security Operations Center		Intelliscene	Communication Security Operations Center	Cognyte
Everbridge	Communication Security Operations Center		Intelligent Locations	Advanced Threat Detection Security Operations Center	
Evolon	Advanced Threat Detection Video Surveillance		Intellisoft	Intrusion Security Operations Center	
Evolv	Advanced Threat Detection Physical Security		International Vault	Physical Security	International Precast Inc.
Fenco	Supporting Products		IPconfigure	Security Operations Center Video Surveillance	
Fortis	Access Control Physical Security	Fortis Security	IPFusion	Access Control Intrusion	
Galaxy	Access Control Intrusion		i-Pro	Video Surveillance	Panasonic, Video Insight
Gallagher	Access Control Intrusion Security Operations Center		IQSIGHT (Bosch Video)	Video Surveillance	
Genea	Access Control		Iris ID	Access Control Advanced Threat Detection	
Everseen			Irisity	Advanced Threat Detection Video Surveillance	Agent VI
Genetec	Access Control Security Operations Center Video Surveillance	Security Center, Omnicast, Synergis, AutoVu, Stratocast, Mission Control	IronYun	Advanced Threat Detection Video Surveillance	Vaidio
Geutebruck	Video Surveillance		Isotec	Intrusion Physical Security	
GuardRFID	Advanced Threat Detection Security Operations Center		ISS	Advanced Threat Detection Video Surveillance	Intelligent Security Systems
Gunnebo	Access Control Physical Security		Jeron	Communication Fire & Life Safety	
Hakimo	Advanced Threat Detection Video Surveillance		JNL Technologies	Intrusion Security Operations Center	
Hamilton	Access Control Physical Security	Hamilton Safes, Chubb Safes, Rosengrens	Johnson Controls	Access Control Fire & Life Safety Intrusion Video Surveillance	Software House, C-Cure, American Dynamics, Exacq, Innometriks, Kantech, Digital Security Controls (DSC), Sensomatic
Hanwha Vision	Video Surveillance	Wisenet	KapLogic	Advanced Threat Detection Security Operations Center	
HCI	Access Control Alarms Communications Video Surveillance	Healthcare Information, LLC, Interactive Care Boards	KeyWarden Systems Partners	Access Control Physical Security	
Herta Security	Advanced Threat Detection Video Surveillance		Kirkland	Access Control Physical Security	
HiveWatch			Kode Labs	Communication Security Operations Center	
HID Global	Access Control Physical Security	iCLASS, Seos, Crescendo, Guard RFID, Mercury, Quantum Secure, 3MilliID	Kontakt IO	Advanced Threat Detection Security Operations Center	
Hirsch	Access Control Intrusion	Protech, TDSi	LandSky	Advanced Threat Detection	

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Vendor Name	Product Category	Alternate Name or Brands	Vendor Name	Product Category	Alternate Name or Brands
Levatas	Video Surveillance		PlateSmart	Advanced Threat Detection Video Surveillance	
LifeSafety Power	Access Control Video Surveillance		Power Sonic	Power	
Lockmasters	Access Control Physical Security	JLM Wholesale, Inc, Allied Locksmith Supply, Orchard Lock Distributors	Powerstack	Power	
Lockt	Access Control		Premio	Storage Solutions	
Magos	Access Control Physical Security	OWL, SpotterRF	Princeton Identity	Access Control	
March Networks	Security Operations Center Video Surveillance		Qognify	Advanced Threat Detection Security Operations Center Video Surveillance	NiceVision, VisionHub, OnSSI
Materna	Advanced Threat Detection Physical Security		Quanergy	Advanced Threat Detection Video Surveillance	
Metrasens	Advanced Threat Detection Physical Security		QuickBase	Supporting Products	
MidMark	Physical Security	Versus	Quicklert	Communication	
Milestone Systems, Inc.	Security Operations Center Video Surveillance	Pivot3, Kite, Continental Access, Xprotect, Husky, Interconnect, Kite, Arcules, Briefcam	Qumulex	Supporting Products	
Mircom	Communication Fire & Life Safety		Radionix (Bosch Intrusion)	Intrusion	
Mobile Pro Systems	Video Surveillance		Ramtech Global	Fire & Life Safety	
Morse Watchmans	Access Control Physical Security		Rapid Response	Security Operations Center	
Motion Access	Access Control Physical Security		Rath Communications	Communication Fire & Life Safety	
Motorola Solutions	Access Control Communication Security Operations Center Video Surveillance	Avigilon, OpenPath, Ava, Pelco, Alta, Unity, IndigoVision, Halo	Raytec	Supporting Products	
MyTag	Advanced Threat Detection Security Operations Center		RBtec Perimeter Security Systems	Intrusion	RBtec Perimeter Security Systems
NAPCO	Access Control Fire & Life Safety Intrusion Physical Security		Real Time Networks	Physical Security	
Navenio	Advanced Threat Detection Security Operations Center		RealNetworks	Advanced Threat Detection Video Surveillance	SAFR
NEDAP	Access Control Intrusion	Tuxen	RedHat	Supporting Products	
NVT Phylbridge	Networking	CLEER, FLEX	Rhombus	Security Operations Center Video Surveillance	
Octopus	Security Operations Center		Right Crowd	Advanced Threat Detection	
Onity	Access Control Physical Security		Safe Haven Defense	Advanced Threat Detection Physical Security	
Oosto	Advanced Threat Detection Video Surveillance	Anyvision	Safetrust	Access Control	
OpenEye	Security Operations Center Video Surveillance		Safety Technology International	Fire & Life Safety Physical Security	
Optex	Advanced Threat Detection Intrusion		Salient Systems	Video Surveillance	
Orion Entrance Control	Access Control Physical Security		Salto	Access Control Physical Security	
Ouster	Advanced Threat Detection		Schneider Electric Buildings Amer	Fire & Life Safety	
Outlocks	Physical Security		Sedock	Physical Security	Security Lock Distributor
OWL (Observations Without L	Advanced Threat Detection Security Operations Center	Groundaware	SecuriThings	Security Operations Center	
Pacom	Access Control Security Operations Center Video Surveillance		Security Information Systems	Supporting Products	
Paige Datacon	Supporting Products		Senstar	Intrusion	
Parabit	Access Control Communication Video Surveillance		Sentry Enterprises	Access Control Supporting Products	
Phunware	Advanced Threat Detection Security Operations Center		Shooter Detection Systems	Advanced Threat Detection	



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Vendor Name	Product Category	Alternate Name or Brands	Vendor Name	Product Category	Alternate Name or Brands
SightLogix	Video Surveillance		Telescopic Mast	Mobile Security	
Siklu	Supporting Products		Tellerex	ATM Security	
Singlewire	Communication		The Boring Lab	Advanced Threat Detection	
Smarter Security	Advanced Threat Detection Video Surveillance	Fastlane Turnstiles, Door Detective	The Indoor Lab	Advanced Threat Detection	
Smiths Detection	Advanced Threat Detection		Thermal Radar	Advanced Threat Detection Video Surveillance	
Solarbeam	Supporting Products		Tiger Surveillance	Video Surveillance	
Solink	Video Surveillance		Timekeeping Systems	Access Control	Guard 1
Solis Energy	Supporting Products		TOA	Security Operations Center	
SoloInsight	Access Control		Torus	Supporting Products	C.Q.R.IT USA Inc.
Sonitor	Advanced Threat Detection		Total Security Solutions	Physical Security	
SOS Technologies	Supporting Products		Traka	Access Control	
Sound Intelligence	Advanced Threat Detection		Transcore	Access Control Advanced Threat Detection	
Southwest Microwave	Intrusion		Triton Sensors	Advanced Threat Detection Video Surveillance	
Space Age Electronics	Fire & Life Safety		Valcom	Security Operations Center	
Spectrum Camera Solutions	Supporting Products		Vault America	Physical Security	
Splan	Security Operations Center		Vaxtor	Advanced Threat Detection Video Surveillance	
Spotter	Advanced Threat Detection		Velasea	Security Operations Center	
Sterling ATM	Physical Security		Ventus	Advanced Threat Detection	
STiD	Access Control Advanced Threat Detection		Verint	Advanced Threat Detection Video Surveillance	
Stonelock Biometrics	Access Control Advanced Threat Detection		Verkada	Access Control Intrusion Video Surveillance	
Stratus	Supporting Products		Videri	Security Operations Center Supporting Products	
Sun Surveillance	Video Surveillance		Vintra	Advanced Threat Detection Video Surveillance	
Suprema	Access Control Advanced Threat Detection	Bioconnect	Viper Imaging	Advanced Threat Detection Video Surveillance	
SureView	Security Operations Center	Immix	VisionAery	Advanced Threat Detection Video Surveillance	
Surveill	Security Operations Center		Vitalchat	Communication Security Operations Center	
Swift Sensors	Advanced Threat Detection		Wescam	Advanced Threat Detection Video Surveillance	L3Harris
Tagmaster	Access Control Advanced Threat Detection		West-Com Nurse Call	Communication Fire & Life Safety	
Talk-A-Phone	Communication Security Operations Center		Xtract One	Advanced Threat Detection Physical Security	
Telaeris	Access Control		YourSix	Advanced Threat Detection	
Teledyne Flir	Video Surveillance		Zebra	Advanced Threat Detection	
Teleportivity	Communication		Zenitel	Communication	
Teleray	Security Operations Center		ZeroEyes	Advanced Threat Detection	