

Vendor:		A3 Communications, Inc.		GC&E Systems Group, Inc.		Johnson Controls, Inc.	
Terms:		Net 30		Net 30		Net 30	
FIXED BOX (AXIS CAMERA ONLY)							
#	Product Name	Part #	Unit Cost (Must include 3 years of Maintenance, Support, & Warranty)	Unit Cost (Must include 3 years of Maintenance, Support, & Warranty)	Unit Cost (Must include 3 years of Maintenance, Support, & Warranty)	Unit Cost (Must include 3 years of Maintenance, Support, & Warranty)	Unit Cost (Must include 3 years of Maintenance, Support, & Warranty)
1	AXIS P1365 Mk II	0897-001	\$659.56	\$907.53	\$862.70		
2	AXIS P1365-E Mk II	0898-001	\$852.17	\$1,112.08	\$1,101.80		
3	AXIS P1365 Mk II BULK 10PCS	0897-021	\$6,525.49	\$6,348.50	\$8,539.89		
4	AXIS P1357	0526-001	\$775.13	\$1,030.25	\$1,006.15		
5	AXIS P1357-E	0530-001	\$967.74	\$1,234.80	\$1,245.26		
6	AXIS P1357 BULK 10PCS	0526-021	\$7,681.15	\$7,575.78	\$9,974.49		
FIXED DOME (AXIS CAMERA ONLY)							
#	Product Name	Part #	Unit Cost (Must include 3 years of Maintenance, Support, & Warranty)	Unit Cost (Must include 3 years of Maintenance, Support, & Warranty)	Unit Cost (Must include 3 years of Maintenance, Support, & Warranty)	Unit Cost (Must include 3 years of Maintenance, Support, & Warranty)	Unit Cost (Must include 3 years of Maintenance, Support, & Warranty)
1	AXIS P3225-V MKII	0952-001	\$543.99	\$788.92	\$724.05		
2	AXIS P3225-VE MKII	0953-001	\$659.56	\$907.53	\$862.70		
3	AXIS P3224-LVE MKII	0991-001	\$659.56	\$907.53	\$862.70		
4	AXIS P3225-LV MKII	0954-001	\$621.04	\$866.61	\$814.87		
5	AXIS P3225-LVE MKII	0955-001	\$736.60	\$989.33	\$958.32		
6	AXIS P3354 12MM	0467-001	\$543.99	\$788.92	\$724.05		
7	AXIS P3354 6MM	0465-001	\$543.99	\$788.92	\$724.05		
8	AXIS P3364-V 12MM	0471-001	\$621.04	\$866.61	\$814.87		
9	AXIS P3364-V 6MM	0481-001	\$621.04	\$866.61	\$814.87		
10	AXIS P3364-LV 12MM	0486-001	\$698.08	\$948.43	\$910.52		
11	AXIS P3364-LV 6MM	0485-001	\$698.08	\$948.43	\$910.52		
12	AXIS P3384-V	0511-001	\$775.13	\$1,030.25	\$1,006.15		
13	AXIS P3364-VE 12MM	0484-001	\$775.13	\$1,030.25	\$1,006.15		
14	AXIS P3364-VE 6MM	0482-001	\$775.13	\$1,030.25	\$1,006.15		
15	AXIS P3364-LVE 12MM	0473-001	\$852.17	\$1,112.08	\$1,101.80		
16	AXIS P3364-LVE 6MM	0476-001	\$852.17	\$1,112.08	\$1,101.80		
17	AXIS P3384-VE	0512-001	\$929.21	\$1,193.89	\$1,197.44		
18	AXIS P3365-V	0586-001	\$698.08	\$948.43	\$910.52		
19	AXIS P3365-VE	0587-001	\$852.17	\$1,112.08	\$1,101.80		
20	AXIS P3367-V	0406-001	\$852.17	\$1,112.08	\$1,101.80		
21	AXIS P3367-VE	0407-001	\$1,006.26	\$1,275.71	\$1,293.08		
22	AXIS P3707-PE	0815-001	\$1,006.26	\$1,275.71	\$1,293.08		
ACCESSORY OTHER (AXIS CAMERA ONLY)							
#	Product Name	Part #	Unit Cost	Unit Cost	Unit Cost	Unit Cost	Unit Cost
1	GASKET A CABLE 3,5-7MM 10PCS	5503-741	\$6.73	\$7.60	\$8.96		
2	GASKET B M20 CABLE 6-13MM 10PCS	5503-751	\$6.73	\$7.60	\$8.96		
3	GASKET C M25 CABLE 8-17MM 10PCS	5503-791	\$6.73	\$7.60	\$8.96		
4	CABLE GLAND A M20 5PCS	5503-761	\$6.73	\$7.60	\$8.96		
5	GASKET C M20 10PCS	5505-941	\$6.73	\$7.60	\$8.96		
6	AXIS WEATHERSHIELD K	5507-121	\$21.69	\$24.46	\$28.85		
7	THEIA LENS CS VARIF 1.8-3MM DC-IRIS	5503-161	\$223.65	\$252.25	\$297.44		
8	LENS FUJINON CS 2.2-6MM DC-IRIS B	5800-781	\$111.45	\$125.72	\$148.23		
9	LENS CS VARIF 9-40MM DC-IRIS D/N	5503-171	\$201.21	\$226.97	\$267.60		
10	LENS CS VARIF 9-40MM P-IRIS D/N	5504-901	\$201.21	\$226.97	\$267.60		
11	LENS COMPUTAR CS 12.5-50MM P-IRIS	5800-801	\$186.25	\$210.07	\$247.70		

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CAMERA HOUSING (AXIS CAMERA ONLY)							
#	Product Name	Part #	Unit Cost	Unit Cost	Unit Cost	Unit Cost	Unit Cost
1	AXIS T92E20 OUTDOOR HOUSING	0433-001	\$246.09	\$258.16	\$317.31		
2	AXIS T93F05 PROTECTIVE HOUSING	5900-261	\$118.93	\$134.14	\$158.18		
3	AXIS SUNSHIELD A	5504-941	\$25.43	\$28.67	\$33.83		
4	CORRIDOR FORMAT BRACKET A	5504-931	\$29.17	\$32.88	\$38.80		
5	CORRIDOR FORMAT BRACKET B	5506-381	\$29.17	\$32.88	\$38.80		
6	AXIS T92E CAMERA HOLDER PLATE C	5505-331	\$14.21	\$16.03	\$18.90		
7	AXIS T92E CAMERA CHANGE KIT A	5505-341	\$29.17	\$32.88	\$38.80		
COVER/DOME (AXIS CAMERA ONLY)							
#	Product Name	Part #	Unit Cost	Unit Cost	Unit Cost	Unit Cost	Unit Cost
1	AXIS P32-V SMOKED DOME A 5P	5506-021	\$126.41	\$142.56	\$168.11		
2	AXIS P32-VE SMOKED DOME A 5P	5506-461	\$126.41	\$142.56	\$168.11		
3	AXIS P3353/54 DOME KIT CL BLACK	5503-141	\$21.69	\$24.46	\$28.85		
4	AXIS P3346 DOME KIT CL BLACK	5503-151	\$21.69	\$24.46	\$28.85		
5	AXIS P3364-LV DOME KIT BLACK	5504-401	\$55.35	\$62.42	\$73.62		
ACCESSORY MOUNTS (AXIS CAMERA ONLY)							
#	Product Name	Part #	Unit Cost	Unit Cost	Unit Cost	Unit Cost	Unit Cost
1	AXIS T94H05L RECESS MOUNT-L	5504-051	\$51.61	\$58.21	\$68.64		
2	AXIS T94K01D PENDANT KIT	5505-081	\$29.17	\$32.88	\$38.80		
3	AXIS T94K01L RECESSED MOUNT	5505-571	\$59.09	\$66.63	\$78.59		
4	AXIS T94M01L RECESSED MOUNT	5505-581	\$81.53	\$91.96	\$108.44		
5	AXIS T94M02D PENDANT KIT	5507-511	\$74.05	\$83.53	\$98.49		
6	AXIS T94P01B CORNER BRACKET	5504-711	\$59.09	\$64.75	\$78.59		
7	AXIS T94R01B CORNER BRACKET	5507-601	\$44.13	\$49.78	\$58.68		
8	AXIS T94R01P CONDUIT BACK BOX	5505-141	\$25.43	\$28.67	\$33.83		
9	AXIS T94S01D PENDANT KIT STAINLESS STEEL	5504-681	\$96.49	\$108.81	\$128.33		
10	AXIS T94T01D PENDANT KIT	5505-871	\$36.65	\$41.34	\$48.74		
11	AXIS T94V01D PENDANT KIT	5801-431	\$66.57	\$75.06	\$88.54		
12	AXIS T94V01L RECESSED MOUNT	5801-441	\$81.53	\$91.96	\$108.44		
13	AXIS T94Q01A WALL MOUNT	5505-241	\$32.91	\$37.09	\$43.76		
14	AXIS T94Q01F CEILING AND COLUMN MNT	5507-591	\$81.53	\$91.96	\$108.44		
15	AXIS T95A64 BRACKET CORNER	5010-641	\$66.57	\$75.06	\$88.54		
16	AXIS T95A67 BRACKET POLE	5010-671	\$96.49	\$108.81	\$128.33		
17	VT CEILING BRACKET BALL JOINT WCM5A	0217-061	\$89.01	\$100.39	\$104.36		EOL - Replacement 5507-591
18	VT CEILING BRACKET INT CABLE WCM4A	0217-051	\$81.53	\$91.96	\$104.37		EOL - Replacement 5507-591
19	VT COLUMN MOUNT BALL JOINT WFWCA	0217-071	\$74.05	\$83.53	\$104.38		EOL - Replacement 5507-591
20	VT CORNER MOUNT WCWA	0217-101	\$44.13	\$49.78	\$56.49		EOL - Replacement 5507-601
21	VT WALLBRACKET BALLJOINT WBJA	0217-021	\$17.95	\$20.24	\$42.12		EOL - Replacement 5505-241
22	WALL MOUNT AXIS PS24	5000-011	\$59.09	\$66.63	\$78.59		
23	AXIS PS-24 Pole bracket	21764	\$33.66	\$37.97	\$44.78		
24	YP3040 WALL BRACKET	5502-471	\$36.65	\$41.34	\$48.74		
25	AXIS WALL BRACKET K	5503-491	\$89.01	\$100.39	\$118.37		
26	AXIS COLUMN BRACKET K	5506-411	\$89.01	\$100.39	\$118.37		
27	AXIS T91A03 DIN RAIL CLIP 5PCS	5800-511	\$14.21	\$16.03	\$18.90		
28	AXIS MIDSPAN DIN CLIP A	5503-931	\$14.21	\$16.03	\$18.90		
29	DROP CEILING KIT CL AXIS P3346	5502-781	\$51.61	\$58.21	\$75.64		EOL - Replacement 5505-571

Cobb County School District
 IFB 17-14, Video Surveillance System

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30	DROP CEILING KIT SM AXIS P3346	5502-791	\$51.61	\$58.21	\$75.64 EOL - Replacement 5505-571
31	DROP CEILING KIT CL AXIS P3343/4	5502-361	\$51.61	\$58.21	\$75.64 EOL - Replacement 5505-571
32	DROP CEILING KIT SM AXIS P3343/4	5502-371	\$51.61	\$58.21	\$75.64 EOL - Replacement 5505-571
33	PENDANT KIT AXIS P334X	5502-351	\$29.17	\$32.88	\$37.34 EOL - Replacement 5505-081
34	ACC MOUNTING BRACKET AXIS P3343	5502-401	\$21.69	\$24.46	\$28.85

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ACCESSORY MOUNTS (AXIS CAMERA ONLY)							
#	Product Name	Part #	Unit Cost	Unit Cost	Unit Cost	Unit Cost	Unit Cost
35	AXIS P33XX-VE 3/4" NPS CONDUIT ADAPTER	5503-711	\$29.17	\$32.88	\$38.80	\$38.80	\$38.80
36	AXIS P33XX-VE 3/4" NPS COND ADPT 4P	5503-721	\$107.71	\$121.51	\$143.25	\$143.25	\$143.25
37	AXIS P33XX-VE 3/4" NPS ADAPT	5503-131	\$21.69	\$24.46	\$28.85	\$28.85	\$28.85
38	PENDANT KIT AXIS P334X-VE	5502-321	\$36.65	\$41.34	\$48.74	\$48.74	\$48.74
39	AXIS P33XX-VE CABLE COVER 4 PCS	5503-731	\$44.13	\$49.78	\$58.68	\$58.68	\$58.68
40	AXIS ACI COND ADAP 3/4" U-SHAPE 30MM 5PCS	5505-191	\$17.95	\$20.24	\$23.88	\$23.88	\$23.88
41	AXIS ACI CONDUIT BRACKET A 5P	5505-971	\$29.17	\$32.88	\$38.80	\$38.80	\$38.80
42	AXIS ACI CONDUIT BRACKET B 5P	5506-041	\$14.21	\$16.03	\$18.90	\$18.90	\$18.90
43	AXIS ACI CONDUIT ADAPTER 1/2"-3/4" A 2P	5505-541	\$29.17	\$32.88	\$38.80	\$38.80	\$38.80
44	PL ADAPTER FLAT L GREY M311X 10 PCS	5503-071	\$21.69	\$24.46	\$28.85	\$28.85	\$28.85
45	AXIS ACI COND ADAP 1/2 " U-SHAPE 20MM 5P	5505-521	\$14.21	\$16.03	\$18.90	\$18.90	\$18.90
EXTENDED WARRANTY (AXIS CAMERA ONLY)							
#	Product Name	Part #	Unit Cost	Unit Cost	Unit Cost	Unit Cost	Unit Cost
1	EXT. WARRANTY AXIS P1357	0526-600	\$123.09	\$386.18	\$56.55	\$56.55	\$56.55
2	EXT. WARRANTY AXIS P1357-E	0530-600	\$135.06	\$401.90	\$72.24	\$72.24	\$72.24
3	EXT. WARRANTY AXIS P1365	0690-600	\$115.91	\$379.34	\$43.09	\$43.09	\$43.09
4	EXT. WARRANTY AXIS P1365 Mk II	0897-600	\$115.91	\$379.34	\$47.13	\$47.13	EOL - Replacement 0897-600
5	EXT. WARRANTY AXIS P1365-E	0740-600	\$127.88	\$393.92	\$62.82	\$62.82	\$62.82
6	EXT. WARRANTY AXIS P1365-E Mk II	0898-600	\$127.88	\$393.92	\$62.82	\$62.82	\$62.82
7	EXT. WARRANTY AXIS P1427-E	0624-600	\$115.91	\$379.34	\$47.13	\$47.13	\$47.13
8	EXT. WARRANTY AXIS P1427-LE	0625-600	\$119.10	\$384.12	\$51.30	\$51.30	\$51.30
9	EXT. WARRANTY AXIS P1428-E	0637-600	\$127.08	\$393.02	\$61.78	\$61.78	\$61.78
10	EXT. WARRANTY AXIS P3354 6MM	0465-600	\$113.52	\$377.92	\$43.97	\$43.97	\$43.97
11	EXT. WARRANTY AXIS P3354 12MM	0467-600	\$113.52	\$377.92	\$43.97	\$43.97	\$43.97
12	EXT. WARRANTY AXIS P3364-V 6MM	0481-600	\$118.30	\$383.25	\$50.27	\$50.27	\$50.27
13	EXT. WARRANTY AXIS P3364-VE 6MM	0482-600	\$126.28	\$392.14	\$60.73	\$60.73	\$60.73
14	EXT. WARRANTY AXIS P3364-LV 6MM	0485-600	\$123.09	\$388.58	\$56.55	\$56.55	\$56.55
15	EXT. WARRANTY AXIS P3364-LVE 6MM	0476-600	\$131.07	\$397.47	\$67.02	\$67.02	\$67.02
16	EXT. WARRANTY AXIS P3364-V 12MM	0471-600	\$118.30	\$383.24	\$50.27	\$50.27	\$50.27
17	EXT. WARRANTY AXIS P3364-VE 12MM	0484-600	\$126.28	\$392.14	\$60.73	\$60.73	\$60.73
18	EXT. WARRANTY AXIS P3364-LV 12MM	0486-600	\$123.09	\$388.58	\$56.55	\$56.55	\$56.55
19	EXT. WARRANTY AXIS P3364-LVE 12MM	0473-600	\$131.07	\$397.47	\$67.02	\$67.02	\$67.02
20	EXT. WARRANTY AXIS P3365-V	0586-600	\$118.30	\$383.24	\$50.27	\$50.27	\$50.27
21	EXT. WARRANTY AXIS P3365-VE	0587-600	\$127.88	\$393.92	\$62.82	\$62.82	\$62.82
22	EXT. WARRANTY AXIS P3367-V	0406-600	\$135.86	\$402.79	\$73.30	\$73.30	\$73.30
23	EXT. WARRANTY AXIS P3367-VE	0407-600	\$137.46	\$404.55	\$75.39	\$75.39	\$75.39
24	EXT. WARRANTY AXIS P3384-V	0511-600	\$127.88	\$393.92	\$62.82	\$62.82	\$62.82
25	EXT. WARRANTY AXIS P3384-VE	0512-600	\$135.86	\$402.79	\$73.30	\$73.30	\$73.30
26	EXT. WARRANTY AXIS P3707-PE	0815-600	\$137.46	\$404.55			Discontinued with no replacement
SPARE - COVER/DOME (AXIS CAMERA ONLY)							
#	Product Name	Part #	Unit Cost	Unit Cost	Unit Cost	Unit Cost	Unit Cost
1	AXIS P32-V CLEAR DOME A 5P	5506-131	\$126.41	\$142.56	\$168.11	\$168.11	\$168.11
2	AXIS P32-VE CLEAR DOME A 5P	5506-121	\$126.41	\$142.56	\$168.11	\$168.11	\$168.11
3	AXIS P32-LV SEMI SMOKED DOME A 5P	5504-981	\$126.41	\$142.56	\$168.11	\$168.11	\$168.11
4	AXIS P32-LVE SEMI SMOKED DOME A 5P	5504-991	\$126.41	\$142.56	\$168.11	\$168.11	\$168.11
5	SPR AXIS P3343 DOME KIT	5700-321	\$21.69	\$24.46	\$28.85	\$28.85	\$28.85
6	SPR AXIS P3343-V DOME KIT	5700-311	\$51.61	\$58.21	\$68.64	\$68.64	\$68.64
7	SPR DOME KIT AXIS P3343-VE	5700-341	\$51.61	\$58.21	\$68.64	\$68.64	\$68.64
8	SPR AXIS P3346 DOME KIT	5700-901	\$25.43	\$28.67	\$33.83	\$33.83	\$33.83
9	SPR AXIS P3346-V DOME KIT	5700-911	\$55.35	\$62.42	\$73.62	\$73.62	\$73.62

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#	Product Name	Part #	Unit Cost	Unit Cost	Unit Cost	Unit Cost	Unit Cost
10	SPR AXIS P3346-VE DOME KIT	5700-921	\$55.35	\$62.42	\$73.62	\$73.62	\$73.62
11	AXIS P3364-LV DOME KIT	5800-691	\$55.35	\$62.42	\$73.62	\$73.62	\$73.62
12	AXIS P3364-LVE DOME KIT	5800-681	\$55.35	\$62.42	\$73.62	\$73.62	\$73.62
13	AXIS P3707-PE CLEAR DOME KIT	5801-521	\$74.05	\$83.53	\$98.49	\$98.49	\$98.49
SPARE - MOUNTING HARDWARE (AXIS CAMERA ONLY)							
#	Product Name	Part #	Unit Cost	Unit Cost	Unit Cost	Unit Cost	Unit Cost
1	SPR AXIS P3343-VE SCREW KIT	5700-351	\$3.74	\$4.22	\$4.97	\$4.97	\$4.97
2	SPR AXIS P3343/-V SCREW KIT	5700-301	\$2.99	\$3.39	\$3.98	\$3.98	\$3.98
3	AXIS T94501S MOUNTING BRACKET 4P	5506-061	\$51.61	\$58.21	\$68.64	\$68.64	\$68.64
4	AXIS T94T01S MOUNTING BRACKET 4P	5506-071	\$66.57	\$75.06	\$88.54	\$88.54	\$88.54
5	MOUNTING BRACKET AXIS P33XX-VE	5700-691	\$21.69	\$24.46	\$28.85	\$28.85	\$28.85
SPARE - OTHER (AXIS CAMERA ONLY)							
#	Product Name	Part #	Unit Cost	Unit Cost	Unit Cost	Unit Cost	Unit Cost
1	AXIS P3367-VE CASING KIT	5800-601	\$160.82	\$181.40	\$213.87	\$213.87	\$213.87
2	CONN KIT AXIS P1311	5500-851	\$6.73	\$7.60	\$8.96	\$8.96	\$8.96
3	LENS 3-8MM TG3Z0312FCS-MPIR-12	5700-611	\$145.86	\$164.53	\$193.99	\$193.99	\$193.99
4	LENS CS VF 2.8-8MM F1.2 P-IRIS	5800-671	\$111.45	\$125.72	\$148.23	\$148.23	\$148.23
5	LENS CS VF 2.8-8MM F1.2 DC-IR	5800-661	\$111.45	\$125.72	\$148.23	\$148.23	\$148.23
6	LENS CS 2.8-8.5MM P-IRIS	5801-491	\$118.93	\$134.14	\$158.18	\$158.18	\$158.18
7	AXIS P3343-VE/44-VE CASING KIT	5700-841	\$103.97	\$117.28	\$138.28	\$138.28	\$138.28
8	AXIS P3364-VE CASING KIT	5506-471	\$103.97	\$117.28	\$138.28	\$138.28	\$138.28
9	NETWORK CABLE WITH GASKET 5M	5700-331	\$7.48	\$8.43	\$9.95	\$9.95	\$9.95
10	AXIS WEATHERSHIELD KIT E	5506-751	\$13.46	\$15.19	\$17.90	\$17.90	\$17.90
11	WEATHERSHIELD KIT P3343/44-VE	5800-011	\$14.96	\$16.88	\$19.90	\$19.90	\$19.90
12	WEATHERSHIELD KIT P3346/67-VE	5800-021	\$14.96	\$16.88	\$19.90	\$19.90	\$19.90
13	FRONT GLASS KIT AXIS T92E20/21	5700-831	\$14.96	\$16.88	\$19.90	\$19.90	\$19.90
14	ELECTRONIC KIT AXIS T92E20	5700-971	\$133.89	\$150.86	\$178.06	\$178.06	\$178.06
15	AXIS P135X CONN KIT	5800-381	\$6.73	\$7.60	\$8.96	\$8.96	\$8.96
ADDITIONAL (AXIS CAMERA ONLY)							
1	% Discount off list or mark-up from cost for related items not listed above	% Discount	25.2% off list for Hardware; 20.2% off list for extended warranty (Axis only)	17.67% off MSRP	List minus 10%		
2	Hourly Rate for related services not listed	per hour	\$65.00	\$62.90/hr (Monday-Friday 7am-5pm)	\$108 or Published Street Rate Minus 25%		
ADDITIONAL COSTS							
#	Product Name	Part #	Unit Cost	Unit Cost	Unit Cost	Unit Cost	Unit Cost
1	Program Management Fees		\$85/hr	\$326.25 (per school location)	\$112.00	\$112.00	\$112.00
2	Deinstallation/Relocation of existing equipment (price per camera)		\$45 for deinstallation only/\$95 for relocation (in addition to deinstallation of said camera)	\$131.90 - Interior Camera \$258.94 - Exterior Camera	\$532.00	\$532.00	\$532.00
3	Site Assessments		\$65/hr	\$172.35 (per school location)	\$800.00	\$800.00	\$800.00
4	Installation of new cameras (pricing per camera)		\$160 - includes up to a maximum of 10' of conduit	\$103.18 - Interior Camera \$201.49 - Exterior Camera	\$432.00	\$432.00	\$432.00
5	Bi-annual AXIS camera adjustments and cleaning		\$27.50 per camera per year (2 visits)	\$20.40	\$40.00	\$40.00	\$40.00
6	Hourly maintenance		\$65/hr	\$57.45/hr for Cameras and Hardware, \$99.48/hr for Milestone Software (Monday-Friday 7am-5pm)	\$108 or Street Rate Minus 25%	\$108 or Street Rate Minus 25%	\$108 or Street Rate Minus 25%

Vendor:		A3 Communications, Inc.				GC&E Systems Group, Inc.				Johnson Controls, Inc.				
Terms:		Net 30				Net 30				Net 30				
SOFTWARE														
#	Product Name	Part #	Unit Cost (Must include 1 year of Maintenance, Support, & Warranty)	Cost 2 Additional Years (3 Total yrs)	Cost 4 Additional Years (5 Total yrs)	Cost Single Additional Year (Maintenance, Support & Warranty Only)	Unit Cost (Must include 1 year of Maintenance, Support, & Warranty)	Cost 2 Additional Years (3 Total yrs)	Cost 4 Additional Years (5 Total yrs)	Cost Single Additional Year (Maintenance, Support & Warranty Only)	Unit Cost (Must include 1 year of Maintenance, Support, & Warranty)	Cost 2 Additional Years (3 Total yrs)	Cost 4 Additional Years (5 Total yrs)	Cost Single Additional Year (Maintenance, Support & Warranty Only)
MILESTONE VIDEO MANAGEMENT SYSTEM (VMS) SOFTWARE ONLY														
1	XProtect Corporate Base License	XPCOBT	\$0.00	**	**	**	\$0*	\$0.00	\$0.00	\$0.00	*	*	*	*
2	XProtect Corporate Device License	XPCODL	\$210.30	**	**	**	\$0**	\$0.00	\$0.00	\$0.00	Included Existing XPCO version conversion free of charge**			
							\$48.47***	\$0.00	\$0.00	\$0.00	\$278.76	\$321.23	\$363.69	\$37.73
							\$268.62****	\$268.62****	\$268.62****	\$268.62****	\$80.60***	\$123.07***	\$165.53***	\$37.73***
3	Care Plus for XProtect Corporate Base License	YXPCOBT	\$289.97	\$627.71	\$962.89	\$289.97	\$384.14	\$836.27	\$1,282.87	\$384.14	\$348.84	\$755.31	\$1,158.73	\$348.84
4	Care Plus for XProtect Corporate Device License	YXPCODL	\$29.86	\$64.72	\$99.56	\$29.86	\$39.92	\$86.52	\$133.11	\$39.92	\$36.40	\$78.87	\$121.33	\$36.40
							\$1,056.22*****	\$0.00	\$0.00	\$0.00	\$910*****	N/A	N/A	N/A
5	Care Premium for XProtect Corporate Base License	MCPR-XPCOBT	\$112.38	\$288.90	\$441.66	\$112.38	\$149.99	\$384.97	\$587.69	\$149.99	\$484.13	\$1,102.93	\$1,690.17	\$484.13
6	Care Premium for XProtect Corporate Device License	MCPR-XPCODL	\$10.16	\$23.18	\$25.00	\$10.16	\$13.83	\$31.40	\$34.64	\$13.83	\$48.88	\$107.47	\$152.88	\$48.88
7	Xprotect LPR Base License, including 5 Country Modules	XPLPRBL	\$191.80	N/A	N/A	N/A	\$244.96*	\$0.00	\$0.00	\$244.96*	\$221.00	N/A	N/A	N/A
8	Xprotect LPR Camera License	XPLPRCL	\$817.65	N/A	N/A	N/A	\$1,301.17(a)	\$1,301.17(a)	\$1,301.17(a)	\$1,301.17(a)	\$953.99	N/A	N/A	N/A
9	Xprotect Technical Certification Training (Level 1 & 2)		\$5,235.00	N/A	N/A	N/A	\$15,038.58	\$0.00	\$0.00	\$0.00	Lv 1 - \$2,326.67 Lv 2 - \$2,326.67	N/A	N/A	N/A
ADDITIONAL REQUIREMENT (MILESTONE VMS ONLY) SOFTWARE ONLY														
#	Product Name	Part #	Unit Cost				Unit Cost				Unit Cost			
10	Guaranteed pricing/discount structure. Explain what percentage discount is related to catalog, MSRP, etc.).	% Discount	36% off MSRP for device licenses and LPR licenses (Milestone)				15.41% off MSRP				List minus 15%			
							\$298.44(b)							
							\$49.74©							
							\$3,979.20(d)							
ADDITIONAL LABOR RATE INFORMATION														
#	Product Name	Part #	Unit Cost				Unit Cost				Unit Cost			
1			Security Field Technician - \$65/hr				One Day Lift Rentals: 25' Interior Scissor Lift - \$508.43; 25' Exterior Scissor Lift - \$519.48; 30' Exterior Boom - \$630							
2			Milestone Certified Engineer - \$95/hr				One Week Lift Rentals: 25' Interior Scissor Lift - \$674.22; 25' Exterior Scissor Lift - \$801.32; 30' Exterior Boom - \$1,210.27							
3			Cisco Certified Network Engineer - \$125/hr											
4			Security Project Manager - \$85/hr											
NOTES:			<p>MILESTONE VIDEO MANAGEMENT SYSTEM (VMS) SOFTWARE ONLY section:</p> <p>* Line 1: The Corporate Base License is a one-time charge per district and is included at no charge for existing OnSSI XPCO conversion</p> <p>** Lines 1 & 2: The licenses priced above are for NEW device licenses - existing conversion licenses are priced as follows per Milestone: Out of 2706 existing licenses, 2139 are free of charge; the remaining 567 licenses (elementary schools) are \$38/license for a total of \$21, 546. This covers the device licenses for all 2,706 licenses. Care Plus or Care Premium would then be added per unit based on how many years are selected. We cannot include support and maintenance pricing in the device licenses without knowledge of th echoice for Care Plus or Care Premium. The chosen support licenses would have to be added to the device license for the term preferred (1, 3 or 5 yr).</p>				<p>MILESTONE VIDEO MANAGEMENT SYSTEM (VMS) SOFTWARE ONLY section:</p> <p>* Lines 1 and 7: one time charge</p> <p>** For Existing OnSSIXPCO version conversion (one time charge)</p> <p>*** For Existing OnSSIXPE version upgrade to XPCO (one time charge)</p> <p>**** Future cost per device license after initial install (Excludes cost of Care Plus & Care Premium)</p> <p>***** Milestone Care Premium Start-up Fee (required to set up Care Premium) - one time charge</p> <p>(a) charge per camera</p> <p>(b) Installation of Milestone Software per Server (excludes any necessary reconfiguration of existing devices, installation/reinstallation of OS, OS updates, or any required drivers)</p>				<p>MILESTONE VIDEO MANAGEMENT SYSTEM (VMS) SOFTWARE ONLY section:</p> <p>* For existing ONSSI Servers</p> <p>** For existing ONSSI Cameras</p> <p>*** For existing ONSSI Cameras that require Upgrade</p> <p>**** Care Premium for Xprotect Corporate Device License Startup Fee</p>			

**Cobb County School District
IFB 17-14, Video Surveillance System**

Vendor:	A3 Communications, Inc.	GC&E Systems Group, Inc.	Johnson Controls, Inc.
Terms:	Net 30	Net 30	Net 30
	<p>*** Lines 3, 4, 5 & 6: Per Milestone's instructions, we are providing previously negotiated pricing in 1 yr, 3 yr, 5 yr and single additional year increments for Care Plus and Care Premium support licenses</p> <p>**** Lines 7 & 8: Per Milestone there are no fees for Care Plus or Care Premium for LPR Base License or LPR Camera Licenses</p> <p>1. Lines 5 & 6: Care Premium requires Care Plus - You must add the associated cost for care premium to care plus to get total cost.</p>	<p>© Installation of Milestone Software per Camera (d) Installation of Milestone Software per Version Upgrade</p>	

**Cobb County School District
IFB 17-14, Video Surveillance System**

		Vendor: Terms:	LMI Systems, Inc. Net 30	Summit Systems, Inc. Net 30
FIXED BOX (AXIS CAMERA ONLY)				
#	Product Name	Part #	Unit Cost <small>(Must include 3 years of Maintenance, Support, & Warranty)</small>	Unit Cost <small>(Must include 3 years of Maintenance, Support, & Warranty)</small>
1	AXIS P1365 Mk II	0897-001	\$727.00	\$950.73
2	AXIS P1365-E Mk II	0898-001	\$969.00	\$1,187.97
3	AXIS P1365 Mk II BULK 10PCS	0897-021	\$7,179.00	\$7,261.01
4	AXIS P1357	0526-001	\$872.00	\$1,093.07
5	AXIS P1357-E	0530-001	\$1,115.00	\$1,330.30
6	AXIS P1357 BULK 10PCS	0526-021	\$8,634.00	\$8,684.37
FIXED DOME (AXIS CAMERA ONLY)				
#	Product Name	Part #	Unit Cost <small>(Must include 3 years of Maintenance, Support, & Warranty)</small>	Unit Cost <small>(Must include 3 years of Maintenance, Support, & Warranty)</small>
1	AXIS P3225-V MKII	0952-001	\$581.00	\$808.39
2	AXIS P3225-VE MKII	0953-001	\$727.00	\$950.73
3	AXIS P3224-LVE MKII	0991-001	\$727.00	\$950.73
4	AXIS P3225-LV MKII	0954-001	\$678.00	\$903.29
5	AXIS P3225-LVE MKII	0955-001	\$824.00	\$1,045.63
6	AXIS P3354 12MM	0467-001	\$581.00	\$808.39
7	AXIS P3354 6MM	0465-001	\$581.00	\$808.39
8	AXIS P3364-V 12MM	0471-001	\$678.00	\$903.29
9	AXIS P3364-V 6MM	0481-001	\$678.00	\$908.29
10	AXIS P3364-LV 12MM	0486-001	\$775.00	\$998.18
11	AXIS P3364-LV 6MM	0485-001	\$775.00	\$998.18
12	AXIS P3384-V	0511-001	\$872.00	\$1,093.07
13	AXIS P3364-VE 12MM	0484-001	\$872.00	\$1,093.01
14	AXIS P3364-VE 6MM	0482-001	\$969.00	\$1,093.01
15	AXIS P3364-LVE 12MM	0473-001	\$969.00	\$1,187.97
16	AXIS P3364-LVE 6MM	0476-001	\$969.00	\$1,187.97
17	AXIS P3384-VE	0512-001	\$1,066.00	\$1,282.85
18	AXIS P3365-V	0586-001	\$775.00	\$998.18
19	AXIS P3365-VE	0587-001	\$969.00	\$1,187.97
20	AXIS P3367-V	0406-001	\$969.00	\$1,187.97
21	AXIS P3367-VE	0407-001	\$1,163.00	\$1,377.74
22	AXIS P3707-PE	0815-001	\$1,163.00	\$1,137.74
ACCESSORY OTHER (AXIS CAMERA ONLY)				
#	Product Name	Part #	Unit Cost	Unit Cost
1	GASKET A CABLE 3,5-7MM 10PCS	5503-741	\$9.00	\$8.54
2	GASKET B M20 CABLE 6-13MM 10PCS	5503-751	\$9.00	\$8.54
3	GASKET C M25 CABLE 8-17MM 10PCS	5503-791	\$9.00	\$8.54
4	CABLE GLAND A M20 5PCS	5503-761	\$9.00	\$8.54
5	GASKET C M20 10PCS	5505-941	\$9.00	\$8.54
6	AXIS WEATHERSHIELD K	5507-121	\$29.00	\$27.52
7	THEIA LENS CS VARIF 1.8-3MM DC-IRIS	5503-161	\$296.00	\$283.73
8	LENS FUJINON CS 2.2-6MM DC-IRIS B	5800-781	\$148.00	\$141.38
9	LENS CS VARIF 9-40MM DC-IRIS D/N	5503-171	\$266.00	\$255.25
10	LENS CS VARIF 9-40MM P-IRIS D/N	5504-901	\$266.00	\$255.25
11	LENS COMPUTAR CS 12.5-50MM P-IRIS	5800-801	\$247.00	\$236.28

		Vendor: Terms:	LMI Systems, Inc. Net 30	Summit Systems, Inc. Net 30
CAMERA HOUSING (AXIS CAMERA ONLY)				
#	Product Name	Part #	Unit Cost	Unit Cost
1	AXIS T92E20 OUTDOOR HOUSING	0433-001	\$325.00	\$312.20
2	AXIS T93F05 PROTECTIVE HOUSING	5900-261	\$157.00	\$150.87
3	AXIS SUNSHIELD A	5504-941	\$34.00	\$32.26
4	CORRIDOR FORMAT BRACKET A	5504-931	\$39.00	\$37.00
5	CORRIDOR FORMAT BRACKET B	5506-381	\$39.00	\$37.00
6	AXIS T92E CAMERA HOLDER PLATE C	5505-331	\$19.00	\$518.03
7	AXIS T92E CAMERA CHANGE KIT A	5505-341	\$39.00	\$37.00
COVER/DOME (AXIS CAMERA ONLY)				
#	Product Name	Part #	Unit Cost	Unit Cost
1	AXIS P32-V SMOKED DOME A 5P	5506-021	\$167.00	\$160.37
2	AXIS P32-VE SMOKED DOME A 5P	5506-461	\$167.00	\$160.37
3	AXIS P3353/54 DOME KIT CL BLACK	5503-141	\$29.00	\$27.52
4	AXIS P3346 DOME KIT CL BLACK	5503-151	\$29.00	\$27.52
5	AXIS P3364-LV DOME KIT BLACK	5504-401	\$73.00	\$70.22
ACCESSORY MOUNTS (AXIS CAMERA ONLY)				
#	Product Name	Part #	Unit Cost	Unit Cost
1	AXIS T94H05L RECESS MOUNT-L	5504-051	\$68.00	\$65.48
2	AXIS T94K01D PENDANT KIT	5505-081	\$39.00	\$37.00
3	AXIS T94K01L RECESSED MOUNT	5505-571	\$78.00	\$74.96
4	AXIS T94M01L RECESSED MOUNT	5505-581	\$108.00	\$103.44
5	AXIS T94M02D PENDANT KIT	5507-511	\$98.00	\$93.94
6	AXIS T94P01B CORNER BRACKET	5504-711	\$78.00	\$74.96
7	AXIS T94R01B CORNER BRACKET	5507-601	\$58.00	\$55.99
8	AXIS T94R01P CONDUIT BACK BOX	5505-141	\$34.00	\$32.26
9	AXIS T94S01D PENDANT KIT STAINLESS STEEL	5504-681	\$128.00	\$122.41
10	AXIS T94T01D PENDANT KIT	5505-871	\$48.00	\$46.89
11	AXIS T94V01D PENDANT KIT	5801-431	\$88.00	\$84.45
12	AXIS T94V01L RECESSED MOUNT	5801-441	\$108.00	\$103.44
13	AXIS T94Q01A WALL MOUNT	5505-241	\$44.00	\$41.75
14	AXIS T94Q01F CEILING AND COLUMN MNT	5507-591	\$108.00	\$103.44
15	AXIS T95A64 BRACKET CORNER	5010-641	\$88.00	\$84.45
16	AXIS T95A67 BRACKET POLE	5010-671	\$128.00	\$122.41
17	VT CEILING BRACKET BALL JOINT WCM5A	0217-061	\$118.00	\$112.92
18	VT CEILING BRACKET INT CABLE WCM4A	0217-051	\$108.00	\$103.44
19	VT COLUMN MOUNT BALL JOINT WFWCA	0217-071	\$98.00	\$93.94
20	VT CORNER MOUNT WCWA	0217-101	\$58.00	\$55.99
21	VT WALLBRACKET BALLJOINT WBJA	0217-021	\$24.00	\$22.77
22	WALL MOUNT AXIS PS24	5000-011	\$78.00	\$74.96
23	AXIS PS-24 Pole bracket	21764	\$45.00	\$42.70
24	YP3040 WALL BRACKET	5502-471	\$48.00	\$112.92
25	AXIS WALL BRACKET K	5503-491	\$118.00	\$112.92
26	AXIS COLUMN BRACKET K	5506-411	\$118.00	\$112.92
27	AXIS T91A03 DIN RAIL CLIP 5PCS	5800-511	\$19.00	\$18.03
28	AXIS MIDSPAN DIN CLIP A	5503-931	\$19.00	\$18.03
29	DROP CEILING KIT CL AXIS P3346	5502-781	\$68.00	\$65.48

Cobb County School District
 IFB 17-14, Video Surveillance System

		Vendor:	LMI Systems, Inc.	Summit Systems, Inc.
		Terms:	Net 30	Net 30
30	DROP CEILING KIT SM AXIS P3346	5502-791	\$68.00	\$65.48
31	DROP CEILING KIT CL AXIS P3343/4	5502-361	\$68.00	\$65.47
32	DROP CEILING KIT SM AXIS P3343/4	5502-371	\$68.00	\$65.47
33	PENDANT KIT AXIS P334X	5502-351	\$39.00	\$37.82
34	ACC MOUNTING BRACKET AXIS P3343	5502-401	\$29.00	\$27.54

Vendor:		LMI Systems, Inc.		Summit Systems, Inc.	
Terms:		Net 30		Net 30	
ACCESSORY MOUNTS (AXIS CAMERA ONLY)					
#	Product Name	Part #	Unit Cost		Unit Cost
35	AXIS P33XX-VE ¾" NPS CONDUIT ADAPTER	5503-711	\$39.00		\$37.82
36	AXIS P33XX-VE ¾" NPS COND ADPT 4P	5503-721	\$142.00		\$136.77
37	AXIS P33XX-VE ¾" NPS ADAPT	5503-131	\$29.00		\$27.54
38	PENDANT KIT AXIS P334X-VE	5502-321	\$48.00		\$46.53
39	AXIS P33XX-VE CABLE COVER 4 PCS	5503-731	\$58.00		\$56.04
40	AXIS ACI COND ADAP ¾" U-SHAPE 30MM 5PCS	5505-191	\$24.00		\$22.79
41	AXIS ACI CONDUIT BRACKET A 5P	5505-971	\$39.00		\$37.03
42	AXIS ACI CONDUIT BRACKET B 5P	5506-041	\$19.00		\$18.04
43	AXIS ACI CONDUIT ADAPTER 1/2"-¾" A 2P	5505-541	\$39.00		\$37.03
44	PL ADAPTER FLAT L GREY M311X 10 PCS	5503-071	\$29.00		\$27.54
45	AXIS ACI COND ADAP 1/2 " U-SHAPE 20MM 5P	5505-521	\$19.00		\$18.04
EXTENDED WARRANTY (AXIS CAMERA ONLY)					
#	Product Name	Part #	Unit Cost		Unit Cost
1	EXT. WARRANTY AXIS P1357	0526-600	\$56.00		
2	EXT. WARRANTY AXIS P1357-E	0530-600	\$72.00		
3	EXT. WARRANTY AXIS P1365	0690-600	\$47.00		
4	EXT. WARRANTY AXIS P1365 Mk II	0897-600	\$47.00		
5	EXT. WARRANTY AXIS P1365-E	0740-600	\$63.00		
6	EXT. WARRANTY AXIS P1365-E Mk II	0898-600	\$63.00		
7	EXT. WARRANTY AXIS P1427-E	0624-600	\$47.00		
8	EXT. WARRANTY AXIS P1427-LE	0625-600	\$51.00		
9	EXT. WARRANTY AXIS P1428-E	0637-600	\$62.00		
10	EXT. WARRANTY AXIS P3354 6MM	0465-600	\$44.00		
11	EXT. WARRANTY AXIS P3354 12MM	0467-600	\$44.00		
12	EXT. WARRANTY AXIS P3364-V 6MM	0481-600	\$50.00		
13	EXT. WARRANTY AXIS P3364-VE 6MM	0482-600	\$61.00		
14	EXT. WARRANTY AXIS P3364-LV 6MM	0485-600	\$56.00		
15	EXT. WARRANTY AXIS P3364-LVE 6MM	0476-600	\$67.00		
16	EXT. WARRANTY AXIS P3364-V 12MM	0471-600	\$50.00		
17	EXT. WARRANTY AXIS P3364-VE 12MM	0484-600	\$61.00		
18	EXT. WARRANTY AXIS P3364-LV 12MM	0486-600	\$56.00		
19	EXT. WARRANTY AXIS P3364-LVE 12MM	0473-600	\$67.00		
20	EXT. WARRANTY AXIS P3365-V	0586-600	\$50.00		
21	EXT. WARRANTY AXIS P3365-VE	0587-600	\$63.00		
22	EXT. WARRANTY AXIS P3367-V	0406-600	\$73.00		
23	EXT. WARRANTY AXIS P3367-VE	0407-600	\$75.00		
24	EXT. WARRANTY AXIS P3384-V	0511-600	\$63.00		
25	EXT. WARRANTY AXIS P3384-VE	0512-600	\$73.00		
26	EXT. WARRANTY AXIS P3707-PE	0815-600	\$75.00		
SPARE - COVER/DOME (AXIS CAMERA ONLY)					
#	Product Name	Part #	Unit Cost		Unit Cost
1	AXIS P32-V CLEAR DOME A 5P	5506-131	\$167.00		\$160.52
2	AXIS P32-VE CLEAR DOME A 5P	5506-121	\$167.00		\$160.52
3	AXIS P32-LV SEMI SMOKED DOME A 5P	5504-981	\$167.00		\$160.52
4	AXIS P32-LVE SEMI SMOKED DOME A 5P	5504-991	\$167.00		\$160.52
5	SPR AXIS P3343 DOME KIT	5700-321	\$29.00		\$27.54
6	SPR AXIS P3343-V DOME KIT	5700-311	\$68.00		\$70.28
7	SPR DOME KIT AXIS P3343-VE	5700-341	\$68.00		\$160.52
8	SPR AXIS P3346 DOME KIT	5700-901	\$34.00		\$32.28
9	SPR AXIS P3346-V DOME KIT	5700-911	\$73.00		\$32.28

		Vendor:	LMI Systems, Inc.	Summit Systems, Inc.
		Terms:	Net 30	Net 30
SPARE - COVER/DOME (AXIS CAMERA ONLY)				
#	Product Name	Part #	Unit Cost	Unit Cost
10	SPR AXIS P3346-VE DOME KIT	5700-921	\$73.00	\$70.28
11	AXIS P3364-LV DOME KIT	5800-691	\$73.00	\$70.28
12	AXIS P3364-LVE DOME KIT	5800-681	\$73.00	\$70.28
13	AXIS P3707-PE CLEAR DOME KIT	5801-521	\$98.00	\$94.02
SPARE - MOUNTING HARDWARE (AXIS CAMERA ONLY)				
#	Product Name	Part #	Unit Cost	Unit Cost
1	SPR AXIS P3343-VE SCREW KIT	5700-351	\$5.00	\$3.81
2	SPR AXIS P3343/-V SCREW KIT	5700-301	\$4.00	\$3.81
3	AXIS T94501S MOUNTING BRACKET 4P	5506-061	\$68.00	\$65.53
4	AXIS T94T01S MOUNTING BRACKET 4P	5506-071	\$88.00	\$84.53
5	MOUNTING BRACKET AXIS P33XX-VE	5700-691	\$29.00	\$27.54
SPARE - OTHER (AXIS CAMERA ONLY)				
#	Product Name	Part #	Unit Cost	Unit Cost
1	AXIS P3367-VE CASING KIT	5800-601	\$213.00	\$204.20
2	CONN KIT AXIS P1311	5500-851	\$9.00	\$8.56
3	LENS 3-8MM TG3Z0312FCS-MPIR-12	5700-611	\$193.00	\$185.21
4	LENS CS VF 2.8-8MM F1.2 P-IRIS	5800-671	\$147.00	\$141.51
5	LENS CS VF 2.8-8MM F1.2 DC-IR	5800-661	\$147.00	\$141.51
6	LENS CS 2.8-8.5MM P-IRIS	5801-491	\$157.00	\$151.01
7	AXIS P3343-VE/44-VE CASING KIT	5700-841	\$137.00	\$132.02
8	AXIS P3364-VE CASING KIT	5506-471	\$137.00	\$132.02
9	NETWORK CABLE WITH GASKET 5M	5700-331	\$10.00	\$9.50
10	AXIS WEATHERSHIELD KIT E	5506-751	\$18.00	\$17.10
11	WEATHERSHIELD KIT P3343/44-VE	5800-011	\$20.00	\$18.99
12	WEATHERSHIELD KIT P3346/67-VE	5800-021	\$20.00	\$18.99
13	FRONT GLASS KIT AXIS T92E20/21	5700-831	\$20.00	\$18.99
14	ELECTRONIC KIT AXIS T92E20	5700-971	\$177.00	\$18.99
15	AXIS P135X CONN KIT	5800-381	\$9.00	\$8.56
ADDITIONAL (AXIS CAMERA ONLY)				
1	% Discount off list or mark-up from cost for related items not listed above	% Discount	LMI has provided pricing at 19% off MSRP	15%
2	Hourly Rate for related services not listed	per hour	\$45 per Man Hour	\$40.00
ADDITIONAL COSTS				
#	Product Name	Part #	Unit Cost	Unit Cost
1	Program Management Fees		LMI will provide at no cost upon award	\$60.00
2	Deinstallation/Relocation of existing equipment (price per camera)		\$80 per camera for demo and relocation	\$40.00
3	Site Assessments		LMI will provide at no cost upon award	\$0.00
4	Installation of new cameras (pricing per camera)		\$80 ea. (Not including camera and mounting hardware)	\$40.00
5	Bi-annual AXIS camera adjustments and cleaning		\$14,403 per cleaning	\$80.00
6	Hourly maintenance		\$45 per Man Hour/per Technician	\$40.00

**Cobb County School District
IFB 17-14, Video Surveillance System**

		Vendor: Terms:	LMI Systems, Inc. Net 30				Summit Systems, Inc. Net 30			
SOFTWARE										
#	Product Name	Part #	Unit Cost (Must include 1 year of Maintenance, Support, & Warranty)	Cost 2 Additional Years (3 Total yrs)	Cost 4 Additional Years (5 Total yrs)	Cost Single Additional Year (Maintenance, Support & Warranty Only)	Unit Cost (Must include 1 year of Maintenance, Support, & Warranty)	Cost 2 Additional Years (3 Total yrs)	Cost 4 Additional Years (5 Total yrs)	Cost Single Additional Year (Maintenance, Support & Warranty Only)
MILESTONE VIDEO MANAGEMENT SYSTEM (VMS) SOFTWARE ONLY										
1	XProtect Corporate Base License	XPCOBT	\$21.00	\$42.00	\$63.00	\$21.00	Free + \$431 support	\$934.00	\$1,433.00	\$431.00
2	XProtect Corporate Device License	XPCODL	\$56.00	\$168.00	\$336.00	\$10.00	\$90.00	\$98.00	\$150.00	\$45.00
3	Care Plus for XProtect Corporate Base License	YXPCOBT	\$445.00	\$1,335.00	\$2,670.00	\$77.00	\$431.00	\$934.00	\$1,433.00	\$431.00
4	Care Plus for XProtect Corporate Device License	YXPCODL	\$46.00	\$92.00	\$184.00	\$8.00	\$45.00	\$98.00	\$150.00	\$45.00
5	Care Premium for XProtect Corporate Base License	MCPR-XPCOBT	\$173.00	\$346.00	\$692.00	\$30.00	\$167.00	\$430.00	\$657.00	\$167.00
6	Care Premium for XProtect Corporate Device License	MCPR-XPCODL	\$16.00	\$32.00	\$64.00	\$3.00	\$18.00	\$45.00	\$68.00	\$18.00
7	Xprotect LPR Base License, including 5 Country Modules	XPLPRBL	\$282.00	\$564.00	\$1,128.00	\$49.00	\$225.00	N/A*	N/A*	N/A*
8	Xprotect LPR Camera License	XPLPRCL	\$1,217.00	\$2,434.00	\$4,868.00	\$211.00	\$971.00	N/A*	N/A*	N/A*
9	Xprotect Technical Certification Training (Level 1 & 2)		\$5,543.00	\$5,543.00	\$5,543.00	\$5,543.00	\$7,848.00	N/A	N/A	N/A
ADDITIONAL REQUIREMENT (MILESTONE VMS ONLY) SOFTWARE ONLY										
#	Product Name	Part #	Unit Cost				Unit Cost			
10	Guaranteed pricing/discount structure. Explain what percentage discount is related to catalog, MSRP, etc.).	% Discount	LMI has provided pricing at 19% off MSRP				25% discount			
							\$1,125 - Milestone startup professional services**			
ADDITIONAL LABOR RATE INFORMATION										
#	Product Name	Part #	Unit Cost				Unit Cost			
1										
2										
3										
4										
NOTES:							* One time fee ** One time startup fee to ensure licensing and software migration of older ONSSI licenses			

Vendor: Terms:	LMI Systems, Inc. Net 30	Summit Systems, Inc. Net 30