



ITC71: Security, Surveillance, Monitoring, and Access Control
CATEGORY 2 - SECURITY SYSTEMS INTEGRATION (PRODUCTS)

Bidder must follow instructions below and fill out each line with the manufacturer name, the ceiling discount %, answer if extended warranties are available, and provide additional discount information.

List each manufacturer by name. For distributors list out the distributor name or the individual manufacturers you will carry from that distributor.

Respond with your "ceiling price" discount for the manufacturer/distributor. This will be the price you cannot exceed on contract if awarded.

Bidders must confirm if they are responding with a discount off of MSRP or List pricing.

Respond as "MSRP" or "LIST."

All products must come with a 1-year factory warranty. Bidders may offer Extended Warranties not to exceed 3 years.

Respond "Yes" or "No."

Bidders are encouraged to offer additional discounts, such as offering volume discounts, tiered discounts, and dock delivery discounts. Bidders may respond with additional discount information in the three columns below. Bidders should provide details for the quantities needed to obtain a volume or tiered discount. Bidders should respond with a percentage for a dock delivery discount. Bidders may leave this section blank if they are not able to offer additional discounts.

Respond as text.

Respond as a percentage.

Respond with discount information.

Manufacturers	Discount %	MSRP/List	Extended Warranty Available	Additional Discounts Available:		
				Volume Discounts	Dock Delivery Discount	Tiered Discounts
ADI	25%	MSRP	Yes			
Altronix	25%	MSRP	Yes			
Axis	25%	MSRP	Yes			
BCM	50%	MSRP	Yes			
Bosch (Security)	30%	MSRP	Yes			
Bosch (Video)	10%	MSRP	Yes			
Chief	5%	MSRP	Yes			
Code Blue	10%	MSRP	Yes			
Commend	25%	MSRP	Yes			
Creston	25%	MSRP	Yes			
DA-LITE	15%	MSRP	Yes			
DSX	20%	MSRP	Yes			
Exacq	25%	MSRP	Yes			
Extron	25%	MSRP	Yes			
Fluidmesh	15%	MSRP	Yes			
Genetec (Access Control)	15%	MSRP	Yes			
Genetec (Video)	15%	MSRP	Yes			
Genetec (Streamvault)	20%	MSRP	Yes			
Genetec (Software Maintenance)	10%	MSRP	Yes			
Hanwah	35%	MSRP	Yes			
HID (Cards)	25%	MSRP	Yes			
HID (Visitor Management)	15%	MSRP	Yes			
Hiperwall	5%	MSRP	Yes			
Lenel (Security)	20%	MSRP	Yes			
Lenel (Video)	25%	MSRP	Yes			
MAP (Middle Atlantic Product)	30%	MSRP	Yes			
Milestone	10%	MSRP	Yes			
NEC	5%	MSRP	Yes			
Neology PIPS	2%	MSRP	Yes			
Panasonic	15%	MSRP	Yes			
Pelco	25%	MSRP	Yes			
RGB	30%	MSRP	Yes			
S2	30%	MSRP	Yes			
Schneider Electric	50%	MSRP	Yes			
Seneca	20%	MSRP	Yes			
Shooter Detection	15%	MSRP	Yes			
Shure	8%	MSRP	Yes			
Software House	25%	MSRP	Yes			
Stentofon	15%	MSRP	Yes			
Talk A Phone	5%	MSRP	Yes			
Traka	12%	MSRP	Yes			
Vaddio	5%	MSRP	Yes			
Winsted	5%	MSRP	Yes			