

NASPO ValuePoint  
Security & Fire Protection Services  
Nevada Solicitation Number 3407  
Part II- Cost Proposal



Submitted by



SimplexGrinnell LP  
50 Technology Drive  
Westminster, MA 01441

(978) 731-2500  
[www.tycosimplexgrinnell.com](http://www.tycosimplexgrinnell.com)

May 23, 2017

Ms. Ronda Miller, Purchasing Officer II  
State of Nevada, Purchasing Division  
515 E. Musser Street, Suite 300  
Carson City, NV 89701

Dear Ms. Miller:

SimplexGrinnell is submitting a proposal for all categories of work in this solicitation. This includes the following RFP Section Numbers and descriptions:

<b>RFP Section</b>	<b>Category</b>
1.1 (including all subsections)	Category 1 – Access Control Systems
1.2 (including all subsections)	Category 2 – Burglar Alarm Systems
1.3 (including all subsections)	Category 3 – Surveillance Services And Equipment
1.4 (including all subsections)	Category 4 - Portable Fire Extinguishers
1.5 (including all subsections)	Category 5 - Fire Extinguishing Systems
1.6 (including all subsections)	Category 6 - Fire Sprinkler Systems
1.7 (including all subsections)	Category 4 - Fire Alarm/Protective Hazard Signaling Systems
1.8 (including all subsections)	Category 8: High Security Control Systems
1.9 (including all subsections)	Category 9: Inspections & Monitoring

SimplexGrinnell's mission is to develop the most cost-effective and comprehensive solution to your life safety systems and service needs. SimplexGrinnell stands ready to provide world-class products, service and support. We offer to work closely with your personnel to ensure that your systems and service needs are met well into the future. Our customers have relied on SimplexGrinnell personnel and technology to protect thousands of lives and millions of dollars worth of property.

Our One-Stop-Shop offering includes total support for all fire alarm, fire detection, fire protection, integrated security, healthcare communications, and sound/communications needs. Our capabilities include design, engineering development, integration, installation, project management, programming, testing, commissioning, training, warranty support, and post-warranty service. Many SimplexGrinnell projects have been time-critical multi-million dollar efforts incorporating both design and build requirements. As a prime contractor, we have installed our equipment while maintaining a customer's existing system.



We understand the RFP states the following:

*4.3 Participating State Terms and Conditions*

*As a courtesy to Offerors, some Participating State specific Terms and Conditions are provided in Attachments to this solicitation. These are for informational purposes only and will be negotiated with other Participating States after award of the Master Agreement. Each State reserves the right to negotiate additional terms and conditions in its Participating Addendums. Offerors shall submit a statement that they understand they may be required to negotiate these additional terms and conditions when executing a Participating Addendum.*

SimplexGrinnell understands we may be required to negotiate additional Terms and Conditions of participating states when executing a Participating Addendum.

Our organization's capabilities include service support for annual inspections, testing, and maintenance of all major brands of fire alarm, fire sprinkler, portable fire extinguisher, emergency lighting, access control, closed circuit TV, intrusion detection systems, sound and communications equipment. Our trained technicians have extensive expertise in a wide range of low voltage equipment. A large percentage of these technicians have worked for our organization for many years. They use state-of-the-art test equipment to ensure high quality results and are trained to perform related repairs, in addition to inspections and responding to emergency maintenance requirements. Our customers have consistently referred to SimplexGrinnell's life safety services as "Best-Value" for the following reasons:

- Specialized inspection teams trained to identify and correct problems before they occur, thus preventing costly nuisance alarms and unnecessary downtime.
- Experienced technicians ensure that repairs are done right, and in a timely manner.
- Standardized reporting and documentation.
- Customized service plans to meet any customer's needs.
- Central station monitoring dedicated to the critical needs of commercial buildings.

Our wish is to build a long-term relationship, providing you with the certainty that the Life Safety systems in your facilities are functioning at their optimum level.

Sincerely,

A handwritten signature in black ink, appearing to read "Aaron W. Saak".

Aaron W. Saak  
President, Tyco SimplexGrinnell

**Proposal For:**

NASPO ValuePoint  
Security & Fire Protection Services  
Nevada Solicitation Number 3407

**Part II– Cost Proposal**

Electronic on a Flash Drive

**Submitted to:**

Ms. Ronda Miller, Purchasing Officer II  
State of Nevada, Purchasing Division  
515 E. Musser Street, Suite 300  
Carson City, NV 89701

**Date:**

May 23, 2017

**Submitted by:**



50 Technology Drive  
Westminster, MA 01441

**Contact Name and Phone Number:**

**Name: Mr. Thomas Staves**

**Phone: (443) 676-8813**

**Email: [tstaves@simplexgrinnell.com](mailto:tstaves@simplexgrinnell.com)**

**SimplexGrinnell Corporate Address:**



50 Technology Drive  
Westminster, MA 01441

# 1. Section I – Cost Proposal

## *1.1 Attachment C – Cost*

Our team understands the RFP requires the following:

Section 2 - Solicitation Requirements, Information and Instructions to Offerors

### 2.11.4 PART II – COST PROPOSAL

- Vendors must provide one (1) PDF Cost Proposal file.
- The cost proposal **must not be marked “confidential”**. Only information that is deemed proprietary per NRS 333.020(5)(a) may be marked as “confidential”.

### **Section I – Cost Proposal**

- Vendor’s response for the cost proposal must be included in this section.
- Vendor must submit separate cost sheets for each category proposing.

#### Amendment 1

Question 17 Per Attachment C - Cost per category, we have the following question:

All categories call for maintenance and monitoring to be priced by a unit of monthly cost. Maintenance agreements for access control and surveillance systems are typically priced as a percentage of the project on an ongoing annual basis. Can we add a unit price as a percentage of the proposed system?

Answer - Attachment C ~ Cost Revised. Proposing vendors must use the attached updated cost sheet.

*We have submitted Attachment C – Cost revised from amendment 1 on the following pages.*

Vendor Name: SimplexGrinnell

Nationwide or Region or State Proposed: Nationwide

---

***Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees .***

**Category 1 - Access Control Systems**

	<b>Per Hour</b>
Normal Business Hours (8:00am - 5:00pm M-F)	\$133.00
After Hours (5:01pm - 7:59am M-F) Including Saturday	\$199.50
Sunday/Holiday Hours	\$266.00

Other miscellaneous labor service description (if applicable):

Prevailing Wage Add to Above Base Rates (NTE depending upon location and job description where service is being performed)	\$55.00
Design NTE	\$139.91
Install NTE	\$208.42
CAD NTE	\$132.80
Commissioning NTE	\$208.42
Proj/Const Mgmt NTE	\$158.76

**Maintenance Work (Non-Warranty)**

	<b>Per Hour</b>
Hourly rate for telephone consultation only	N/C
Normal Business Hours (8:00am - 5:00pm M-F)	\$133.00
After Hours (5:01pm - 7:59am M-F) Including Saturday	\$199.50
Sunday/Holiday Hours	\$266.00

	<b>Per Month</b>
Costs for Maintenance and Monitoring	Various
Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)	30.00%

**PENALTY FOR IMPROPER PRICING:**

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.

Vendor Name: SimplexGrinnell

Nationwide or Region or State Proposed: Nationwide

***Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees .***

**Category 2 - Burglar Alarms**

	<b>Per Hour</b>
Normal Business Hours (8:00am - 5:00pm M-F)	\$133.00
After Hours (5:01pm - 7:59am M-F) Including Saturday	\$199.50
Sunday/Holiday Hours	\$266.00

Other miscellaneous labor service description (if applicable):

Prevailing Wage Add to Above Base Rates (NTE depending upon location and job description where service is being performed)	\$55.00
Design NTE	\$139.91
Install NTE	\$208.42
CAD NTE	\$132.80
Commissioning NTE	\$208.42
Proj/Const Mgmt NTE	\$158.76

**Maintenance Work (Non-Warranty)**

	<b>Per Hour</b>
Hourly rate for telephone consultation only	N/C
Normal Business Hours (8:00am - 5:00pm M-F)	\$133.00
After Hours (5:01pm - 7:59am M-F)	\$199.50
Weekend/Holiday Hours	\$266.00
	<b>Per Month</b>
Costs for Maintenance and Monitoring	Various
Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)	30.00%

**PENALTY FOR IMPROPER PRICING:**

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.

Vendor Name: SimplexGrinnell

Nationwide or Region or State Proposed: Nationwide

***Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees .***

**Category 3 - Surveillance Services & Equipment**

	<b>Per Hour</b>
Normal Business Hours (8:00am - 5:00pm M-F)	\$133.00
After Hours (5:01pm - 7:59am M-F) Including Saturday	\$199.50
Sunday/Holiday Hours	\$266.00

Other miscellaneous labor service description (if applicable):

Prevailing Wage Add to Above Base Rates (NTE depending upon location and job description where service is being performed)	\$55.00
Design NTE	\$139.91
Install NTE	\$208.42
CAD NTE	\$132.80
Commissioning NTE	\$208.42
Proj/Const Mgmt NTE	\$158.76

**Maintenance Work (Non-Warranty)**

	<b>Per Hour</b>
Hourly rate for telephone consultation only	N/C
Normal Business Hours (8:00am - 5:00pm M-F)	\$133.00
After Hours (5:01pm - 7:59am M-F)	\$199.50
Weekend/Holiday Hours	\$266.00
	<b>Per Month</b>
Costs for Maintenance and Monitoring	Various
Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)	30.00%

**PENALTY FOR IMPROPER PRICING:**

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.



Vendor Name: SimplexGrinnell

Nationwide or Region or State Proposed: Nationwide

***Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees .***

**Category 4 - Portable Fire Extinguishers**

	<b>Per Hour</b>
Normal Business Hours (8:00am - 5:00pm M-F)	\$101.00
After Hours (5:01pm - 7:59am M-F) Including Saturday	\$151.50
Sunday/Holiday Hours	\$202.00

Other miscellaneous labor service description (if applicable):

Prevailing Wage Add to Above Base Rates (NTE depending upon location and job description where service is being performed)	\$31.50
	\$0.00
	\$0.00
	\$0.00
	\$0.00
	\$0.00

**Maintenance Work (Non-Warranty)**

	<b>Per Hour</b>
Hourly rate for telephone consultation only	N/C
Normal Business Hours (8:00am - 5:00pm M-F)	\$101.00
After Hours (5:01pm - 7:59am M-F)	\$151.50
Weekend/Holiday Hours	\$202.00

  

	<b>Per Month</b>
Costs for Maintenance and Monitoring	Various
Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)	30.00%

**PENALTY FOR IMPROPER PRICING:**

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.

Vendor Name: SimplexGrinnell

Nationwide or Region or State Proposed: Nationwide

***Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees .***

**Category 5 - Fire Extinguishing Systems**

	<b>Per Hour</b>
Normal Business Hours (8:00am - 5:00pm M-F)	\$113.00
After Hours (5:01pm - 7:59am M-F) Including Saturday	\$169.50
Sunday/Holiday Hours	\$226.00

Other miscellaneous labor service description (if applicable):

Prevailing Wage Add to Above Base Rates (NTE depending upon location and job description where service is being performed)	\$50.00
Sprinkler Union Rate NTE 8am-5pm	\$133.00
Design NTE	\$129.13
Install NTE	\$181.87
CAD NTE	\$129.13
Commissioning NTE	\$207.55
Proj/Const Mgmt NTE	\$157.77

**Maintenance Work (Non-Warranty)**

	<b>Per Hour</b>
Hourly rate for telephone consultation only	N/C
Normal Business Hours (8:00am - 5:00pm M-F)	\$113.00
After Hours (5:01pm - 7:59am M-F)	\$169.50
Weekend/Holiday Hours	\$226.00
	<b>Per Month</b>
Costs for Maintenance and Monitoring	Various
Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)	30.00%

**PENALTY FOR IMPROPERTY PRICING:**

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.

Vendor Name: SimplexGrinnell

Nationwide or Region or State Proposed: Nationwide

***Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees .***

**Category 6 - Fire Sprinkler Systems**

	<b>Per Hour</b>
Normal Business Hours (8:00am - 5:00pm M-F)	\$113.00
After Hours (5:01pm - 7:59am M-F) Including Saturday	\$169.50
Sunday/Holiday Hours	\$226.00

Other miscellaneous labor service description (if applicable):

Prevailing Wage Add to Above Base Rates (NTE depending upon location and job description where service is being performed)	\$50.00
Sprinkler Union Rate NTE 8am-5pm	\$133.00
Design NTE	\$129.13
Install NTE	\$181.87
CAD NTE	\$129.13
Commissioning NTE	\$207.55
Proj/Const Mgmt NTE	\$157.77

**Maintenance Work (Non-Warranty)**

	<b>Per Hour</b>
Hourly rate for telephone consultation only	N/C
Normal Business Hours (8:00am - 5:00pm M-F)	\$113.00
After Hours (5:01pm - 7:59am M-F)	\$169.50
Weekend/Holiday Hours	\$226.00
	<b>Per Month</b>
Costs for Maintenance and Monitoring	Various
Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)	25.00%

**PENALTY FOR IMPROPER PRICING:**

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.

Vendor Name: SimplexGrinnell

Nationwide or Region or State Proposed: Nationwide

***Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees .***

**Category 7 - Fire Alarm/Protective Signaling Systems**

	<b>Per Hour</b>
Normal Business Hours (8:00am - 5:00pm M-F)	\$133.00
After Hours (5:01pm - 7:59am M-F) Including Saturday	\$199.50
Sunday/Holiday Hours	\$266.00

Other miscellaneous labor service description (if applicable):

Prevailing Wage Add to Above Base Rates (NTE depending upon location and job description where service is being performed)	\$55.00
Design NTE	\$139.91
Install NTE	\$208.42
CAD NTE	\$132.80
Commissioning NTE	\$208.42
Proj/Const Mgmt NTE	\$158.76

**Maintenance Work (Non-Warranty)**

	<b>Per Hour</b>
Hourly rate for telephone consultation only	N/C
Normal Business Hours (8:00am - 5:00pm M-F)	\$133.00
After Hours (5:01pm - 7:59am M-F)	\$199.50
Weekend/Holiday Hours	\$266.00
	<b>Per Month</b>
Costs for Maintenance and Monitoring	Various
Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)	30.00%

**PENALTY FOR IMPROPER PRICING:**

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.

Vendor Name: SimplexGrinnell

Nationwide or Region or State Proposed: Nationwide

***Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees .***

**Category 8 - High Security Control Systems**

	<b>Per Hour</b>
Normal Business Hours (8:00am - 5:00pm M-F)	\$133.00
After Hours (5:01pm - 7:59am M-F) Including Saturday	\$199.50
Sunday/Holiday Hours	\$266.00

Other miscellaneous labor service description (if applicable):

Prevailing Wage Add to Above Base Rates (NTE depending upon location and job description where service is being performed)	\$55.00
Design NTE	\$139.91
Install NTE	\$208.42
CAD NTE	\$132.80
Commissioning NTE	\$208.42
Proj/Const Mgmt NTE	\$158.76

**Maintenance Work (Non-Warranty)**

	<b>Per Hour</b>
Hourly rate for telephone consultation only	N/C
Normal Business Hours (8:00am - 5:00pm M-F)	\$133.00
After Hours (5:01pm - 7:59am M-F)	\$199.50
Weekend/Holiday Hours	\$266.00
	<b>Per Month</b>
Costs for Maintenance and Monitoring	Various
Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)	30.00%

**PENALTY FOR IMPROPER PRICING:**

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.

Vendor Name: SimplexGrinnell  
 Nationwide or Region or State Proposed: Nationwide

***Each Participating Entity will negotiate any travel costs. All cost associated below (including material markup) to include shipping, configuration, kitting, processing, reporting, warehousing, ValuePoint and Participating Entity fees .***

**Category 9 - Inspections & Monitoring**

- Fire Extinguishing Systems
  - Fire Sprinkler Systems
    - Alarm Monitoring
- Fire Alarm/Protective Signaling Systems

	<b>Per Hour</b>
Normal Business Hours (8:00am - 5:00pm M-F) NTE	\$133.00
After Hours (5:01pm - 7:59am M-F) Including Saturday NTE	\$199.50
Sunday/Holiday Hours NTE	\$266.00

Other miscellaneous labor service description (if applicable):

Prevailing Wage Add to Above Base Rates (NTE depending upon location and job description where service is being performed)	\$55.00
Proj/Const Mgmt NTE	\$158.76
	\$0.00
	\$0.00
	\$0.00
	\$0.00

**Maintenance Work (Non-Warranty)**

	<b>Per Hour</b>
Hourly rate for telephone consultation only	N/C
Normal Business Hours (8:00am - 5:00pm M-F)	\$133.00
After Hours (5:01pm - 7:59am M-F)	\$199.50
Weekend/Holiday Hours	\$266.00

	<b>Per Month</b>
Costs for Maintenance and Monitoring	Various
Materials percentage mark-up (Receipts for materials may be required by Purchasing Entity to be submitted with invoice)	25% Sprinkler      30% All other Products

**PENALTY FOR IMPROPER PRICING:**

- It is the vendor's responsibility to ensure that all prices proposed for all projects are accurate and consistent with the terms of the contract.
- For all projects completed under this contract: if a vendor submits an invoice containing incorrect pricing in favor of the vendor, that vendor shall submit a new, corrected invoice with a 25% reduction in cost for each incorrectly priced item.
- If vendor continues to provide incorrect invoicing each Purchasing Entity has the option to cancel their contract in its entirety without penalty.
- Vendors are not allowed to aggregate fees into contract after award has been made. Failure to comply may be grounds for cancellation.