COMPANY NAME: **911 Security Cameras Inc.**

**\* DIR CUSTOMER PRICE contains 0.75% DIR Administrative Fee and it will be AUTOMATICALLY calculated once all other cells are filled.**

*For reference purposes, the formula to calculate DIR Customer Price is: DIR Customer Price = MSRP x (1-DIR Discount%) x (1+0.75%)*

**DO NOT make any changes to the format of the grids.  Insert additional rows as needed.**

## PRODUCT

| CATEGORY / DESCRIPTION (Refer to RFO Section 2.1) | Manufacturer / Brand | Product Description | Manufacturer's Part Number | Manufacturer or Authorized Reseller (M/R) | MSRP | DIR Customer Discount % off MSRP | DIR Customer Price * |
|---|---|---|---|---|---|---|---|
| | | | | | | | $0.00 |
| IP Security Cameras | Brickcom | 5mp VF Outdoor Vandal Dome PoE | VD-502ae | R | $600.00 | 10.00% | $544.05 |
| IP Security Cameras | Brickcom | 5mp VF Indoor Dome PoE | FD-502ae | R | $450.00 | 10.00% | $408.04 |
| IP Security Cameras | Brickcom | 5mp Fixed Outdoor Vandal Dome PoE | VD-500ap | R | $500.00 | 10.00% | $453.38 |
| IP Security Cameras | Brickcom | 5mp Fixed Indoor Vandal Dome PoE | FD-500ap | R | $400.00 | 10.00% | $362.70 |
| IP Security Cameras | Brickcom | 3mp - 360 indoor/outdoor mini dome PoE | MD-300np | R | $650.00 | 10.00% | $589.39 |
| | | | | | | | $0.00 |
| IP Security Cameras | ACTi | 2mp Outdoor Speed Dome PTZ PoE | I-96 | R | $2,000.00 | 10.00% | $1,813.50 |
| IP Security Cameras | ACTi | 5mp VF Outdoor Vandal Dome PoE | E83A | R | $800.00 | 10.00% | $725.40 |
| IP Security Cameras | ACTi | 5mp VF Indoor Zoom Dome | E616 | R | $785.00 | 10.00% | $711.80 |
| IP Security Cameras | ACTi | 10mp VF Outdoor Zoom Dome | E816 | R | $1,117.00 | 10.00% | $1,012.84 |
| | | | | | | | $0.00 |
| Camera Mounts | Brickcom | Wall Mount (L-Bracket) | L-WM-01 | R | $45.00 | 10.00% | $40.80 |
| Camera Mounts | Brickcom | Pendant Mount | D77H03-WSP | R | $90.00 | 10.00% | $81.61 |
| Camera Mounts | Brickcom | Corner Mount | D77H05-WCTB | R | $90.00 | 10.00% | $81.61 |
| Camera Mounts | Brickcom | Pole Box Mount | D77H05-WPTB | R | $90.00 | 10.00% | $81.61 |
| Camera Mounts | ACTi | Wall Mount (L-Bracket) | PMAX-0311 | R | $50.00 | 10.00% | $45.34 |
| Camera Mounts | ACTi | Pendant Mount | PMAX-0305 | R | $100.00 | 10.00% | $90.68 |
| Camera Mounts | ACTi | Corner Mount | PMAX-0402 | R | $100.00 | 10.00% | $90.68 |
| Camera Mounts | ACTi | Pole Box Mount | PMAX-0111 | R | $100.00 | 10.00% | $90.68 |
| | | | | | | | $0.00 |
| IP Access Control/Reader-Controllers | Isonas | Reader, PowerNet, Mullion with Keypad (13.6mhz "Smart" Reader) | RC-03-MCT-K | R | $1,348.75 | 40.00% | $815.32 |
| IP Access Control/Reader-Controllers | Isonas | Reader, PowerNet, Mullion (13.6mhz "Smart" Reader) | RC-03-MCT | R | $1,223.75 | 35.00% | $801.40 |
| IP Access Control/Reader-Controllers | Isonas | Reader, PowerNet, Mullion with Keypad (125khz Proximity Reader) | RC-03-PRX-K | R | $986.25 | 35.00% | $645.87 |
| IP Access Control/Reader-Controllers | Isonas | Reader, PowerNet, Mullion (125khz Proximity Reader) | RC-03-PRX | R | $861.25 | 35.00% | $564.01 |
| | | | | | | | $0.00 |
| IP Access Control/Pigtail Cable | Isonas | 25' Power I/O Pigtail | CABLE-POWERNET-25 | R | $62.50 | 20.00% | $50.38 |
| IP Access Control/Pigtail Cable | Isonas | 10' Power I/O Pigtail | CABLE-POWERNET-10 | R | $43.75 | 20.00% | $35.26 |
| IP Access Control/Pigtail Cable | Isonas | 4' Power I/O Pigtail | CABLE-POWERNET-4 | R | $31.25 | 20.00% | $25.19 |
| | | | | | | | $0.00 |
| IP Access Control/IP Bridge | Isonas | IPBridge controlling up to 1 IP and 3 Wiegand devices | IPBridge-3 | R | $1,500.00 | 35.00% | $982.31 |
| IP Access Control/IP Bridge | Isonas | IPBridge controlling up to 1 IP and 2 Wiegand devices | IPBridge-2 | R | $1,062.50 | 35.00% | $695.80 |
| | | | | | | | $0.00 |
| IP Access Control/IP Bridge Cable Options | Isonas | 3 inch DC power cable with "2" connectors for daisy chaining external power | IPBridge-CBL-PWR2-3IN | R | $10.88 | 20.00% | $8.77 |
| IP Access Control/IP Bridge Cable Options | Isonas | 3 foot power cable with "1" connector for connecting external power | IPBridge-CBL-PWR1-3FT | R | $10.63 | 20.00% | $8.57 |
| IP Access Control/IP Bridge Cable Options | Isonas | 3 inch network cable with "2" connectors for daisy chaining IPbridge's | IPBridge-CBL-Net2-3IN" | R | $7.81 | 20.00% | $6.29 |
| | | | | | | | $0.00 |
| IP Access Control/Accessories | Isonas | External Door Kit | ACC-EDK-3A | R | $74.99 | 35.00% | $49.11 |
| IP Access Control/Accessories | Isonas | Serial to Wiegand Convertor | ACC-WIM | R | $60.00 | 35.00% | $39.29 |
| IP Access Control/Accessories | Isonas | Secondary Relay Module (4 access points) | ACC-SRM-4OSW | R | $43.74 | 35.00% | $28.64 |
| IP Access Control/Accessories | Isonas | Desk stand | ACC-STD-SA | R | $39.94 | 35.00% | $26.16 |
| IP Access Control/Accessories | Isonas | Trim kit | TK-2-M | R | $37.44 | 35.00% | $24.52 |
| IP Access Control/Accessories | Isonas | In-rush suppressor | ACC-IRS-4700 | R | $34.94 | 35.00% | $22.88 |
| | | | | | | | $0.00 |
| IP Access Control/(125 kHz) Proximity Credentials | Isonas | Thin Cards - Units: (purchase in 50 pc quantities only) | TC-2 | | $7.50 | 10.00% | $6.80 |
| IP Access Control/(125 kHz) Proximity Credentials | Isonas | Thin Cards - Units: 0050 --- 0499 | TC-2-0050-0499 | R | $7.19 | 10.00% | $6.52 |
| IP Access Control/(125 kHz) Proximity Credentials | Isonas | Thin Cards - Units: 0500 --- 0999 | TC-2-0500-0999 | R | $6.94 | 10.00% | $6.29 |
| IP Access Control/(125 kHz) Proximity Credentials | Isonas | Thin Cards - Units: 1000 --- 2499 | TC-2-1000-2499 | R | $6.56 | 10.00% | $5.95 |
| IP Access Control/(125 kHz) Proximity Credentials | Isonas | Thin Cards - Units: 2500 --- and up | TC-2-2500-UP | R | $6.13 | 10.00% | $5.56 |
| IP Access Control/(125 kHz) Proximity Credentials | Isonas | Key Fobs - Units: (purchase in 20 pc quantities only) | KF-3 | R | $6.38 | 10.00% | $5.79 |
| IP Access Control/(125 kHz) Proximity Credentials | Isonas | Key Fobs - Units: 0020 --- 0499 | KF-3-0050-0499 | R | $6.06 | 10.00% | $5.49 |
| IP Access Control/(125 kHz) Proximity Credentials | Isonas | Key Fobs - Units: 0500 --- 0999 | KF-3-0500-0999 | R | $5.80 | 10.00% | $5.26 |
| IP Access Control/(125 kHz) Proximity Credentials | Isonas | Key Fobs - Units: 1000 --- 2499 | KF-3-1000-2499 | R | $5.43 | 10.00% | $4.92 |
| IP Access Control/(125 kHz) Proximity Credentials | Isonas | Key Fobs - Units: 2500 --- and up | KF-3-2500-UP | R | $4.99 | 10.00% | $4.52 |
| IP Access Control/(125 kHz) Proximity Credentials | Isonas | Clamshell Cards - Units: (purchase in 25 pc quantity only) | LC-1 | R | $5.63 | 10.00% | $5.11 |
| IP Access Control/(125 kHz) Proximity Credentials | Isonas | Clamshell Cards - Units: 0025 --- 0499 | LC-1-0050-0499 | R | $5.35 | 10.00% | $4.85 |
| IP Access Control/(125 kHz) Proximity Credentials | Isonas | Clamshell Cards - Units: 0500 --- 0999 | LC-1-0500-0999 | R | $5.13 | 10.00% | $4.65 |
| IP Access Control/(125 kHz) Proximity Credentials | Isonas | Clamshell Cards - Units: 1000 --- 2499 | LC-1-1000-2499 | R | $4.79 | 10.00% | $4.34 |
| IP Access Control/(125 kHz) Proximity Credentials | Isonas | Clamshell Cards - Units: 2500 --- and up | LC-1-2500-UP | R | $4.39 | 10.00% | $3.98 |
| IP Access Control/(125 kHz) Proximity Credentials | Isonas | Cap Tags - Units: (purchase in 100 pc quantity only) | CT-4 | R | $5.31 | 10.00% | $4.81 |
| IP Access Control/(125 kHz) Proximity Credentials | Isonas | Cap Tags - Units: 0100 --- 0499 | CT-4-0050-0499 | R | $5.05 | 10.00% | $4.58 |
| IP Access Control/(125 kHz) Proximity Credentials | Isonas | Cap Tags - Units: 0500 --- 0999 | CT-4-0500-0999 | R | $4.84 | 10.00% | $4.39 |
| IP Access Control/(125 kHz) Proximity Credentials | Isonas | Cap Tags - Units: 1000 --- 2499 | CT-4-1000-2499 | R | $4.51 | 10.00% | $4.09 |
| IP Access Control/(125 kHz) Proximity Credentials | Isonas | Cap Tags - Units: 2500 --- and up | CT-4-2500-UP | R | $4.15 | 10.00% | $3.76 |
| | | | | | | | $0.00 |
| | | | | | | | $0.00 |
| | | | | | | | $0.00 |
| | | | | | | | $0.00 |

## RELATED SERVICES

| SERVICE CATEGORY | Detailed Service Description | Manufacturer's Part Number | Service Area (indicate Hwy District) | MSRP | DIR Customer Discount % off MSRP | DIR Customer Price* |
|---|---|---|---|---|---|---|
| Technical and Implementation Services | Installs system components including cameras, card readers, detectors, control panels, and security devices (Hourly rate) M-F 8am-6pm | Labor 1 | Statewide | $95.00 | 10.00% | $86.14 |
| Technical and Implementation Services | Install Cabling (Hourly rate) M-F 8am-6pm | Labor 2 | Statewide | $95.00 | 10.00% | $86.14 |
| Technical and Implementation Services | Certified/trained Sr. Technician - programs and commissions systems | Labor 3 | Statewide | $110.00 | 10.00% | $99.74 |
| Technical and Implementation Services | Programs and configures systems, networks, servers, and workstations | labor 4 | Statewide | $125.00 | 10.00% | $113.34 |
| Technical and Implementation Services | Designs systems per client requirements, documents systems designs specifies system components, wiring configurations and system layouts | Labor 5 | Statewide | $110.00 | 10.00% | $99.74 |
| | | | | | | $0.00 |